



JD Edwards

INFOCUS

DIVE DEEP

JDE's advanced pricing can
handle the most complex pricing
structures

Presented by:

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Grant Thornton

Session ID

102050



Craig Davied

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Education

B.S. - Business Administration /

Finance

Kansas State University

Executive summary

Craig is a Director with Grant Thornton in the Technology Transformation practice. He has over 20 years of consulting experience, across a diverse set of companies and industries. Craig's experiences include planning and program management of multi-faceted implementation projects, hands on management and implementation of ERP software packages, business process reengineering and system architecture design.

Prior to Grant Thornton, Craig was a founding member of MarketSphere's JD Edwards practice in 2002 and was responsible for managing and delivering projects, practice development, solution design and staff management. He has deep experience with the processes and configuration of the JDE Finance and Distribution modules, specifically with the General Ledger, Accounts Payable, Accounts Receivable, Job Cost, Contract Billing, Procurement / Subcontracts, Sales, Inventory, and Advanced Pricing. Craig also has experience with multiple releases of the software. Prior to joining Grant Thornton Consulting from MarketSphere, Craig was an experienced consultant in a "Big 5" consulting organization and has over 20 years of professional experience.

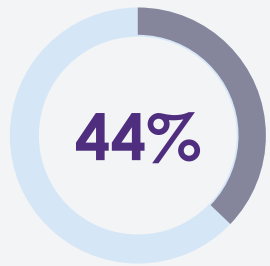
Industries

- Consumer products
- Retail
- Metals and mining
- Mineral exploration drilling
- Construction
- Water management
- Aggregates
- Pet food/manufacturing
- Textiles
- Public utilities
- Inbound / outbound Transportation

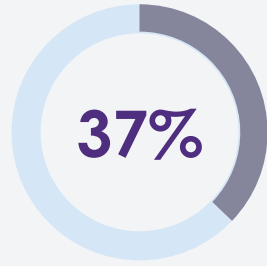
About Grant Thornton

Thriving since 1924, our U.S. firm is people-focused and purpose-driven. We believe business should be more personal and that the strongest results start with trust.

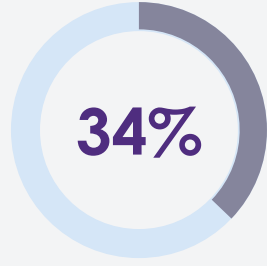
Who we serve:



Fortune 100
companies



Fortune 500
companies



Fortune 1000
companies

* Statistics as of July 31, 2020



\$1.92bn

in revenue



8,459

people, including
595 partners



53

offices

Our Oracle Practice



ERP and SCM

Financials | Revenue management | Accounting hub | Project accounting | Risk management | Project execution
Procurement | Inventory management | Cost management | Maintenance | Manufacturing | Order management | Product lifecycle and data management | Supply chain collaboration and planning



EPM Analytics

Planning and budgeting | Profitability and cost management | Financial close and consolidation | Tax reporting and provisioning
Management and operational analytics | Narrative reporting | Account reconciliation | Enterprise data management



HCM

Culture journey | Talent acquisition | Workforce administration | Talent management | Workforce development
Alumni network

Data governance & cloud integration

PaaS

Solution delivery center (off-shore and on-shore)

Industries

Construction,
Real Estate
& Hospitality

Consumer
And Industrial
Products

Energy

Financial
Services

Healthcare
And Life
Sciences

Not-For-Profit
Organizations

Private Equity

Public Sector

Technology

Find your silver lining
gt.com/silverlining

About Grant Thornton JDE

JD Edwards practice – 80+ dedicated professionals in U.S.

Project management and functional expertise

- Specialized functional resources
- Project management office
- Implementations
- Upgrades
- Mobile applications
- Third party integration architecture
- Business process re-engineering
- Managed services (functional)
- User materials and training
- Financials
- Distribution
- Manufacturing
- HR / Payroll
- CAM
- Project advisory

Technical

- CNC
- Development
- Workflow
- Security management
- Technical management
- Database management
- Infrastructure / hosting
- Managed services (technical)
- Private cloud
- Disaster recovery
- Security
- Development (FRICE)

Trusted business advisor

- Gap assessment
- Transformation
- Industry point of view
- Proven methodologies
- Process excellence
- Benchmarking
- ERP governance
- Data governance
- Master data management
- Reporting strategy
- Change management
- Cloud roadmap / strategy
- FASB planning
- Chart of accounts optimization



Oracle leadership

- The Leading Oracle Platinum Partner presenter at COLLABORATE, INFOCUS and OpenWorld conferences (more presentations than any other Platinum partner in the past 3 years)
- Featured in PROFIT magazine – JD Edwards Special Issue
- Teaming with JDE product development – we work with JD Edwards on enhancing the code base for customers (e.g. OneView Reporting, Revenue Recognition, Leasing Standards, Configurator)



Experience and recognition

- More than 250 JD Edwards implementations and upgrades as a practice
- Over 20 implementations in the past 5 years
- Over 50 upgrades in the past 5 years
- 2017 JD Edwards Partner Excellence Award for **User Adoption**
- 2016 JD Edwards Partner Excellence Award for **Vertical Industries**
- Oracle JD Edwards recognized Grant Thornton with its 2014 and 2015 JD Edwards Partner Excellence Award for Outstanding **Upgrades**

Why Advanced Pricing

Why Use Advanced Pricing?

Some of the reasons clients choose to implement are as follows:

Track
multiple
discounts

Promotional
discount

Rebates

Handling and
expedite fees

Royalties

Accruals

Commodity
pricing

Pricing based
on order
details

Sales Pricing in JD Edwards

- Base Pricing is "static" data.
- Advanced lets you qualify based on any number of variables.

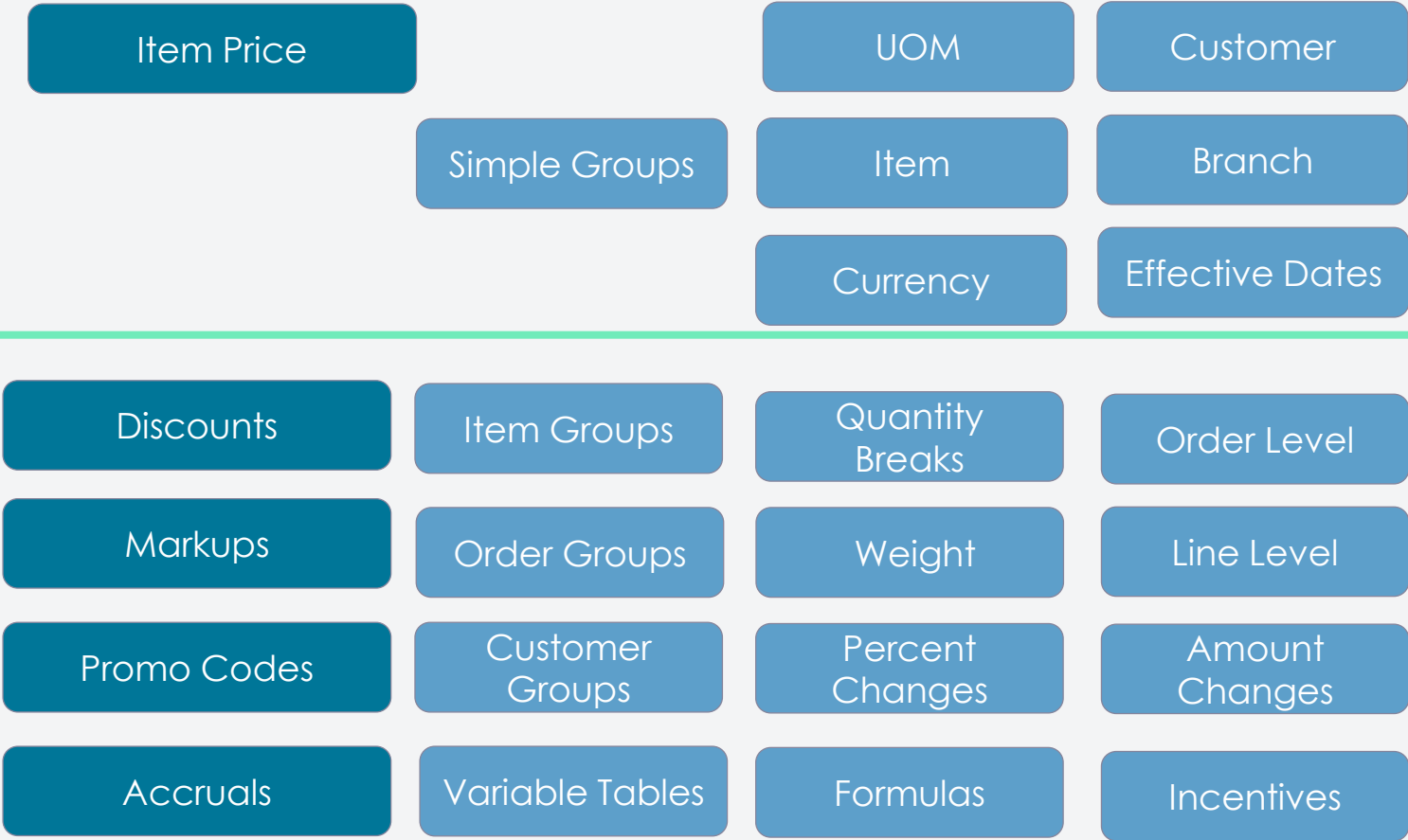


Advanced Pricing vs Base Pricing

Advanced Pricing

Advanced Pricing Setup

Base Price Setup



Base vs. Advanced Pricing

| Item Base Pricing | Advanced Pricing |
|---|--|
| Price can be based on branch/plant | Price can be based on branch/plant |
| Ability to use advanced category code groups | Ability to use advanced category code groups |
| Limited to single customer price group field in billing instructions for base price customer grouping | No requirement to use customer price group field in billing instructions for base price |
| No level breaks | Level breaks on quantity, weight, or price |
| No additional sales order detail values available for use | Can have different base price for certain sales order conditions using order detail groups |
| No enhancement needed | Need to consider price formulas & revenue forecasting look to base price file for base price data...not advanced pricing, would require an enhancement |
| Setup is very easy | Setup slightly more complex |
| Will need to maintain separately | All price maintenance is done in one place |
| Price reporting comes from two areas of the system | All price reporting is done from one place |

Base Price Setup

- In P4106 add new and choose which qualifier in hierarchy
- Fill out base price based upon Item and Price Group

Preference Hierarchy Selection

✓ ✗ ⚙️ Tools

Base Price

Records 1 - 4

| Description |
|--|
| <input type="radio"/> Item and Customer |
| <input checked="" type="radio"/> Item and Customer Group |
| <input type="radio"/> Item Group and Customer Group |
| <input type="radio"/> Item Only |

Personal Form: (No Personalization) Layout: (No L

Base Price Revisions

✓ ✗ ⚙️ Row Tools

Item Number: 1001 *Bike Rack - Trunk Mount*

Cust. Price Group: **PREFER** *Preferred Customers*

Adjust Prices By:

☒ Unit Price ☐ Percentage
☐ Credit Price ☐ Amount

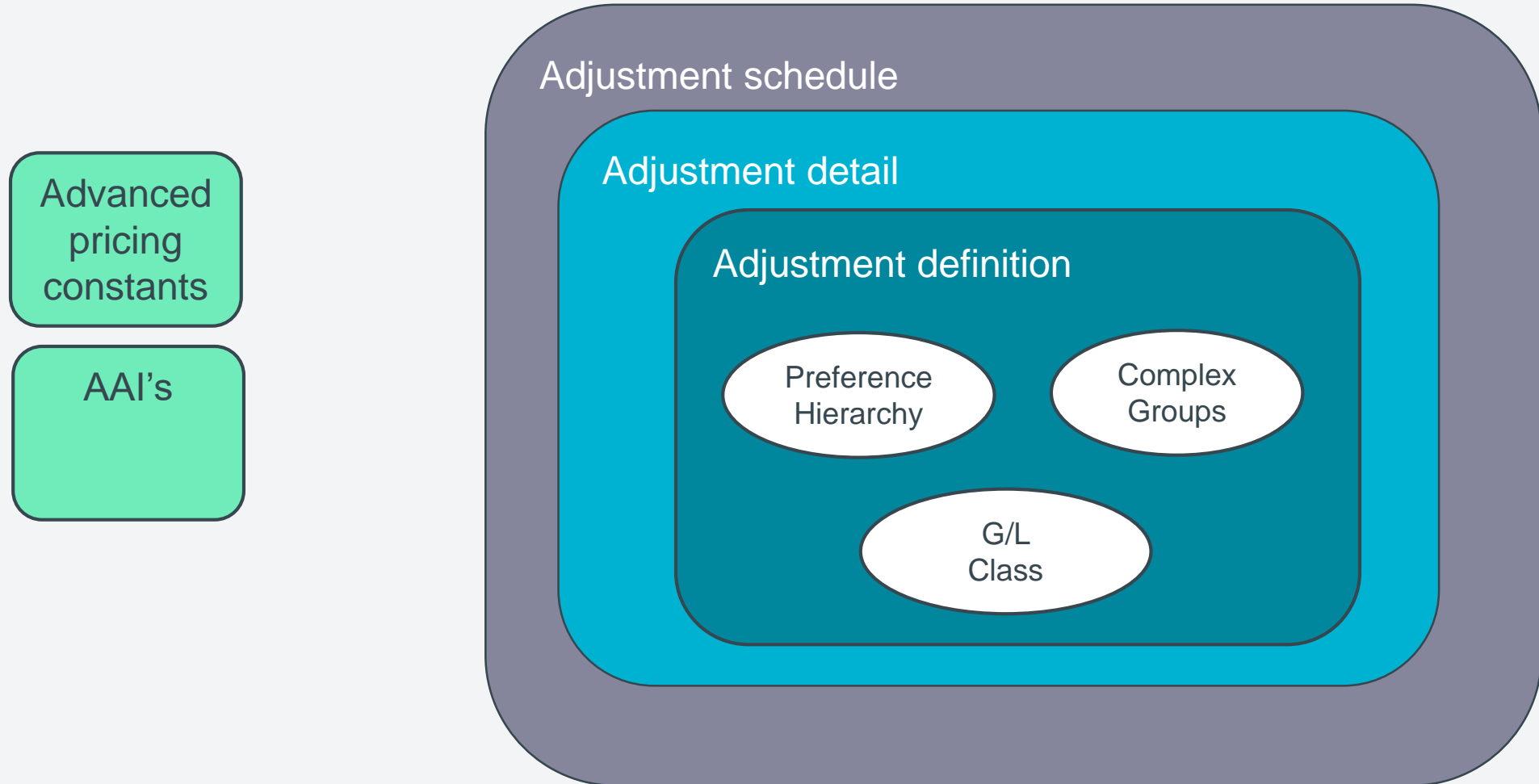
Records 1 - 2

| | Branch/ Plant | Location | Lot Number | UM | Cust. Price Group | Cur Cod | Unit Price | Eff Date From | Eff Date Thru | Credit Price |
|--------------------------|------------------|----------|---------------|----|----------------------|------------|---------------|------------------|------------------|-----------------|
| <input type="checkbox"/> | 30 | | | EA | PREFER | USD | 1,000.0000 | 10/07/2020 | 12/31/2040 | |
| <input type="checkbox"/> | | | | | | | | | | |

Advanced Pricing Overview

- Advanced pricing consists of the following main components:
 - Adjustment schedules
 - Adjustment definitions
 - Adjustment detail
 - Preference hierarchy
 - Item, customer and order groups
- It can be used in:
 - Sales
 - Procurement
 - Customer service management
 - Ship and debit
- This presentation will focus on advanced pricing for sales

How it Fits Together...



Configuration & Setup

Advanced Pricing Constants

- Pricing constants – are located on the form exit from branch plant constants

| | |
|---------------------------------------|--------------------------------|
| Advanced Sales Pricing (Y/N) | <input type="text" value="Y"/> |
| Advanced Procurement Pricing (Y/N) | <input type="text" value="Y"/> |
| Require Price Approval (Y/N) | <input type="text" value="N"/> |
| Adjustment Retrieval Method | <input type="text" value="2"/> |
| Sales Pricing on Override Price | <input type="text" value="N"/> |
| Procurement Pricing on Override Price | <input type="text" value="Y"/> |

Before you can use pricing you have to activate it in the pricing constants for either sales, procurement or both.

This flag is used in combination with workflow

Hierarchy

- The preference hierarchy determines the order in which the system searches for an existing price.
- Advanced pricing allows you to create your own preference hierarchies.
- General guidelines:
 - Should be sequenced in order of most specific to least specific.

Preference Hierarchy Revisions

✓ ✗ ⚙ Form ⚙ Tools

| Preference Type | | AP <i>Advanced Pricing</i> | | |
|-----------------|-----------------|--------------------------------|--------------------------------|--------------------------------|
| | | Item Number | Item Group | All Items |
| Ship To | Customer Number | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Sold To | Customer Number | <input type="text" value="1"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text" value="4"/> | <input type="text" value="3"/> |
| Parent | Customer Number | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| All Customers | | <input type="text"/> | <input type="text" value="2"/> | <input type="text" value="5"/> |

Item Groups

- Item Groups can use item master/branch attributes

Item Price Group Definition

✓ ✗ ⚙ Form ⚙ Tools

Price Group **BICYCLE** Bicycles

| | | | | | |
|-----------------------|--------------------------|--------------------------|--------------------------|-------------------------|--------------------------|
| Sales: | | Supplier Rebate Code | <input type="checkbox"/> | Warehouse Process Grp 2 | <input type="checkbox"/> |
| Sales Catalog Section | 1 | Master Planning Family | <input type="checkbox"/> | Warehouse Process Grp 3 | <input type="checkbox"/> |
| Sub Section | <input type="checkbox"/> | Landed Cost Rule | <input type="checkbox"/> | Item Pool Code | <input type="checkbox"/> |
| Sales Category Code 3 | <input type="checkbox"/> | Other Codes: | | Category Code 6 | <input type="checkbox"/> |
| Sales Category Code 4 | <input type="checkbox"/> | Shipping Conditions Code | <input type="checkbox"/> | Category Code 7 | <input type="checkbox"/> |
| Sales Category Code 5 | <input type="checkbox"/> | Shipping Commodity Class | <input type="checkbox"/> | Category Code 8 | <input type="checkbox"/> |
| Purchasing: | | Cycle Count Category | <input type="checkbox"/> | Category Code 9 | <input type="checkbox"/> |
| Commodity Class | <input type="checkbox"/> | Item Dimension Group | <input type="checkbox"/> | Category Code 10 | <input type="checkbox"/> |
| Commodity Sub Class | <input type="checkbox"/> | Warehouse Process Grp 1 | <input type="checkbox"/> | | |

SRP1

Customer Groups

- Customer Master Groups can use customer master attributes

Customer Price Group Definition

✓ ✗ ↺ Form ⚙ Tools

Price Group REGION Regional Customers

| | | | | | |
|------------------|--------------------------|------------------|--------------------------|------------------|--------------------------|
| Category Code 01 | <input type="checkbox"/> | Category Code 11 | 1 | Category Code 21 | <input type="checkbox"/> |
| Category Code 02 | <input type="checkbox"/> | Category Code 12 | <input type="checkbox"/> | Category Code 22 | <input type="checkbox"/> |
| Category Code 03 | <input type="checkbox"/> | Category Code 13 | <input type="checkbox"/> | Category Code 23 | <input type="checkbox"/> |
| Category Code 04 | <input type="checkbox"/> | Category Code 14 | <input type="checkbox"/> | Category Code 24 | <input type="checkbox"/> |
| Category Code 05 | <input type="checkbox"/> | Category Code 15 | <input type="checkbox"/> | Category Code 25 | <input type="checkbox"/> |
| Category Code 06 | <input type="checkbox"/> | Category Code 16 | <input type="checkbox"/> | Category Code 26 | <input type="checkbox"/> |
| Category Code 07 | <input type="checkbox"/> | Category Code 17 | <input type="checkbox"/> | Category Code 27 | <input type="checkbox"/> |
| Category Code 08 | <input type="checkbox"/> | Category Code 18 | <input type="checkbox"/> | Category Code 28 | <input type="checkbox"/> |
| Category Code 09 | <input type="checkbox"/> | Category Code 19 | <input type="checkbox"/> | Category Code 29 | <input type="checkbox"/> |
| Category Code 10 | <input type="checkbox"/> | Category Code 20 | <input type="checkbox"/> | Category Code 30 | <input type="checkbox"/> |

«

Sales region

Order Detail Groups

- Order Detail Groups can use sales order attributes

Order Detail Price Group Definition

✓ ✗ ⚙ Form ⚙ Tools

Price Group **EDI**

| | | | | | |
|----------------------|--------------------------|--------------------------|--------------------------|--------------|--------------------------------|
| Business Unit | <input type="checkbox"/> | Carrier Number | <input type="checkbox"/> | Price Code 1 | <input type="checkbox"/> |
| Company | <input type="checkbox"/> | Mode of Trn | <input type="checkbox"/> | Price Code 2 | <input type="checkbox"/> |
| Agreement Nbr | <input type="checkbox"/> | Route Code | <input type="checkbox"/> | Price Code 3 | <input type="checkbox"/> |
| Header Business Unit | <input type="checkbox"/> | Stop Code | <input type="checkbox"/> | From Grade | <input type="checkbox"/> |
| Payment Terms | <input type="checkbox"/> | Zone Number | <input type="checkbox"/> | Thru Grade | <input type="checkbox"/> |
| Payment Instrument | <input type="checkbox"/> | Freight Handling Code | <input type="checkbox"/> | From Potency | <input type="checkbox"/> |
| Line of Business | <input type="checkbox"/> | Shipping Commodity Class | <input type="checkbox"/> | Thru Potency | <input type="checkbox"/> |
| End Use | <input type="checkbox"/> | Shipping Conditions Code | <input type="checkbox"/> | Order Type | <input type="text" value="1"/> |
| « Duty Status | <input type="checkbox"/> | | | | |





Order Type

Adjustment Definition

Adjustment Controls

- Adjustment Name
- Target Application
 - Select Sales Order Management or Procurement
- Adjustment Control Code
 - A code that specifies additional processing features related to an adjustment.

Price Adjustment Definition

   Form  Tools

Adjustment Controls

| | | |
|---|------|------------------------|
| Adjustment Name | BIKE | Bike Discount |
| Target Application | | Sales Order Management |
| Adjustment Control Code | 2 | Print on Document |
| <input type="checkbox"/> Use Price Matrix | | |

Adjustment Definition

Adjustment Level

- **Line Level**
 - The system calculates the adjustment based on information in the sales order detail line.
- **Basket Level**
 - The system calculates the adjustment based on information accumulated from all sales order detail lines that you have identified as basket level pricing
- **Order Level**
 - The system calculates the adjustment based on information accumulated from all the sales order detail lines you have identified as an order pricing group.
- **Volume Level**
 - The system calculates the adjustment based on the accumulated value of multiple sales orders.
- Note: Basket and Order Level Adjustment do not work with Complex Groups.

Adjustment Level

- ☒ Line Level Adjustment
- ☐ Basket Level Adjustment
- ☐ Order Level Adjustment
- ☐ Volume Level Adjustment

Adjustment Definition

Options

- **Groups**
 - Enter Item, Customer and/or Order Group
- **Adjustment Specifications**
 - Preference Hierarchy
 - Subledger in G/L
 - Parent, Sold Ship To, Adjustment Type, etc.
 - G/L Offset
 - If you want to override the item's GL Class
- **Level Break Type**
 - What should this adjustment be based on?

The screenshot shows the 'Options' tab of the 'Adjustment Definition' screen. It is divided into three main sections: 'Groups', 'Adjustment Specifications', and 'Level Break Type'. The 'Groups' section has three input fields: 'Item Price Group' (containing 'BICYCLE'), 'Customer Price Group' (empty), and 'Order Detail Group' (empty). The 'Adjustment Specifications' section has two input fields: 'Preference Hierarchy' (containing 'AP') and 'Subledger in G/L' (empty). The 'Level Break Type' section has four radio buttons: 'Quantity Level Break' (selected), 'Weight Level Break', 'Amount Level Break', and 'Quality Level Break'. There is also a 'Detached Adjustment Only' section with a checkbox 'Exclude From A/R Discount' which is unchecked. The 'Quality Results' tab is also visible at the top.

| Options | Additional Options | Quality Results |
|---|--------------------|------------------|
| Groups | | |
| Item Price Group | BICYCLE | Bicycles |
| Customer Price Group | | |
| Order Detail Group | | |
| Adjustment Specifications | | |
| Preference Hierarchy | AP | Advanced Pricing |
| Subledger in G/L | | G/L Offset |
| Level Break Type | | |
| <input checked="" type="radio"/> Quantity Level Break | | |
| <input type="radio"/> Weight Level Break | | |
| <input type="radio"/> Amount Level Break | | |
| <input type="radio"/> Quality Level Break | | |
| Detached Adjustment Only | | |
| <input type="checkbox"/> Exclude From A/R Discount | | |

Adjustment Definition

Adjustment Options

- Sliding Rate
 - Based on a collection of rates that are applied from each threshold level.
- Up Sell Adjustment
 - Adjustment is eligible for up-sell processing during sales order entry
- Override Price
 - When pricing is based on “multipliers”
 - Special discount that takes precedent over other discounts
- Manual Add/Change
 - Should the user be able to change this adjustment?
- Mandatory Adjustment
 - Do you want the order to error if an adjustment detail is not found..
- Apply Absolute Value
 - System disregards if positive or negative value
- Apply on Override Price
 - Applies adjustment regardless if the price is overridden

Adjustment Options

- ☐ Enable Basket Master
- ☐ Sliding Rate
- ☐ Up Sell Adjustment
- ☐ Override Price
- ☐ Manual Add/Change
- ☐ Mandatory Adjustment
- ☐ Apply Absolute Value
- ☐ Apply on Override Price

Definition Questions to Consider

- Qualified by Group?
- Based on Quantity, Amount, or Weight?
- Apply to the Line, Order, Basket, or Volume?
- Display on Invoice?
- Can they be Manually overwritten?
- What will qualify the Rule (Item Group) and what basis code will be used in the details (% , Amount)
- Request examples of the Sales Entry and the Invoice for each Definition
- General Guidelines:
 - Don't setup definitions for specific customers or specific items. One Definition can be used for all pricing which is qualified the same way.

Adjustment Details

- Adjustment Details define parameters for determining the price.
- The first thing you must determine in setting up adjustment details is which hierarchy step you want to use.

Preference Hierarchy Selection

✓ ✗ ⚙️ Tools

Advanced Pricing

Records 1 - 5

| Description |
|---|
| <input type="radio"/> Item and Customer |
| <input checked="" type="radio"/> Item Group Only |
| <input type="radio"/> Customer Group Only |
| <input type="radio"/> Item Group and Customer Group |
| <input type="radio"/> All Items and All Customers |

Remember we set-up the Hierarchy to search through 5 steps.

Those are listed here

Preference Hierarchy Revisions

✓ ✗ ⚙️ Form Tools

Preference Type **AP** Advanced Pricing

| | | Item Number | Item Group | All Items |
|---------------|-----------------|--------------------------------|--------------------------------|--------------------------------|
| Ship To | Customer Number | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Sold To | Customer Number | <input type="text" value="1"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text" value="4"/> | <input type="text" value="3"/> |
| Parent | Customer Number | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | Customer Group | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| All Customers | | <input type="text"/> | <input type="text" value="2"/> | <input type="text" value="5"/> |

Adjustment Details

- The adjustment detail consists of the following fields:
 - From Level and UOM
 - Factor Value Numeric
 - Basis Code
 - Effective & Expiration Date
 - Group Attributes – if using Complex Groups

Price Adjustment Detail Revisions

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✗

✕

⋮

Row

Form

Tools

Adjustment Name

BIKE

Bike Discount

Item Price Group

BICYCLE

Bicycles

Where = Which Definition

Who

Which Items

When

How Much

Records 1 - 2



| | From Level | Threshold UM | Factor Value Numeric | B C | Basis Code | FV UM | Price Partial | Cur Cod | Effective Date | Expired Date | Cost Meth | Formula Name | Variable Table | Object Library | F G | Item Group | Sls Cd1 |
|--|-----------------|--------------|----------------------|-----|-------------|-------|---------------|---------|----------------|--------------|-----------|--------------|----------------|----------------|-----|------------|---------|
| | 9999999999.9999 | EA | 10.0000 | 1 | % of Base F | | 1 | USD | 09/15/2020 | 12/31/2040 | | | | | N | BICYCLE | BIK |

Where = Which Definition
Who
Which Items
When
How Much

Adjustment Details Considerations

- If you have a definition for PROMO code discounts even if they are different amounts for different customers you don't need different definitions because you can define the WHO and HOW MUCH in the details.
 - This seems obvious but is probably the number one mistake I see made in pricing.

Basis Code

| | | | |
|----------------------------------|----------------------|--------------------------------|---|
| Records 1 - 10 | | Customize Grid |   |
| | <input type="text"/> | | |
| | Code | Description | |
| <input checked="" type="radio"/> | 0 | % of New Base Price | |
| <input type="radio"/> | 1 | % of Base Price | |
| <input type="radio"/> | 2 | % of Current Net Price | |
| <input type="radio"/> | 3 | % of Cost | |
| <input type="radio"/> | 4 | Cost Plus Amount | |
| <input type="radio"/> | 5 | Add on Amount | |
| <input type="radio"/> | 6 | Add on Variable Amount | |
| <input type="radio"/> | 7 | Add on Formula Amount | |
| <input type="radio"/> | 8 | Add on User Program Amount | |
| <input type="radio"/> | 9 | Gross Profit Margin | |

Adjustment Schedule

- A definition must be attached to a schedule to be used.
- Multiple adjustment definitions can be attached to the same schedule as shown. The sequence of the definitions can be significant.
- Which sequence do we want to apply the Definitions/ Types on the Sales Order?
- Do we need more than 1 schedule?
- How to use Skip To ?
- Common Mistakes: Not being careful about how discounts may add on to each other

Price Adjustment Schedule Revisions

✓ ✖ ✕ ⌂ Form ⌵ Row ⚙ Tools

Adjustment Schedule GLOBAL Global Pricing

Address Number

Records 1 - 9

| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Seq No. | Adjustment Name | Description | Skip To | Skip To End | New Base Price | Promotion ID |
|--------------------------|-------------------------------------|---------|-----------------|-----------------------------|---------|-------------------------------------|--------------------------|--------------|
| <input type="checkbox"/> | | 10 | VOLUPSEL | Volume Based Upsell | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 20 | VOLINC | Volume Incentive Deal | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 30 | SLIDE | Sliding Rate Adjustment | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 40 | GPMARGIN | Gross Profit Margin | | <input checked="" type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 50 | ADDPRICE | Additional Price Search UOM | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 60 | RELATEUP | Related Items Upselling | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 70 | MULTUOM | Multiple UOMs | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | 80 | ROUND | Rounding Rule | | <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | | | | | | <input type="checkbox"/> | <input type="checkbox"/> | |

<

Adjustment Schedule Example

- Example:
 - Customer Qualifies for -5% discount on all orders
 - Customer also Enters a Promo Code for \$50 off on any order
 - Enters an order for an item with a base price of \$1000
- Which discount should be applied to the order first?
 - $(1000 - 50) * .95 = \$ 902.50$
 - $(1000 * .95) - 50 = \$ 900.00$

Formulas

- Prices can be based on formulas
- Formulas can be based on variable tables

Price Formula Revisions

✓ ✗ ⚙ Form ⚙ Tools

| | | |
|--------------------|-----------|--------------------|
| Formula Name | BUTANEPRC | Butane Daily Price |
| Target Application | | |

Calculation Formula

&BUTANE*1.1

From System Constants...

Symbols

| | |
|--|----|
| Symbol to Identify Variable Tables | & |
| Symbol to Identify UOM | % |
| Symbol to Identify Currency | ! |
| Symbol to Identify Data Fields | ? |
| Symbol to Identify Test Result Name | @ |
| Symbol to Identify Function Name | \$ |
| Symbol to Identify Func. Arg. Separator | |
| Symbol to Identify Adjustment Detail Ref | # |

Variable Tables

- Prices can be based on a variable table.
- Variable Pricing is used for products whose price changes frequently or fluctuates daily.
- Often used for commodity pricing: Oil, Gas...
- Uses a simplified table to store the date and price of an item. This table can be manually updated or interfaced into to populate

Price Variable Table

✓ Form Row Tools

Variable Table Name

UoM Currency Code

Records 1 - 18

| <input type="checkbox"/> | | Effective * | Unit Price |
|--------------------------|--|-------------|------------|
| <input type="checkbox"/> | | 01/01/2018 | .2100 |
| <input type="checkbox"/> | | 12/01/2017 | .2000 |
| <input type="checkbox"/> | | 11/01/2017 | .1900 |
| <input type="checkbox"/> | | 10/01/2017 | .1800 |

Sales Price Example

Price History

Customer Service Inquiry | **Price History**

✕ Form ⌵ Row < > ⚙ Tools

| | | | | |
|----------------|-----|----------------------------------|---------------------|------------|
| Currency Code | USD | <input type="checkbox"/> Foreign | Line Number | 1.000 |
| Address Number | 505 | Consignment Agent | Branch/Plant | 30 |
| Ship To | 505 | Consignment Agent | Price Effective | 09/17/2020 |
| Item Number | 220 | Touring Bike, Red | Adjustment Schedule | AP |
| Quantity From | 1 | EA | Pricing UOM | EA |
| Exchange Rate | | | | |

Records 1 - 4

| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Seq No. | New Base Price Flag | Adj Name | Desc Adj Name | Factor Value Numeric | Unit Price | B C | Desc BC | Factor Value |
|--------------------------|-------------------------------------|---------|--------------------------|----------|---------------|----------------------|------------|-----|-----------------|--------------|
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | | <input type="checkbox"/> | | Base Price | | 650.0000 | | | |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 20 | <input type="checkbox"/> | BIKE | Bike Discount | 10.0000- | 65.0000- | 1 | % of Base Price | |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | 25 | <input type="checkbox"/> | FREEHELM | Free Helmet | | .0000 | 5 | Add on Amount | |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | | <input type="checkbox"/> | | | | | | | |

Unit Cost 550.0000 Unit Price 585.0000 Profit Margin 5.98

2 definitions: 1) 10% for ordering a bike and 2) a free helmet for ordering a bike

Additional Functionality

Additional Advanced Pricing Tools

- Mass Maintenance
- Price List
- Free Goods
- Pricing Workbench
- Procurement
- Buying Structures
- OneView Audit Trail
- Price Approvals Workflow
- Price Matrix

Mass Maintenance

- Perform maintenance on all adjustments that expire in a specified time frame.
- Change records by extending the expiration date.
- Copy records to create a new set of adjustments for a specified time frame without affecting the existing adjustment records.
- Copy adjustment from one branch/plant to another.
- Copy price matrix records.

Mass Maintenance - Price Adjustments Global Revisions

✓ 🔍 ✕ 🔄 Form ⚙️ Tools

Search Agent Name Test

Table Name F4072







Records 1 - 147

| | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
|----------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | Adj Name | Short Item No | 2nd Item Number | 3rd Item Number | Address Number |
| <input checked="" type="radio"/> | ADDPRICE | 60450 | 2415 | 2415 | 4242 |
| <input type="radio"/> | AED | 731567 | 21INP | 21INP | |
| <input type="radio"/> | BASE | | | | |
| « <input type="radio"/> | BED | 731567 | 21INP | 21INP | |
| <input type="radio"/> | BIKE | | | | |

Price List

- Create and maintain customer price lists based on advanced pricing information and then forward them to customers.
- A customer price list displays price for each item within a range of effective and expiration dates, as well as promotions, deals, and other adjustments that were applied.
- Adjustments from both the schedule and direct price adjustments, if any, will be included in the calculations for the price list.

Work With Price List

     Row  Tools

Customer

Price List ID

Price List Name

As of Date

Records 1 - 3

| | <input type="text" value=""/> | <input type="text" value=""/> | <input type="text" value=""/> | <input type="text" value=""/> |
|----------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| | A/B Number | A/B Description | Price List ID | Price List Name |
| <input checked="" type="radio"/> | 4242 | Capital System | 1000 | BIKE |
| <input type="radio"/> | 4242 | Capital System | 1001 | BIKEACC |
| <input type="radio"/> | 4242 | Capital System | 1002 | TERMINALS |

Free Goods

You can also trigger a free good with an adjustment detail

- Free Good – Is a related item added (or netted) to the sales order detail file.
- The free good is triggered by exceeding the “quantity from” field on the adjustment detail

Price & Adjustment Detail Revisions - Free Goods Revisions

✓ ✖ ⌵ ⌶ Row ⚙ Tools

Quantity From: 1.0000 EA Currency: Expiration: Effective Date: 09/16/2020

Records 1 - 2

| | Item Number | Quantity Ordered | UM | Related Price | Ln Ty | P T | Quantity Per Ordered | Catalog |
|---|-------------|------------------|----|---------------|-------|-----|----------------------|---------|
| ● | 2410 | | EA | 10.00 | S | 1 | .00 | |
| ○ | | | | | | | | |

PT - Controls how the free good is added to the order

QTY Per – free good for every multiple of this quantity

It does not have to be free

Pricing Workbench

Pricing Workbench - Work With Price Workbench Queries Personal Form: (No Personalization) Layout: (No Layout) Query: All Records

✓ 🔍 + 🗑️ ✖️ ⌵ Row ⚙️ Tools

Focus On

*

Records 1 - 5

| | Focus On | Focus On Description | Address Number | Customer Group | Item Number | Item Group | Adj Name | Co | Business Unit | Status |
|----------------------------------|----------|----------------------|----------------|----------------|-------------|------------|----------|----|---------------|--------|
| <input checked="" type="radio"/> | 01 | Customer | 4242 | | | | | | | |
| <input type="radio"/> | 03 | Customer Group | | RETAIL | | | | | | |
| <input type="radio"/> | 05 | Item | | | 2415 | | | | | |
| <input type="radio"/> | 06 | Item Group | | | | | | | | |
| <input type="radio"/> | 08 | Adjustment Details | | | | | | | | |

Pricing Workbench - Focus On Item

Personal Form: (No Personalization) Layout: (No Layout) Query: All Records

🔍 ✖️ ⌵ Form ⌵ Row ⚙️ Tools

Focus On

Item

2415

Helmet - Hi Flow

Generated On

Date

02/11/2003

Time

10:15:20

Price Group By

Branch/Plant

Grid Scope

Only Active Dates

As of Date

Display Only Rows

☒ Explicit reference to Item

☐ Implicit by Item Group / All Item

☐ Both

Records 1 - 2

| | Adj Name | 2nd Item Number | Item Group | Customer Group | Address Number | Address Number Description | Order Detail | L T | From Level |
|----------------------------------|----------|-----------------|------------|----------------|----------------|----------------------------|--------------|-----|------------|
| <input checked="" type="radio"/> | FREEGOOD | 2415 | | RETAIL | | | | 1 | |
| <input type="radio"/> | NEWPROD | 2415 | | RETAIL | | | | 1 | |

Advanced Pricing in Procurement

- Define procurement as the target application for the adjustment definition.
- You can use many of the same adjustments in Sales except basket and order reprice adjustments.
- Based on Item Cost table (F4105), not Item Base Price table (F4106), using purchasing cost method set up for the item in the F4105.

The screenshot displays the 'Enter Purchase Orders - Price History' window in Oracle JD Edwards EnterpriseOne. The window is titled 'ORACLE JD Edwards EnterpriseOne' and includes a navigation bar with 'Home', 'Navigator', 'Open Applications', 'Recent Reports', 'Favorites', and 'Back to Navigation by Role'. The 'Fast Path' is set to 'G43A11'. The window is divided into two main sections: a form for entering purchase order details and a table of price history records.

The form section includes the following fields:

- Currency Code: USD
- Supplier: 4343 Parts Emporium
- Ship To: 6031 Eastern Distribution Center
- Item Number: 210 Mountain Bike, Red
- Quantity From: 1 EA
- Exchange Rate: (empty)
- Line Number: 1.000
- Branch/Plant: 30
- Price Effective: 10/12/2012
- Adjustment Schedule: PROCURE
- Pricing UOM: EA

The table section shows 'Records 1 - 3' and includes a 'Customize Grid' button. The table has the following columns: Seq No., New Base Price Flag, Adj Name, Desc Adj Name, Factor Value Numeric, Unit Price, B C, Desc BC, Factor Value UM, Reason Code, Desc Reason Code, and C. The table contains three records:

| Seq No. | New Base Price Flag | Adj Name | Desc Adj Name | Factor Value Numeric | Unit Price | B C | Desc BC | Factor Value UM | Reason Code | Desc Reason Code | C |
|---------|---------------------|----------|-------------------------|----------------------|------------|-----|--------------------|-----------------|-------------|------------------|---|
| | | | Base Price | | 530.1000 | | | | | | |
| 10 | ✓ | PAPO | Price at Purchase Order | 5.0000- | 26.5050- | 2 | % of Current Ne... | | | | |
| | | | | | | | | | | | |

Below the table, the 'Unit Price' is displayed as 503.5950.

Buying Structures

- Enable you to manage complex, customer-specific pricing.
- Configure a customer's pricing system according to the customer's organizational structure.
- For example, you can determine pricing based on entities in the organization that do not order items directly, but have authority over the item price, such as a distributor.

Oracle JD Edwards EnterpriseOne

Roles Personalization Help ER6946876 [ZSUPAWRK] Sign Out

Home Navigator Open Applications Recent Reports Favorites Back to Navigation by Role Fast Path: G423113

Pricing Inquiries

Buying Structure Browse - Buying Structure Browse Query: All Records

Address Number: 4280
Structure Type: BUY
Effective Date: 10/04/2012

Records 1 - 5

| Address Name | Address Number | Parent Number | Parent Name | Tier | Tier Description | Root Number |
|---------------------|----------------|---------------|-----------------------------------|------|------------------|-------------|
| US Warehouse | 4281 | 4280 | International Corporate Structure | 2 | | |
| Western Distributor | 4283 | 4281 | US Warehouse | 3 | | |
| Central Distributor | 4284 | 4281 | US Warehouse | 3 | | |
| Capital Systems | 424203 | 4281 | US Warehouse | 3 | | |
| European Warehouse | 4282 | 4280 | International Corporate Structure | 2 | | |

OneView Audit Trail

- Business View - v4074a
- Table – F4074

UX One Price Adjustments Audit Trail Inquiry - Price Adjustment Audit Trail Inquiry Personal Form: (No Personalization) Layout: (No Layout)

Order Company * Order Number *
Order Type * Line Number *

Records 1 - 10 > X

Show All Columns

| | Adjustment Name | Adjustment Name Description | Adjustment Status | Adjustment Status Description | Manual Addition/Change | Override Price | Price Override Code | Reason Code |
|----------------------------------|-----------------|-----------------------------|-------------------|-------------------------------|------------------------|----------------|---------------------|-------------|
| <input checked="" type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | ADJMAN | | | Active | Y | N | | |
| <input type="radio"/> | COMISION | Accrue sales commissions | | Active | Y | N | | |
| <input type="radio"/> | COMISION | Accrue sales commissions | | Active | Y | N | | |

Price Approvals

- **Standard Functionality**

- The system allows for routing of changes in advanced pricing for Sales (not Procurement)
- JD Edwards Workflow functionality is used

- **Orchestrator**

- In lieu of using the standard functionality of workflow it is possible to orchestrate the same process in less time

*Both processes utilize email

Price Matrix

- Used to add and edit a multitude of adjustment detail records in the F4072 table.
- Using this program enables you to access a view to suit your needs and quickly enter and maintain pricing information.

The screenshot displays the 'Price Matrix Definition - Edit Price Matrix' form in the Oracle JD Edwards EnterpriseOne application. The form is titled 'Price Matrix Definition - Edit Price Matrix' and includes a 'Query' dropdown set to 'All Records'. It features a 'Save and Close' button and a 'Cancel' button. The form is divided into sections: 'General Information' and 'Item Price Group' (selected). The 'General Information' section contains fields for 'Price Matrix Name' (Sales), 'Adjustment Name' (MATR), 'Choose Hierarchy Level' (Item Group and Customer Group), 'From Level' (1), 'Unit of Measure' (EA), 'Currency Code' (USD), 'Effective Date' (01/01/2005), and 'Expired Date' (12/31/2005). A 'Load Price Matrix' button is located in the bottom right of this section. The 'Item Price Group' section shows a 'Select Columns' dropdown set to '-- Select One --' and a 'View' dropdown set to 'Formula Names (Edit Mode)'. Below these, there are six columns labeled 'Column # 1' through 'Column # 6'. The table below the columns is empty, with a message 'No records found.' at the top. The bottom of the form shows a 'Done' button and a 'Local intranet' status bar.

| Column # 1 | Column # 2 | Column # 3 | Column # 4 | Column # 5 | Column # 6 |
|-------------------|------------|------------|------------|------------|------------|
| No records found. | | | | | |

General Guidelines

Guiding Principle Example

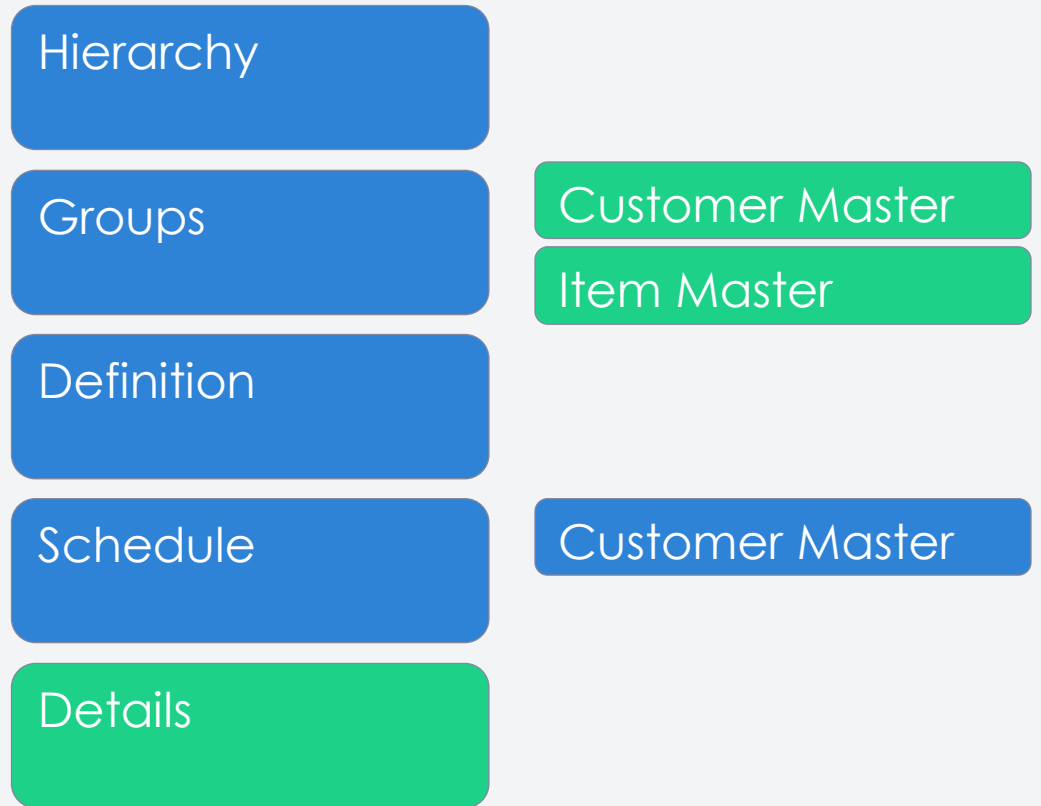
With the goal of keeping Maintenance Manageable

- Consider using "add on" not Override prices.
- Use Percent not Amount.
- Start with Base price.
- Aim for a single Schedule for pricing
- Aim for a single Hierarchy for pricing
- Aim to keep the number of definitions under 15
- Separate your Preference hierarchies from your Pricing hierarchies

Summary

- One Hierarchy
- One Schedule for all customers
- Setup general Definitions
- Use very specific details
- Understand your pricing requirements
- Think about Long term scale and Maintenance

Maintenance with Simplified Definitions



Use Simplified Definitions

Common Setup

Too many components

- Definition
 - PROMO05
 - PROMO10
 - PROMO15
- Schedule
 - PROMO05
 - PROMO10
 - PROMO15
- Details
 - Promo – 5%
 - Promo – 10 %
 - Promo – 15 %

Simplified Definitions

- Definition
 - PROMO
- Schedule
 - PROMO
- Details
 - PROMO – 5%
 - PROMO – 10 %
 - PROMO – 15 %

Streamlined maintenance
*Details contain pricing

Simplified Definitions - Example

Current...

- Every 6 months we run a special promotion for new items.
 - % discount
- Different items each time
- Different percentages
- Different code to be used
- Customer was creating a new Definition every 6 months.
 - Left loopholes on certain items
 - Frequent edits to Definitions, Schedules, Details
 - Messy Schedules
 - Specified specific items in the details

Why Not...

- Create a single Definition "PROMO ITEMS" which qualifies by item group
- Define the item group to look at a item UDC code.
- The only work for new promotions is to setup a new detail record pointed at the new item code.
- Add the UDC code to those items in the item master

Additional Advanced Pricing Possibilities

- Product Allocation Preference
- Item Restrictions
- Inventory Commitment preference
- Rounding
- Variable Pricing for regularly changing prices

Hear more from Grant Thornton

Tuesday

- **Automating positive pay with Orchestrations** | Mohammad Shujaat | 8:15 a.m. CT
- **Designing job cost code structures for effective cost management** | Craig Davied | 11:15 a.m. CT
- **Unleash the power of EDI 852** | Shrikant Gogate | 11:15 a.m. CT
- **Use form extensions to turbocharge JD Edwards 9.2** | Mohammad Shujaat | 1:15 p.m. CT
- **Extend JDE reporting with Oracle Analytics** | Jeffrey Silverman and Matt Elfeldt, Greer Labs | 3:15 p.m. CT

Wednesday

- **JDE's advanced pricing can handle the most complex pricing structures** | Craig Davied | 7:30 a.m. CT
- **A simplified guide to implementing lease accounting** | Sam Johnson | 7:30 a.m. CT
- **Creating workflows with JD Edwards Orchestrator** | Dwight Moore | 8:45 a.m. CT
- **The steps to JD Edwards Orchestrator** | Anthony Palmisano | 12:45 p.m. CT
- **Used enhanced RMA** | Shrikant Gogate | 12:45 p.m. CT
- **How general ledger can improve sales and operational reporting** | Craig Davied | 2:00 p.m. CT
- **A Covid migration: World to EnterpriseOne upgrade** | David Kratzke | 4:00 p.m. CT
- **Utilizing Orchestrator Studio for real estate** | Sam Johnson | 4:00 p.m. CT

Thursday

- **Stop Integrating & start InteGreat-ing** | Mohammad Shujaat | 8:15 a.m. CT
- **The benefits from upgrading from World to EnterpriseOne** | Craig Davied | 10:00 a.m. CT
- **Paperless AP automation journey - An Orchestrator case study** | David Kratzke and Matt Marfice, Watson Land Company | 10:00 a.m. CT
- **Step by step: Evaluate the effectiveness of your EAM/CAM asset maintenance program** | Steve Yniguez | 11:15 a.m. CT
- **IoT methods for reporting, dashboarding & customer portal using Orchestrator and CafeOne** | Jordan Myers | 11:15 a.m. CT
- **Manage your joint venture needs in JDE** | Craig Davied | 1:15 p.m. CT

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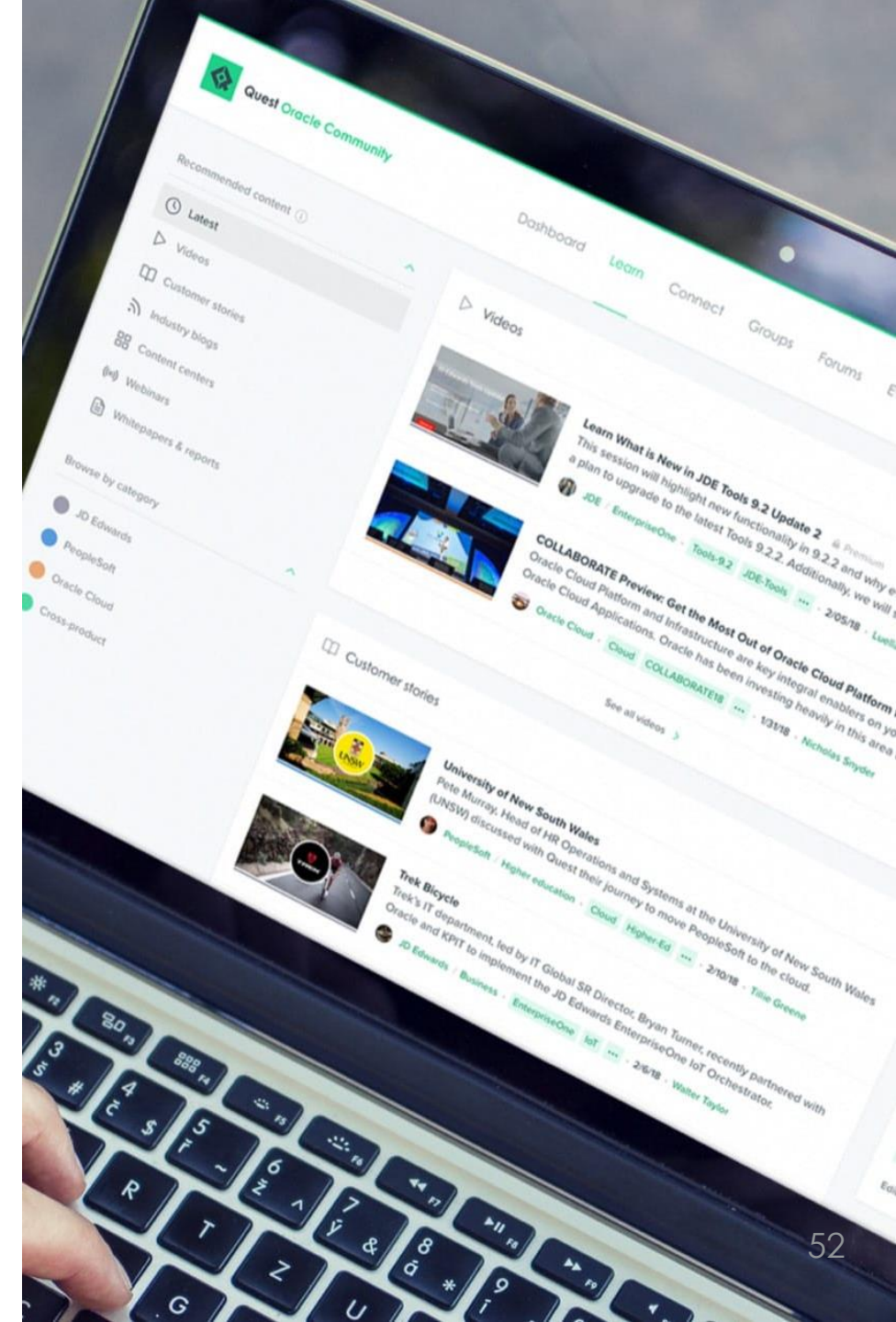
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Appendix

Summary

- The JDE EnterpriseOne System uses 2 types of pricing:
 1. **Base pricing** – base price is entered for each item in the F4106 and can be setup at the item master, branch, lot &/or location level
 2. **Advanced pricing** - advanced pricing is a means by which to adjust base price with the use of the advanced pricing programs
- Please keep in mind base pricing and advanced pricing can be used together
- A lot can be accomplished by using base pricing, but it does have some limitations...
 - With advanced pricing we define more complex price groups incorporating the use of category codes
 - Base pricing uses the standard DMAAI's, where as advancing pricing incorporates two AAI's specific to advanced pricing adjustments and advanced pricing accruals
 - With advanced pricing we have price history, accrued adjustments and pricing formulas...not the case with base pricing

AAIs

- Pricing constants – are located on the form exit from branch plant constants

Specifies the sales discount account for entries that the Sales Update program (R42800) creates.

Specifies accrued accounts for offset entries.

Work With AAIs

✓ 🔍 + 🗑️ ✕ ⚙️ Form ⌵ Row 🔗 Report ⚙️ Tools

Skip To AAI Price Adjustments

Records 1 - 10 > >|

| | AAI Number | Description |
|--------------------------|------------|-------------------|
| <input type="checkbox"/> | 4270 | Price Adjustments |
| <input type="checkbox"/> | 4280 | Rebate Payable |

How it Fits Together...

Pricing Setup

1. Advanced Pricing Constants – P41001
2. DMAAls – P40950
3. Item Master – P4101
4. Customer Master – P03013
5. Base Price – P4106
6. Hierarchy – P40073
7. Groups – P4092
8. Definition – P4071
9. Details – P4072
10. Schedule – P4070

Adjustment Details

- Adjustment Details define parameters for determining the price.

Work with Adjustment Detail

✓ 🔍 + ✕ ≡ Row ⚙️ Tools

| | | |
|----------------------|------|--|
| Adjustment Name | BIKE | <i>Bike Discount</i> |
| Item Number | * | |
| Item Price Group | * | * |
| Address Number | | |
| Customer Price Group | * | <input type="checkbox"/> Suppress Prices |

Now that our adjustment has been defined we need to add adjustment details to define the price