

JD Edwards EnterpriseOne Applications

Advanced Pricing Implementation Guide

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Describes the Advanced Pricing module, and discusses how to set up and use the module to streamline pricing setup and maintenance. You can use this module to manage pricing in the JD Edwards EnterpriseOne Procurement, Sales Order Management, Service Management, Case Management, and Blend Management systems.

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Preface

Welcome to the JD Edwards EnterpriseOne Applications Advanced Pricing Implementation Guide.

Audience

This guide is intended for implementers and end users of the JD Edwards EnterpriseOne Advanced Pricing system.

JD Edwards EnterpriseOne Products

This implementation guide refers to these JD Edwards EnterpriseOne products from Oracle:

- JD Edwards EnterpriseOne Accounts Payable
- JD Edwards EnterpriseOne Accounts Receivable
- JD Edwards EnterpriseOne Inventory Management
- JD Edwards EnterpriseOne Sales Order Management
- JD Edwards EnterpriseOne Procurement
- JD Edwards EnterpriseOne Service Management
- JD Edwards EnterpriseOne Case Management
- JD Edwards EnterpriseOne General Accounting
- JD Edwards Blend Management
- JD Edwards Grower, Pricing, and Payments
- JD Edwards Grower Management
- JD Edwards EnterpriseOne Quality Management

JD Edwards EnterpriseOne Application Fundamentals

Additional, essential information describing the setup and design of your system appears in a companion volume of documentation called *JD Edwards EnterpriseOne Inventory Management 9.2 Implementation Guide*.

Customers must conform to the supported platforms for the release as detailed in the JD Edwards EnterpriseOne minimum technical requirements. See document 745831.1 (JD Edwards EnterpriseOne Minimum Technical Requirements Reference) on My Oracle Support:

<https://support.oracle.com/epmos/faces/DocumentDisplay?id=745831.1>

In addition, JD Edwards EnterpriseOne may integrate, interface, or work with other Oracle products. Refer to the cross-reference material in the Program Documentation at <http://oracle.com/contracts/index.html> for Program prerequisites and version cross-reference documents to assure compatibility of various Oracle products.

Documentation Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at <http://www.oracle.com/pls/topic/lookup?ctx=acc&id=docacc>.

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Related Information

For additional information about JD Edwards EnterpriseOne applications, features, content, and training, visit the JD Edwards EnterpriseOne pages on the JD Edwards Resource Library located at:

<http://learnjde.com>

Conventions and Screen Images

The following text conventions are used in this document:

Convention	Meaning
Bold	Boldface type indicates graphical user interface elements associated with an action, or terms defined in text or the glossary.
<i>Italics</i>	Italic type indicates book titles, emphasis, or placeholder variables for which you supply particular values.
Monospace	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

Additionally, some screen images in this guide have been retained from the previous release to preserve the information represented in the screen images. As a result, some screen images might not reflect the most current user interface in the JD Edwards EnterpriseOne software.

Introduction to JD Edwards EnterpriseOne Advanced Pricing

This chapter contains the following topics:

- [Section 1.1, "JD Edwards EnterpriseOne Advanced Pricing Overview"](#)
- [Section 1.2, "Advanced Pricing Business Processes in JD Edwards EnterpriseOne Systems"](#)
- [Section 1.3, "JD Edwards EnterpriseOne Advanced Pricing Integrations"](#)
- [Section 1.4, "JD Edwards EnterpriseOne Advanced Pricing Implementation"](#)

1.1 JD Edwards EnterpriseOne Advanced Pricing Overview

Pricing is arguably the most complex aspect of any business; it may take you considerable time to plan, set up, and maintain pricing information. Setting up JD Edwards EnterpriseOne Advanced Pricing is straightforward and requires minimal maintenance. You can use JD Edwards EnterpriseOne Advanced Pricing from Oracle to manage pricing in these JD Edwards EnterpriseOne systems:

- Procurement
- Sales Order Management
- Service Management
- Case Management
- Blend Management

If a sales organization does not require the extensive features of JD Edwards EnterpriseOne Advanced Pricing, you can use the standard price adjustment module, or base pricing, available in JD Edwards EnterpriseOne Sales Order Management.

With JD Edwards EnterpriseOne Advanced Pricing, you can adjust prices for each promotion or deal, and then combine adjustments into a pricing structure or schedule. You can define multiple price adjustments and combine regular discounts and promotions within the same schedule. Set up free goods catalogs to display and promote items and use rebates to encourage customers to purchase a greater volume of goods or services.

JD Edwards EnterpriseOne Advanced Pricing enables you to group customers and items so you can accommodate different market sectors and product lines; you do not have to define adjustments for each item or customer. You can define price groups by customers, items, customer groups, or item groups. You can also identify customers by

Sold To, Ship To, or Parent addresses. Use buying structures to manage and customize a customer's pricing based on their organizational level.

The Pricing Workbench enables you to view all pricing scenarios on one form; you can locate all pricing-related information for a customer and different scenarios and avoid conducting numerous customer inquiries. The Price Matrix enables you to add and edit multiple pricing records on one form.

Using the JD Edwards EnterpriseOne Advanced Pricing and Procurement systems, you can process adjustments per line item or change the price on a batch of purchase orders or receipts. You can also create hierarchical search sequences. You can set up and track free goods and rebates using JD Edwards EnterpriseOne Advanced Pricing. You can conduct an online review of adjustment history as well.

Using the JD Edwards EnterpriseOne Advanced Pricing and Blend Management systems, you can base the price you pay for grapes on information in a contract, minimum and maximum prices you set, and quality tests you perform on the grapes. You can also change the price during receipts entry and override the price that you pay for grapes.

This implementation guide discusses the setup and implementation features of the JD Edwards EnterpriseOne Advanced Pricing, Procurement, and Sales Order Management systems. It also discusses the implementation features of JD Edwards Blend Management. The JD Edwards EnterpriseOne Advanced Pricing system also integrates with the JD Edwards Grower, Pricing, and Payments and Grower Management systems. Additional setup information is located in the *JD Edwards EnterpriseOne Applications Grower Pricing and Payments Implementation Guide* and the *JD Edwards EnterpriseOne Applications Grower Management Implementation Guide*. JD Edwards EnterpriseOne Service Management and JD Edwards EnterpriseOne Case Management advanced pricing information is located in the *JD Edwards EnterpriseOne Applications Service Management Implementation Guide* and the *JD Edwards EnterpriseOne Applications Customer Relationship Management for Support Implementation Guide*.

See *JD Edwards EnterpriseOne Applications Blend Management Implementation Guide*.

See *JD Edwards EnterpriseOne Applications Grower Pricing and Payments Implementation Guide*.

See *JD Edwards EnterpriseOne Applications Grower Management Implementation Guide*.

See *JD Edwards EnterpriseOne Applications Customer Relationship Management for Support Implementation Guide*.

See *JD Edwards EnterpriseOne Applications Service Management Implementation Guide*.

1.2 Advanced Pricing Business Processes in JD Edwards EnterpriseOne Systems

These diagrams illustrate how the system processes pricing information in JD Edwards EnterpriseOne Sales Order Management and Procurement systems:

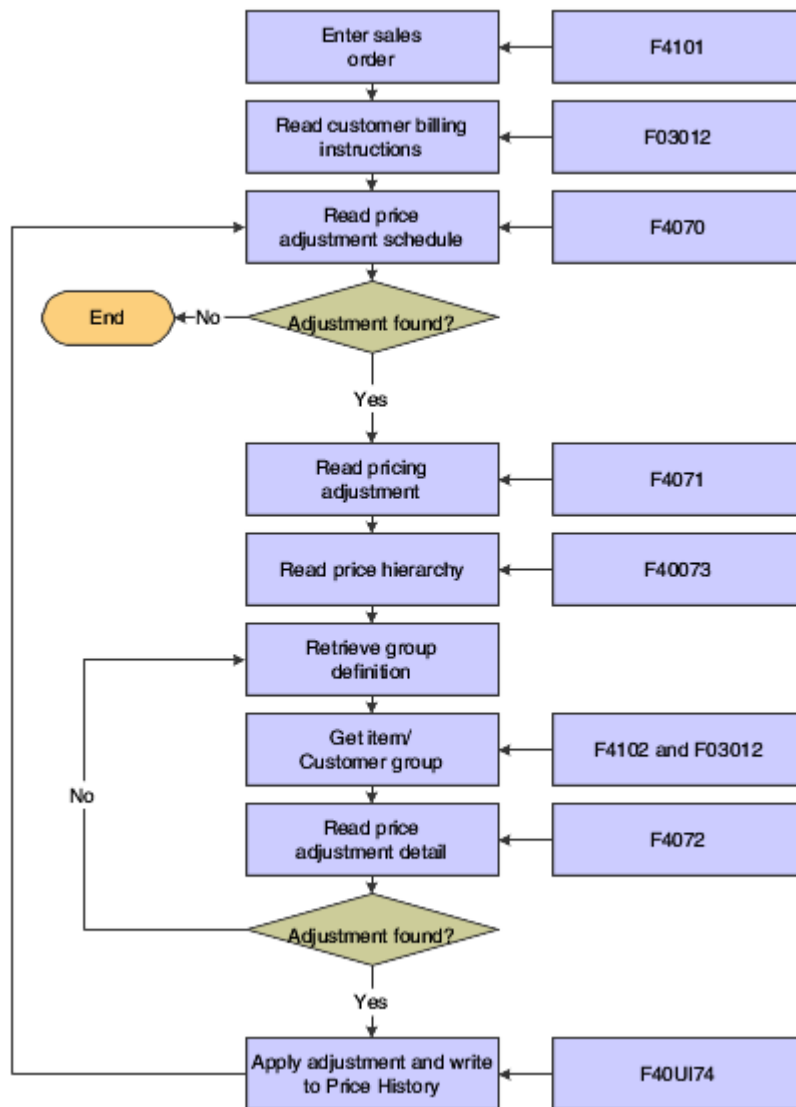
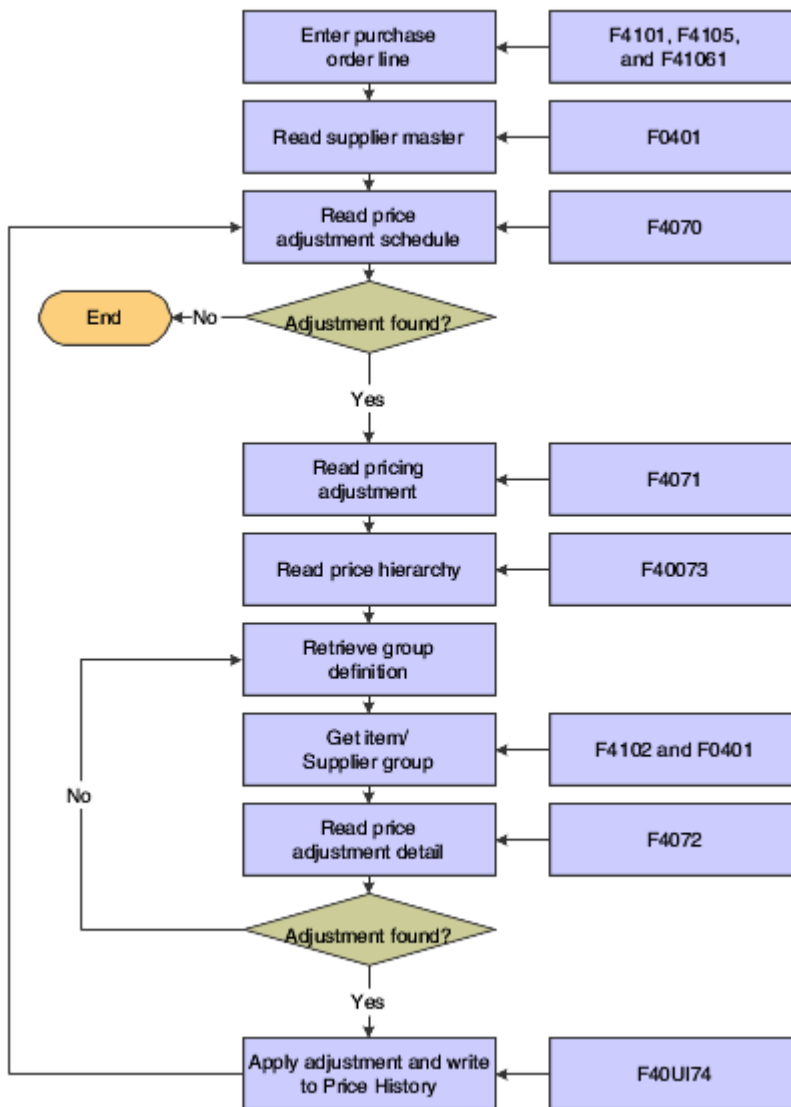
Figure 1–1 Pricing process flow for a sales order

Figure 1–2 Pricing process flow for a purchase order

We discuss these business processes in the business process chapters of this implementation guide.

1.3 JD Edwards EnterpriseOne Advanced Pricing Integrations

The JD Edwards EnterpriseOne Sales Advanced Pricing system integrates with these JD Edwards EnterpriseOne systems:

- JD Edwards EnterpriseOne Accounts Payable.
- JD Edwards EnterpriseOne Accounts Receivable.
- JD Edwards EnterpriseOne Inventory Management.
- JD Edwards EnterpriseOne Sales Order Management.
- JD Edwards EnterpriseOne Procurement.
- JD Edwards EnterpriseOne Service Management.
- JD Edwards EnterpriseOne Case Management.

- JD Edwards EnterpriseOne General Accounting.
- JD Edwards Blend Management.
- JD Edwards Grower, Pricing, and Payments.
- JD Edwards Grower Management.
- JD Edwards EnterpriseOne Quality Management.

We discuss integration considerations in the implementation chapters of this implementation guide. Supplemental information about third-party application integrations is located on the My Oracle Support website.

1.3.1 JD Edwards EnterpriseOne Accounts Payable

You set up supplier records in the Supplier Master. The system uses supplier information, such as the Adjustment Schedule or supplier group, as a pricing default. The JD Edwards EnterpriseOne Accounts Payable system tracks and accrues rebate and approved ship and debit claim information.

1.3.2 JD Edwards EnterpriseOne Accounts Receivable

You set up customer records in the Customer Master and then define price groups by customer or customer group. In the Customer Billing instructions, you set up the customer information, such as the Adjustment Schedule or customer group, that the system uses as a price default. The JD Edwards EnterpriseOne Accounts Receivable system tracks rebate and price adjustment information and can be set up to print the adjustment information on customer invoices.

1.3.3 JD Edwards EnterpriseOne Inventory Management

You set up items and sales and purchase price levels in the JD Edwards EnterpriseOne Inventory Management system and then define price groups by item or item group. You can use the category codes to create item groups and you can set up the standard units of measure for all items across all branch/plants to convert to the specified pricing unit of measure. In the JD Edwards EnterpriseOne Inventory Management system, you can specify multiple units of measure to locate base prices and adjustments.

1.3.4 JD Edwards EnterpriseOne Sales Order Management

When a sales order is processed, the system first verifies the base price of the item, and then bypasses the standard price adjustments and applies specific schedules and adjustments to the order from the JD Edwards EnterpriseOne Advanced Pricing system.

1.3.5 JD Edwards EnterpriseOne Procurement

When a purchase order is processed, the system first verifies the unit cost of the item, and then bypasses the standard price adjustments and applies specific schedules and adjustments to the order from the JD Edwards EnterpriseOne Advanced Pricing system.

1.3.6 JD Edwards EnterpriseOne Service Management

Pricing hierarchies in the JD Edwards EnterpriseOne Advanced Pricing system can be set up and applied to contracts and work orders. When the system processes a work

order, it uses the hierarchy to calculate the adjustments to apply to the work order for billing.

1.3.7 JD Edwards EnterpriseOne Case Management

Pricing hierarchies in the JD Edwards EnterpriseOne Advanced Pricing system can be set up and applied to cases. When the system processes a case, it uses the hierarchy to calculate the adjustments to apply to the case for billing.

1.3.8 JD Edwards EnterpriseOne General Accounting

Automatic Accounting Instructions (AAIs) provide the rules the system uses to create general ledger entries automatically. AAIs direct how price adjustments are recorded in the general ledger.

1.3.9 JD Edwards Blend Management

You want to maintain the contract and the price that you pay for grapes over a long period. When you purchase grapes for a winery, you can control the price you pay on receipt of the grapes. You can adjust the price, for example, at receipts entry, on a batch of receipts or purchase orders, or you can override the price.

1.3.10 JD Edwards EnterpriseOne Quality Management

You can base the price for items on quality tests you perform on the items upon receipt. For example, you can base the price of the grapes on quality tests you perform on the grapes upon receipt. This action enables you to adjust the price, for example, for material other than grapes or rot.

1.3.11 JD Edwards Grower, Pricing, and Payments

You can set the price you pay for the agricultural items in a contract in the JD Edwards Grower, Pricing, and Payments system. You can attach price adjustments to the contract for minimum and maximum prices.

1.3.12 JD Edwards Grower Management

You can adjust the price you pay for agricultural items based on many factors. For example, being able to identify the grower and the growing region where grapes are grown enables you to adjust the price you pay for grapes. Additionally, when there are changes in the harvest, you can adjust prices for agricultural items based on this information.

1.4 JD Edwards EnterpriseOne Advanced Pricing Implementation

This section provides an overview of the steps that are required to implement the JD Edwards EnterpriseOne Advanced Pricing system.

In the planning phase of your implementation, take advantage of all sources of information, including the installation guides and troubleshooting information.

When determining which electronic software updates (ESUs) to install for JD Edwards EnterpriseOne Advanced Pricing, use the EnterpriseOne and World Change Assistant. EnterpriseOne and World Change Assistant, a Java-based tool, reduces the time required to search and download ESUs by 75 percent or more and enables you to install multiple ESUs simultaneously.

See *JD Edwards EnterpriseOne Tools Software Updates Guide*

1.4.1 Global Implementation Steps

The suggested global implementation steps for JD Edwards EnterpriseOne Advanced Pricing:

1. Set up global user-defined codes (UDCs).
See *JD Edwards EnterpriseOne Tools Runtime Administration Guide*
2. Set up companies, fiscal date patterns, and business units.
See *Setting Up Organizations*.
3. Set up next numbers.
See *Setting Up Next Numbers in the JD Edwards EnterpriseOne Applications Financial Management Fundamentals Implementation Guide*.
4. Set up accounts and the chart of accounts.
See *Creating the Chart of Accounts*.
5. Set up the General Accounting constants.
See *Setting Up the General Accounting System*.
6. Set up multi-currency processing, including currency codes and exchange rates.
See *Setting Up General Accounting for Multicurrency Processing*.
See *Setting Up Exchange Rates*.
7. Set up ledger type rules.
See *Setting Up the General Accounting System, Setting Up Ledger Type Rules for General Accounting*.
8. Enter address book records.
See *Entering Address Book Records*.
9. Set up inventory information such as branch/plant constants, default locations and printers, manufacturing and distribution AAI, and document types.
See *Setting Up the Inventory Management System*.
10. Set up shop floor calendars.
See *Setting Up Shop Floor Management*.
11. Set up order activity rules.
See *Configuring the Sales Order Management System*.

1.4.2 Application-Specific Implementation Steps

The required implementation steps for the JD Edwards EnterpriseOne Advanced Pricing system:

1. Set up system and Advanced Pricing constants.
See [Setting Up EnterpriseOne Advanced Pricing](#).
2. Set up AAIs.
See [Setting Up EnterpriseOne Advanced Pricing](#).

1.4.3 Procurement-Specific Implementation Steps

The required implementation steps to use the JD Edwards EnterpriseOne Advanced Pricing and Procurement systems:

1. Set up order line types.
See Setting Up the Procurement System.
2. Set up supplier and item information.
See Managing Suppliers.
See Entering Supplier Information.
3. Define supplier prices.
See Entering Item Information.
See Managing Suppliers.
4. (Optional) Define supplier rebate agreements.
See Managing Suppliers.
5. (Optional) Set up landed costs.
See Managing Suppliers.

1.4.4 EnterpriseOne Sales Order Management-Specific Implementation Steps

The required implementation steps to use the JD Edwards EnterpriseOne Advanced Pricing and Sales Order Management systems:

1. Set up customer information.
See Setting Up Customer Master Information.
2. Set up item and price information.
See Entering Item Information.
See Setting Up Base and Standard Pricing.
3. Define customer billing instructions.
See Configuring the Sales Order Management System.
4. Set up order line types.
See Configuring the Sales Order Management System.
5. (Optional) Set up commissions.
See Configuring the Sales Order Management System.

1.5 Business Interface Integration Objects

A business interface is a set of components that implementation teams can use to create an integration between JD Edwards EnterpriseOne and an external system. Business interfaces can include one or more of these business interface components:

- Business Services
- Real-Time Events
- Batch Import and Export Programs

For additional information about business interfaces, and the business objects available for this product area, see these topics in the *JD Edwards EnterpriseOne Applications Business Interface Reference Guide*:

- Business Interfaces Overview
- Base Price
- Ship and Debit

Understanding Advanced Pricing

This chapter contains the following topics:

- [Section 2.1, "JD Edwards EnterpriseOne Advanced Pricing"](#)
- [Section 2.2, "JD Edwards EnterpriseOne Advanced Pricing Features"](#)
- [Section 2.3, "JD Edwards EnterpriseOne Advanced Pricing and Procurement"](#)
- [Section 2.4, "JD Edwards EnterpriseOne Advanced Pricing and Blend Management"](#)

2.1 JD Edwards EnterpriseOne Advanced Pricing

The ability to refine or replace pricing strategies swiftly and effectively in response to changing market conditions is an advantage in the marketplace. Companies that react slowly give the competition an unearned advantage. To react quickly to changing pricing conditions, a company needs a flexible price adjustments system.

The benefits of implementing a flexible price adjustments system include:

- Improving profitability and competitiveness through more accurate pricing by market sectors and product characteristics.
- Enabling sales and marketing organizations the freedom to develop pricing strategies to target different market sectors.
- Providing the ability to react promptly and effectively to a competitor's pricing strategies and to marketing conditions.

JD Edwards EnterpriseOne systems enable you to adjust base pricing using one of two price adjustment solutions:

- Base pricing, or the standard price adjustment application, which is available with Sales Order Management.

You should use standard price adjustments if the company pricing procedures do not require the features that are offered by Advanced Pricing.

- Advanced Pricing, which is integrated with the base price architecture.

2.1.1 Advanced Pricing Terminology

This section lists terms that are commonly used in Advanced Pricing.

Hierarchy, Advanced Pricing Hierarchy, Preference Hierarchy, Pricing Hierarchy

A pricing structure to retrieve base prices and to calculate price adjustments and updates.

Adjustment, Definition, Adjustment Definition, Price Adjustment, Price Adjustment Definition, Purchase Order Adjustment, Sales Order Adjustment

A record that describes a special pricing situation, such as a pricing plan or promotion.

Adjustment Schedule, Price Schedule, Schedule

An adjustment schedule contains one or more adjustment definitions and adjustment details.

Adjustment Detail, Advanced Pricing Adjustment Detail, Price Adjustment Detail

Adjustment details provide the parameters for calculating price adjustments and add pricing flexibility.

Complex Price Groups, Customer Groups, Item Groups, Override Search Groups, Order Detail Groups, Price Groups

Category codes that you use as:

Price groups for customers and items with similar characteristics.

Order detail groups to create adjustment definitions for order lines.

2.2 JD Edwards EnterpriseOne Advanced Pricing Features

Because pricing is a complex aspects of business, it might take you a considerable amount of time to plan, set up, and maintain pricing information. Using JD Edwards EnterpriseOne Advanced Pricing enables you to streamline pricing setup and maintenance. The JD Edwards EnterpriseOne Advanced Pricing setup is straightforward and requires minimal maintenance.

JD Edwards EnterpriseOne Advanced Pricing provides flexibility when defining pricing. You can easily adjust prices for each promotion or deal and then combine the adjustments into a pricing structure or schedule. Within each schedule, you can define multiple price adjustments. You can also combine regular discounts and promotions within the same schedule, which enables you to apply multiple adjustments to each sales order line.

2.2.1 Customer and Item Groups

By grouping customers and items, you can accommodate vastly different market sectors and product lines. Using customer and item groups frees you from the tedious task of setting up price adjustment information for each item and customer.

JD Edwards EnterpriseOne Advanced Pricing provides additional flexibility for working with pricing groups. You can create adjustments for single items, single customers, groups of items, or groups of customers. Customers can be identified by sold to, ship to, or parent addresses.

2.2.2 Pricing Workbench

You can use the Pricing Workbench program (P45501) to view a variety of pricing-related information on a single form. You can locate all pricing scenarios and situations to simplify pricing structure maintenance and reduce the number of inquiries for the customer.

After you create the filters for querying records, you can globally update several price adjustment records on the Price Adjustment Global Revisions form, and change or copy existing records to create new ones.

2.2.3 Customer Price Lists

You can create and maintain customer price lists based on advanced pricing information and then forward them to customers.

2.2.4 Adjustment Accruals

You can have the system accrue the amount of an adjustment instead of applying the adjustment to the order line. You might want to do this for:

- Advertising allowances and cooperative allowances.
- Commissions.
- Royalties based on product or customer.

2.2.5 Types of Price Adjustments

Adjustments provide you with great flexibility in defining pricing schedules. You can adjust the price:

- By a specified percentage of the base price.
- By a percentage of the current net price.
- By a percentage dollar amount of cost.
- By a specific amount.
- By selecting a price adjustment as the new base price.
- By a sliding rate for multiple discounts to a sales order line.
The sliding rate can be based on quantity, weight, or amount.
- Based on a formula.

For example, you can create formulas that reference a field in the sales order detail or pull data from variable tables to create pricing for items with prices that fluctuate frequently.

- Based on a price override.
You can override a price by creating an adjustment that replaces the base price with the price that you define in the override adjustment. You can also specify rounding rules for calculating a unit price and attach the rules to adjustments.
- Based on one of your company's custom programs.
- Based on a minimum or maximum price adjustment rule.

You can specify price list groups for adjustments. You group price adjustments into categories representing discounts, promotions, taxes, or freight.

2.2.6 Limited Time Offers

For each adjustment, you can define an effective from date and an effective through date. For example, for pricing a promotion during the month of May, you can define an effective date range of May 1 through May 31.

2.2.7 Multi-currency Pricing

You can set up and maintain pricing by currency. If you sell in multiple currencies, the system can retrieve the currency from the Item Base Price File table (F4106) and

retrieve the advanced pricing adjustments based on the currency of the sales order. If no pricing adjustments are found for the currency of the order, the system uses the base currency.

2.2.8 Multiple Units of Measure

You can use the Unit of Measure Conversions - Item program (P41002) in the JD Edwards EnterpriseOne Inventory Management system to specify multiple units of measure to locate base prices and adjustments. For example, you can specify that pallets are the first unit of measure for the system to use when searching. If the system finds nothing, you can specify cases as the second unit of measure, and so on.

You can also use threshold rules to set up adjustments based on the amount a customer buys. Using multiple units of measure, you can apply an adjustment factor value based on a different unit of measure than the defined level break unit of measure.

2.2.9 Volume Incentives

Volume incentives enable you to offer a price discount at order entry for a product or product group. The discount is based on the volume a customer orders over time on multiple orders. You can base the discount on amounts, percentages, or replacement prices. You can set up a volume incentive adjustment based on either single rate pricing or sliding rate pricing.

2.2.10 Volume Upselling

If you want to recommend that customers purchase a larger quantity to receive a lower price, you can specify adjustments and a percentage tolerance that determines when the system issues a notification that an order line qualifies for an upsell notification.

2.2.11 Free Goods

Free goods are typically promotional items that help promote, display, or accompany the product that is ordered. For example, you can designate certain products, such as items for a display case, posters, or additional promotional items, as free goods to highlight a sale.

When you define an adjustment, you define how the system applies the free goods. You can associate any adjustment to free goods. You can also define multiple free goods in a free goods catalog. The free goods catalog enables the customer to choose the free good that is awarded to them for a qualifying order.

2.2.12 Level Breaks

You can reward customers who buy in volume by providing price discounts based on order quantity, weight, or total price. When you define adjustment types, you specify the level-break type you want to use.

2.2.13 Buying Structures

You use a buying structure to manage and customize a customer's pricing based on their organizational structure. Buying structures enable the system to customize the adjustments and rebates that apply to a customer.

2.2.14 Accruals

Automatic Accounting Instructions (AAIs) enable you to set up liability accounts for royalties, commissions, and rebates. Accruals do not affect the price of the order, but appropriate expense and liability entries are created when using the Sales Update program (R42800).

2.2.15 Rebates

Businesses use rebates to encourage customers to purchase a greater volume of goods or services. You can calculate rebates based on the total amount, total quantity, or total weight of multiple orders. You can define rebate thresholds to establish rules for generating credit orders. You can create supplier proof-of-sale rebates that are eligible based on product sales to targeted customers or customer groups.

2.2.16 Flexible Invoice Print Detail

The adjustment type definition determines whether adjustment information prints on invoices.

2.2.17 Reprice Adjustments

You can accumulate quantities, weights, or amounts on an order and then apply a discount based on the total quantity, weight, or amount.

2.2.18 Online Price Negotiation

While taking a customer's order, you can negotiate prices and review the results. You can change the price calculation until both you and the customer are satisfied. The system automatically updates the profit margin as you make changes, which gives you the ability to verify that you stay within established guidelines.

2.2.19 Price Approvals

When you must create or change prices, you can set up a process to automatically send out the new or changed prices for approval. Price approvals are routed through JD Edwards EnterpriseOne Workflow Management.

2.2.20 Ship and Debit Agreement Processing

Suppliers who have agreements with their distributors based on price fluctuations in the electronics industry can use the Ship and Debit Processing feature to define, adjust, and process agreements and manage the resulting claims. JD Edwards EnterpriseOne Advanced Pricing supports ship and debit functionality.

2.2.21 Price Matrix

Many companies use very intricate pricing and can have numerous price adjustment records for items and their customers. Using the Price Matrix program (P4590), you can add and edit a multitude of adjustment detail records to provide the parameters for calculating prices. This program enables you to access a view that suits your needs and to quickly enter and maintain pricing information.

2.3 JD Edwards EnterpriseOne Advanced Pricing and Procurement

JD Edwards EnterpriseOne Advanced Pricing is designed around key concepts that support a wide variety of pricing strategies—ranging from simple product promotions to sophisticated customer deals. Integrating the JD Edwards EnterpriseOne Advanced Pricing and Procurement system features provides more details to the customer about the price breaks that suppliers extend to you, the customer. You can maintain rates and adjustment details.

The JD Edwards EnterpriseOne Advanced Pricing and Procurement features that integrate include:

- Multiple adjustments per line item.
- Detailed adjustment feature definition.
- Hierarchical adjustment search sequences.
- Order-specific pricing characteristics.
- Free goods processing.
- Online review of adjustment history.
- Procurement and receipt adjustments.
- Reprice a batch of purchase orders or receipts.
- Price matrix to maintain adjustment detail records.

Note: Adjustments do not apply to receipts lines for non-stock items.

The sections that require specific actions for purchase order adjustments are titled *Using JD Edwards EnterpriseOne Advanced Pricing and Procurement*.

2.4 JD Edwards EnterpriseOne Advanced Pricing and Blend Management

A contract with a grower may span several years or growing periods and you want to maintain the contract and the price you pay for grapes over a lengthy period. Several features of the JD Edwards EnterpriseOne Advanced Pricing system integrate with the JD Edwards Blend Management system:

- Price matrix to maintain adjustment detail records.
- Minimum or maximum price adjustment to maintain minimum or maximum pricing on receipts for grapes.
- Repricing receipts using a price adjustment.
- Pricing based on quality tests.
- Manual override of the price on a contract and apply adjustments.
- Repricing of a batch of purchase orders or receipts.

The sections that provide detailed information about features used in Blend Management are specified with the heading *Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management*.

Setting Up EnterpriseOne Advanced Pricing

This chapter contains the following topics:

- [Section 3.1, "Understanding the Setup Requirements"](#)
- [Section 3.2, "Setting Up Advanced Pricing Constants"](#)
- [Section 3.3, "Working with the Accelerated Pricing Resolution Engine"](#)
- [Section 3.4, "Setting Up Automatic Accounting Instructions \(AAIs\) for Advanced Pricing"](#)

3.1 Understanding the Setup Requirements

You can set up JD Edwards EnterpriseOne Advanced Pricing to meet your company's needs. JD Edwards EnterpriseOne Advanced Pricing integrates with JD Edwards EnterpriseOne Sales Order Management for efficiency and accuracy.

This table lists the JD Edwards EnterpriseOne Advanced Pricing setup features:

Feature	Description
Constants	Constants provide the system with information: <ul style="list-style-type: none">■ System constants determine default information for the entire system.■ Pricing constants determine pricing information.■ Batch control constants determine whether an application requires management approval and batch control.■ Branch/plant constants control day-to-day transactions within a branch/plant.■ Location format determines how you identify item storage places in a branch/plant.■ Item availability defines how the system calculates the number of items that each branch/plant contains.
AAIs	AAIs provide JD Edwards EnterpriseOne Sales Order Management with accounting information and general ledger relationships for interacting with JD Edwards EnterpriseOne General Accounting.

You must set up these JD Edwards EnterpriseOne Advanced Pricing features in other EnterpriseOne systems, such as Inventory Management, Procurement, Sales Order Management, and General Accounting:

Feature	Description
Address Book Revisions	You can enter category codes with which you create customer groups.
Item Master	<p>You can define the sales and purchase levels. You can define prices for sales orders at the item level, the item/branch plant, or a location within the branch/plant.</p> <p>For purchase orders, the system uses the purchase price level to identify whether the system retrieves the unit cost from the F4105 or the F41061 table.</p>
Item Branch/Plant Information	You can enter category codes with which you create item groups.
Customer Billing Instructions	You can set up the customer information that the system uses as a price default, such as the adjustment schedule or customer group.
Supplier Instructions	You can set up the supplier information that the system uses as a pricing default, such as the adjustment schedule or supplier group.
Landed Costs	You can set up landed costs to specify the costs that exceed the purchase price of an item, such as delivery charges, broker fees, and so forth.
Standard Units of Measure	You can set up the standard units of measure for all items across all branch/plants to convert to the specified pricing unit of measure.

Additionally, if you use JD Edwards EnterpriseOne Advanced Pricing with the JD Edwards Grower, Pricing, and Payments system and the JD Edwards Grower Management system, you must ensure that you select the Advanced Procurement Pricing constant on the Pricing Constants form and activate the JD Edwards Grower Management system.

To use JD Edwards EnterpriseOne Advanced Pricing with the JD Edwards EnterpriseOne Quality Management system, you must activate the JD Edwards EnterpriseOne Quality Management system.

See Also:

- Entering Address Book Records.
- Entering Item Information, Entering Item Master Information.
- Entering Item Information, Entering Branch, Plant Information.
- Setting Up the Inventory Management System, Setting Up Constants.
- Setting Up the Inventory Management System, Setting Up Standard Units of Measure.
- Setting Up the Procurement System, Setting Up Landed Costs.
- Setting Up Supplier Information, Defining Supplier Prices and Discount Rules, Understanding Supplier Prices and Discount Rules.
- Managing Suppliers, Generating Supplier Prices in an Alternate Currency.
- Setting Up EnterpriseOne Quality Management, Activating EnterpriseOne Quality Management.
- Configuring the JD Edwards EnterpriseOne Grower Management System.
- Setting Up Grower Pricing and Payments.

3.2 Setting Up Advanced Pricing Constants

This section provides an overview of Advanced Pricing constants and discusses how to set up:

- System constants
- Pricing constants

3.2.1 Understanding Advanced Pricing Constants

Set up system constants to determine which functions to perform. For example, if you have several branch/plants and use different units of measure for the items in each branch/plant, you can set a system constant to automatically convert units of measure by branch. System constants apply to all branch/plants. You cannot customize system constants for each branch/plant.

For Advanced Pricing, the system constants define how the system retrieves price adjustments for sales orders and purchase orders. When you set up base prices and adjustments, you can use various units of measure and effective date ranges. The system retrieves the unit cost for a purchase order detail line based on either the transaction unit of measure, the purchasing unit of measure, or the primary unit of measure. Additionally, you can retrieve the price based on specific dates in the order process. For example, you can base the sales price on the date that the item is shipped versus the date that the order is entered in the system.

The system uses pricing constants to control which JD Edwards EnterpriseOne system—Sales Order Management, Procurement, or both—uses JD Edwards EnterpriseOne Advanced Pricing. Additionally, you can assign the special characters in the price formulas for sales or purchase order adjustments. You can also specify other controls, such as using the sold to address book number to retrieve direct price

adjustments, applying pricing approvals, or use promotional pricing. You can set the Sales Pricing on Override Price, Procurement Pricing on Override Price, or both options to override the price and perform manual price adjustments and view the price history records. To increase system performance, you can activate the Accelerated Pricing Resolution Engine.

Like system constants, pricing constants apply to all branch/plants. You cannot customize the settings for each branch/plant.

3.2.2 Forms Used to Set Up Advanced Pricing Constants

Form Name	Form ID	Navigation	Usage
System Constants	W41001F	Sales Order Management Setup (G4241), Branch/Plant Constants Select Sys Constants (system constants) from the Form menu on the Work With Branch/Plant Constants form.	Set up and review system constants.
Pricing Constants	W41001D	Select Price Constants from the Form menu on the Work With Branch/Plant Constants form.	Set up and review pricing constants.

3.2.3 Setting Up System Constants

Access the System Constants form.

Sales Price Retrieval UOM (sales price retrieval unit of measure)

Enter a user-defined code (UDC) 40/SU to specify the unit of measure that the system uses for retrieving base prices and price adjustments for sales order processing, service and warranty management, and ship and debit processing. The system enables you to define base prices in the F4106 table and price adjustments in the F4072 table in various units of measure.

If the base price or price adjustments are not found in the specified unit of measure, then the system uses the primary unit of measure for the item.

Sales Price Based On Date

Enter a value to determine how the system updates the Price Effective Date in the F4201 and F4211 tables. In JD Edwards EnterpriseOne Sales Order Management, the system uses the Price Effective Date to retrieve the base price from the F4201 table and price adjustments from the F4211 table.

Purchase Price Retrieval UOM (purchase price retrieval unit of measure)

Enter a value from UDC 40/PU to specify the unit of measure that the system retrieves for the purchase base price from the F41061 table during purchase order processing. If you use JD Edwards EnterpriseOne Advanced Pricing and Procurement, complete this field.

If you specify the unit of measure for transaction or pricing and the system does not find a record in that unit of measure, the system repeats the process using the primary unit of measure of the item.

Purchase Rebate Category Code

Enter a UDC (43/RU) to determine which category code that the system uses in the criteria for inclusion comparison. If you use JD Edwards EnterpriseOne Advanced Pricing and Procurement, complete this field.

Preference Schedule

Enter a value from UDC 40/AP to identify the advanced preference schedule that the system uses when resolving preferences. The advanced preference schedule determines which preferences the system resolves when using the advanced preference functionality. You cannot maintain preference schedules directly through UDCs, but you can maintain preference schedules by using the Price Adjustment Schedule program (P4070). If you use advanced preferences, complete this field.

Pref Retrieval UOM (preference retrieval unit of measure)

Enter a value from UDC 40/RU to specify the unit of measure that the system uses for retrieving advanced preference adjustments during sales order processing. The system enables you to define the advanced preference adjustments in the F4072 table in various unit of measures. If you use advanced preferences, complete this field.

If you specify the unit of measure for transaction or pricing and the system does not locate a record in that unit of measure, the system repeats the process using the primary unit of measure of the item.

Accelerated Pricing Resolution Engine

Enter **1** to use the Accelerated Pricing Resolution Engine. When you enter **1** in this field, you must then access the Accelerated Pricing Resolution Engine Workbench program (P4530) to load the cache. Anytime you restart the system, you must access the Accelerated Pricing Resolution Engine Workbench program to load the cache.

Note: JD Edwards recommends that you become familiar with the functions and limitations of the Accelerated Pricing Resolution Engine, and how to manage the Accelerated Pricing Resolution Engine before you enable its use.

When any changes are made to cached tables that the system accesses for transactions (for example, sales order entry), the system does not use the changes until you reload the cache.

See [Working with the Accelerated Pricing Resolution Engine](#).

Values are:

Blank or **0**: Do not allow use of the Accelerated Pricing Resolution Engine.

1: Allow use of the Accelerated Pricing Resolution Engine.

3.2.4 Setting Up Pricing Constants

Access the Pricing Constants form.

Advanced Sales Pricing (Y/N) (advanced sales pricing (yes/no))

Indicate how the system determines the price of items within the system. If your system includes the JD Edwards EnterpriseOne Advanced Pricing system, you may use this feature. Values are:

Y: Yes, use the JD Edwards EnterpriseOne Advanced Pricing system.

N: No, do not use the JD Edwards EnterpriseOne Advanced Pricing system.

Advanced Procurement Pricing (Y/N) (advanced procurement pricing (yes/no))

Specify whether to apply advanced pricing to the purchase price. Values are:

Y: Apply advanced pricing to the purchase price.

N: Apply standard price adjustments to the purchase price.

Require Price Approval (Y/N) (require price approval (yes/no))

Enter the value that specifies whether all price changes are provided through price approval workflow. Values are:

Y: Yes, apply price approval workflow.

N: No, do not apply price approval workflow.

Adjustment Retrieval Method

Enter a value to specify how the pricing calculation program selects the price adjustments. Leave blank to select a named price adjustment schedule. Blank is the default.

Enter **1** to select the pricing address number.

Enter **2** to select both a schedule and the address number.

Sales Pricing on Override Price

Specify whether to apply additional adjustments when overriding pricing on sales order detail lines. Values are:

Y: Yes, apply adjustments for an override price.

N: No, do not apply adjustments for an override price.

Procurement Pricing on Override Price

Specify whether to apply additional adjustments when overriding pricing on purchase order detail lines. Values are:

Y: Yes, apply adjustments for an override price.

N: No, do not apply adjustments for an override price.

Structure Type for Sales Pricing

Enter a UDC, (01/TS) that identifies a type of organizational structure that has its own hierarchy in the JD Edwards EnterpriseOne Address Book system (for example, e-mail). When you create a parent/child relationship for the JD Edwards EnterpriseOne Accounts Receivable system, the structure type must be blank.

Use Ship To Address?

Select to use the ship to address book number to retrieve direct price adjustments. The system uses this address number as the starting point for processing through the buying structure to find direct price adjustments. Clear to use the sold to address number.

Symbol to Identify Variable Tables

Specify the character the system uses to identify a variable table in the JD Edwards EnterpriseOne Advanced Pricing system. When you precede a table name by this character, the system recognizes the name as a table name for formula pricing calculations, such as alphabetic, numeric, and mathematical functions. For example, the +, -, ×, and ÷ symbols are not valid in this field.

Symbol to Identify UOM (symbol to identify unit of measure)

Specify the character the system uses to identify a unit of measure in advanced pricing formulas. When you precede a unit of measure by this character, the system recognizes

the entry as a unit of measure for formula pricing calculations, such as alphabetic, numeric, and mathematical functions. For example, the +, -, ×, and ÷ symbols are not valid in this field.

Symbol to Identify Currency

Specify the character the system uses to identify a currency code in advanced pricing formulas. When you precede a currency code by this character, the system recognizes the entry as a currency code for formula pricing calculations, such as alphabetic, numeric, and mathematical function. For example, the +, -, ×, and ÷ symbols are not valid in this field.

Symbol to Identify Data Fields

Specify the character the system uses to identify database fields in advanced pricing formulas. When you precede a database field by this character, the system recognizes the entry as a database field for formula pricing calculations, such as alphabetic, numeric, and mathematical function. For example, the +, -, ×, and ÷ symbols are not valid in this field.

Symbol to Identify Test Result Name

Enter a character to identify a test result name in an advanced pricing formula in your system. When you enter a test result name preceded by this character, the system recognizes the name as a test result name for formula pricing calculations. Alphabetic, numeric, parenthesis, and mathematical function (for example, +, -, ×, and ÷) symbols are not valid in this field.

Note: When you set up test result names, it is recommended that you do not use a user-defined character in the Test Result Name field. For example, do not use any user-defined characters that you set on the Pricing Constants form or special characters, such as &, %, !, ?, @, \$, | or #. When you use a test result name with an advanced pricing formula, the system does not interpret this symbol in both the formula and the test result name. For example, you want to reduce the purchase price of grapes by 10 percent for every Brix test result below 23. A Brix test result of 22 reduces the price by 10 percent, a Brix test result of 21 reduces the price by 20 percent, and so forth. For example, the advanced pricing formula might be:

$$((23 - @BRIX) \times -1) \times \#UPRC$$

In this example, the @ symbol is part of the formula to determine the price of the grapes based on the Brix test result. If you use a symbol in the formula and add a test result name with a symbol, the system does not distinguish between the two symbols.

Symbol to Identify Function Name

Enter a character to identify a function name in an advanced pricing formula in your system. When you enter a function name preceded by this character, the system recognizes the name as a function name for formula pricing calculations. Alphabetic, numeric, parenthesis, and mathematical function (for example, +, -, ×, and ÷) values are not valid in this field.

Symbol to Identify Func. Arg. Separator (symbol to identify function argument separator)

Enter a character to identify a function argument separator in an advanced pricing formula in your system. When you enter a function, the system recognizes the arguments of the function based on the function argument separator. Alphabetic,

numeric, parenthesis, and mathematical function (for example, +, -, ×, and ÷) values are not valid in this field.

Symbol to Identify Adjustment Detail Ref (symbol to identify adjustment detail reference)

Enter a character to identify an adjustment detail reference sequence in an advanced pricing formula in your system. When you enter an adjustment detail reference preceded by this character, the system recognizes the sequence as an adjustment detail reference sequence for formula pricing calculations. Alphabetic, numeric, parenthesis, and mathematical function (for example, +, -, ×, and ÷) values are not valid in this field.

Promotions System Flag

Enter a UDC, (40P/PS) to use an internal or third-party promotion package.

Values are:

- 0: No promotions system.
- 1: JD Edwards EnterpriseOne promotions system.
- 2: Third-party promotions system.

Multiple Promotions Resolution Flag

Enter a UDC, (40P/PR) to specify which promotion to use when multiple promotions are in effect for an item or customer.

3.3 Working with the Accelerated Pricing Resolution Engine

This section provides an overview of the accelerated pricing resolution engine and discusses how to set up the accelerated pricing resolution engine.

3.3.1 Understanding the Accelerated Pricing Resolution Engine

As you use the JD Edwards EnterpriseOne Advanced Pricing system, you can create a substantial number of records for the system to process. You can use the accelerated pricing resolution engine to increase system performance and give users quicker access to pricing and advanced preference data. You must first set the Accelerated Pricing Resolution Engine field on the System Constants form.

Whenever you start or restart your system, you must then manually load the cache using the Accelerated Pricing Resolution Engine Workbench program (P4530).

The cache contains data from these JD Edwards EnterpriseOne Advanced Pricing tables:

- Price Adjustment Detail (F4072).
- Group Code Key Definition Table (F4092).
- Item Key ID Master File (F40941).
- Customer Key ID Master File (F40942).
- Order Group Key ID Master File (F40943).

When the accelerated pricing resolution engine loads the cache, it runs the Accelerated Pricing Resolution (R45390) UBE in subsystem. Occasionally, your company might make substantial changes to your system setup, pricing structure, or pricing tables. When this occurs, you must access the Accelerated Pricing Resolution Engine Workbench program and reload the cache. Any substantial changes you make are not available for the system to calculate until you reload the cache. It is recommended that

you perform this task during off-peak hours, as it can take substantial system resources to reload the cache. While the cache is loading, the system accesses data directly from the database. When the reload is complete, the system reverts to accessing data using the cache. Additionally, occasions might occur when you must disable the cache. You use the Accelerated Pricing Resolution Engine Workbench program to do so.

You can use the Accelerated Pricing Resolution Scheduler program (R45391) to perform one of the three types of action the system performs on the Accelerated Pricing Resolution Engine. The system may perform one of the following actions:

- Load the cache for the Accelerated Pricing Resolution Engine when the cache is inactive.
- Reload the cache for the Accelerated Pricing Resolution Engine when the cache is active.
- Terminate the cache for Accelerated Pricing Resolution Engine when the cache is active.

Note: In order for the system to perform one of the preceding actions, you must set the Accelerated Pricing Resolution Engine system constant to option 1 (Allow Use) or option 2 (Auto Load).

3.3.2 Form Used to Work with the Accelerated Pricing Resolution Engine

Form Name	Form ID	Navigation	Usage
Accelerated Pricing Resolution Engine Workbench	W4530B	<p>Advanced Operations (G423114), Accelerated Pricing Resolution Engine Workbench.</p> <p>To load the cache, click the Load Cache button on the Accelerated Pricing Resolution Engine Workbench form.</p> <p>To reload the cache, click the Reload Cache button on the Accelerated Pricing Resolution Engine form.</p> <p>To disable the cache, click the Terminate Cache button on the Accelerated Pricing Resolution Engine form.</p> <p>To refresh the cache state information displayed on the form, click the Refresh State button on the Accelerated Pricing Resolution Engine form.</p>	Work with the accelerated pricing resolution engine.

3.3.3 Setting Processing Options for Accelerated Pricing Resolution Engine Workbench

Processing options enable you to specify the default processing for programs and reports

3.3.3.1 Process

These processing options enables you to specify processing values.

1. Enable Adjustment Detail (F4072) Filter on Expiration Date

Specify whether the system filters records in the Adjustment Detail table (F4072) that are loaded into the Accelerated Pricing Resolution Engine based on the adjustment expiration date. Values are:

Blank: The system does not filter adjustment detail records.

1: The system filters adjustment detail records based on the specified adjustment detail expiration date for filtering.

2. Adjustment Detail Expiration Date for Filtering

Specify the adjustment detail expiration date that the system uses to filter records in the Adjustment Detail table (F4072) that are loaded into the Accelerated Pricing Resolution Engine. For example, if the filter date is November 30, 2012 the system loads all of the F4072 records that expire on or after November 30, 2012 to the Accelerated Pricing Resolution Engine cache.

If you leave this processing option blank, the system uses the system date.

3.3.4 Working with the Accelerated Pricing Resolution Engine

Access the Accelerated Pricing Resolution Engine Workbench form.

Refresh Current State

Click to retrieve and display the state of the cache.

Load Cache

Click to load the cache.

Reload Cache

Click to reload the cache.

Terminate Cache

Click to deactivate the cache and remove the cache from memory.

Data Source

Displays the source of the data which the system retrieves and loads into the cache. The system bases the data source on OCM mappings for the **Environment**, **Role** and **User** fields.

Sign In Environment

Displays the environment which the user is currently accessing. If this environment does not match the value in the Cache Load Environment field, you should log out and log in to the Cache Load Environment to perform a cache reload or terminate operations against the cache.

Cache State

Displays the current state of the cache. Values are:

Active: Pricing operations are retrieving pricing data from the cache.

Inactive: Pricing operations are retrieving pricing data from the database tables and *not* from the cache.

Invalid: An exception condition has occurred. Pricing operations are retrieving pricing data from the database tables and the system is *not* retrieving pricing data from the cache. To reactivate the cache, you must click the Terminate button and then click the Reload button.

Cache Load Environment

Displays the name of the environment the system uses to load the cache for the data source. The user must log in to this environment to perform a cache reload and terminate operations on the cache for this data source.

Reference Count

Displays the number of EnterpriseOne processes that are currently attached to the cache. This number includes any Call Object Kernel or run batch processes that were actively accessing cache data at the time the system retrieves state information.

Date of Last Load

Displays the date and time you initiate the most recent cache load or reload.

Memory Usage

Displays the approximate size of the cache in memory in kilobytes. This number represents the amount of memory the system requires to store the data and manage the cache in memory. This value is approximate and actual allocation might vary by operating system.

Current Cursor Count

Displays the number of concurrent cursors open in the cache at the time the system retrieves the cache state information. Cache operations are very fast and this field might frequently display zero (0). Cursor count must be zero before reload and terminate operations begin.

Max Cursor Count

Displays the maximum number of concurrent open cursors that access the cache from the original load of the cache. The system does not reset this number when you reload the cache. If the system attempts to open a cursor at a time when the maximum number of cursors are in use, the system directs the pricing operation to retrieve data from the database table instead the cache. If this number matches the maximum number of cursors the system permits, you should consider increasing the cursor limit. You can increase or decrease the cursor limit to optimize the cache memory usage by adjusting the constant MRDB_CURSOR_MEM_SPACE_SIZE in business function B4504640.

3.3.5 Setting Processing Options for the Accelerated Pricing Resolution Scheduler Program (R45391)

When you run the Accelerated Pricing Resolution Scheduler program, use these processing options to specify the system process.

3.3.5.1 Process

1. Action on Accelerated Pricing Resolution Engine

Specify the action to perform on the Accelerated Pricing Resolution Engine. Values are:

Blank: The system loads the cache for the Accelerated Pricing Resolution Engine when the cache is inactive.

1: The system reloads the cache for the Accelerated Pricing Resolution Engine when the cache is active.

2: The system terminates the cache for the Accelerated Pricing Resolution Engine when the cache is active.

3.3.5.2 Version

1. Accelerated Pricing Resolution Engine Workbench (P4530)

Specify the version of the Accelerated Pricing Resolution Engine Workbench program (P4530) that the system uses when it processes the Accelerated Pricing Resolution Engine cache. If you leave this processing option blank, the system uses version ZJDE0001.

3.4 Setting Up Automatic Accounting Instructions (AAIs) for Advanced Pricing

This section provides an overview of AAIs for Advanced Pricing, lists prerequisites, and discusses how to set up AAIs in Advanced Pricing.

3.4.1 Understanding AAIs for Advanced Pricing

AAIs provide the rules that the system uses to create general ledger entries automatically. Each program that posts to the general ledger uses AAIs.

For logistics systems, you must create AAIs for each unique combination of company, document type, and general ledger class that you anticipate using. Each AAI points to a specific general ledger account consisting of a cost center, an object, and a subsidiary.

After you define AAIs, the system can appropriately record transactions. When you run a sales update, the system creates entries for inventory accounts, for expense accounts for cost of goods sold (COGS), and for revenue accounts for orders. You may also offset accounts for freight, taxes, or any other charges that are associated with orders.

AAIs enable you to direct how sales order transactions create various journal entries. Each AAI contains combinations of:

- Company.
- Document type.
- General Ledger class code.
- General Ledger account.

You can create various combinations to direct journal entries to different offset accounts. For example, phone-in orders might affect different general ledger accounts than over-the-counter orders.

Note: When using JD Edwards EnterpriseOne Advanced Pricing and Procurement, the system does not use AAIs for purchase order adjustments. For example, the system does not create entries for the additional discounts that are applied to the unit cost when you match a voucher to a receipt.

3.4.1.1 AAIs Used in the JD Edwards EnterpriseOne Advanced Pricing System

This table lists AAIs used in JD Edwards EnterpriseOne Advanced Pricing:

AAI	Description
4270 Price Adjustments	Specifies the sales discount account for entries that the Sales Update program (R42800) creates.
4280 Rebate Payable	Specifies accrued accounts for offset entries.
4234 Ship and Debit	Specifies temporarily accrued accounts, which are recognized as a COGS sales reduction.

After you review and revise the existing AAIs for your business needs, you might have to set up additional AAI items.

3.4.2 Prerequisites

Before you complete the tasks in this section:

- Verify that account master information is set up.
- Verify that companies are set up.
- Verify that transaction types are set up.
- Verify that document types are set up.
- Verify that general ledger class codes are set up.
- Determine the account numbers for recording transactions.

3.4.3 Form Used to Set Up AAIs for Advanced Pricing

Form Name	Form ID	Navigation	Usage
Account Revisions	W40950D	Sales Order Management Setup (G4241), Automatic Accounting Instructions On Work With AAIs, locate the AAI and click Select.	Set up and revise AAIs.

3.4.4 Setting up AAIs

Access the Account Revisions form.

Obj Acct (object account)

Specify the portion of a general ledger account that refers to the division of the cost code (for example, labor, materials, and equipment) into subcategories. For example, you can divide the cost code for labor into regular time, premium time, and burden.

Note: If you use a flexible chart of accounts and the object account is set to six digits, use all six digits. For example, entering **000456** is different from entering **456** because, if you enter 456, the system enters three blank spaces to fill a six-digit object.

Sub (subsidiary)

Enter the subset of the object account. Subsidiary accounts include detailed records of the accounting activity for an object account.

Note: If you use a flexible chart of accounts and the object account is set to six digits, you must use all six digits. For example, entering **000456** is different from entering **456** because, if you enter 456, the system enters three blank spaces to fill a six-digit object.

If you leave this field blank, the system uses the value that you entered on the work order in the Cost Code field.

Using Base Pricing

This chapter contains the following topics:

- [Section 4.1, "Understanding Base Pricing"](#)
- [Section 4.2, "Understanding Base Pricing in JD Edwards EnterpriseOne Sales Order Management"](#)
- [Section 4.3, "Understanding Price Approvals"](#)
- [Section 4.4, "Understanding Pricing in JD Edwards EnterpriseOne Procurement"](#)
- [Section 4.5, "Reviewing the Base Price Preference Hierarchy"](#)
- [Section 4.6, "Setting Up Base Prices"](#)
- [Section 4.7, "Activating Pre-Existing Prices"](#)

4.1 Understanding Base Pricing

When you enter a sales or purchase order, the system retrieves the price for the item based on characteristics, such as the branch/plant, the customer, the supplier, or the quantity. Before the system processes any type of advanced price adjustment to the sales or purchase order, it must retrieve a base price from which to apply the advanced price adjustments. After the system retrieves the base price, it verifies that the JD Edwards EnterpriseOne Advanced Pricing system is activate. If the JD Edwards EnterpriseOne Advanced Pricing is activate, the system bypasses the standard price adjustments, such as inventory pricing rules, and searches for applicable schedules and adjustments in JD Edwards EnterpriseOne Advanced Pricing.

The system uses three types of pricing:

- Base pricing.
- Standard price adjustments, which is a means of adjusting the base price without JD Edwards EnterpriseOne Advanced Pricing programs.
- Advanced price adjustments, which is a means of adjusting the base price with JD Edwards EnterpriseOne Advanced Pricing programs.

Any price that you enter in either the sales or purchase order overrides the base price that the system retrieves. You can use either standard pricing or advanced pricing to create adjustments to the base price.

For sales orders, you can set up customer groups and item groups and assign prices to combinations of items, item groups, customers, and customer groups. The pricing hierarchy determines how the system searches for prices. The system always uses the Base Price Preference hierarchy to retrieve base prices. The hierarchy structure must be

flexible enough to accommodate the pricing that you set up for various combinations of items and customers.

Changes or additions to base prices and advanced price adjustments and schedules can be set up to route through an approval system. JD Edwards EnterpriseOne Workflow Management automates the process of approving prices.

For purchase orders, you can set up supplier groups and item groups and assign prices to combinations of items and suppliers. The system retrieves the unit cost in the purchase order based on purchase price level and, if applicable, the supplier catalog. The system does not use the Base Price Preference hierarchy to retrieve pricing information for purchase orders.

4.1.1 Mobile Enterprise Applications for Product Price and Availability

The following mobile applications are available, and can be used to view item and customer price information on a mobile device:

- Product Price and Availability (Smartphone and Tablet)

These applications require system administrator configuration before they are available to individual users. Contact your system administrator to determine whether these applications are available for use.

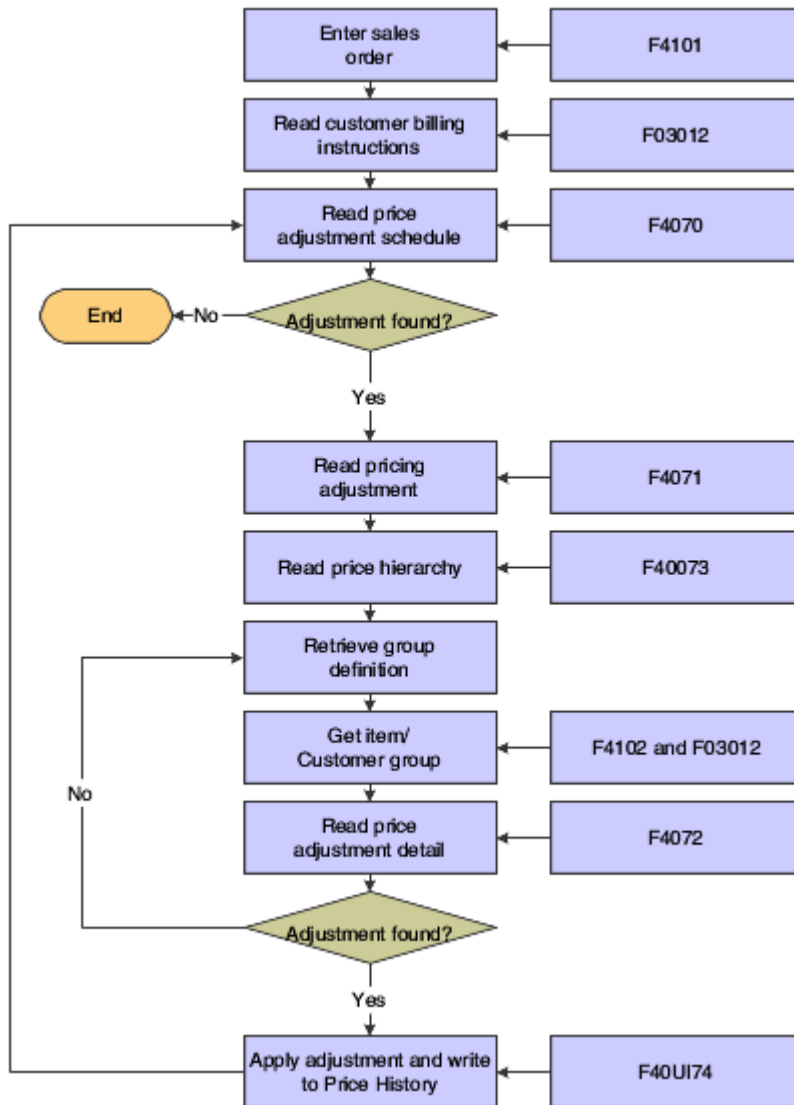
Additionally, see the following topics in the JD Edwards EnterpriseOne Applications Mobile Enterprise Applications Implementation Guide:

- Product Price and Availability Mobile Applications

4.2 Understanding Base Pricing in JD Edwards EnterpriseOne Sales Order Management

When you enter a sales order, the system retrieves the price for items based on characteristics, such as the branch/plant, the customer, and the quantity. After the system retrieves the base price, it verifies that JD Edwards EnterpriseOne Advanced Pricing is activate. If the JD Edwards EnterpriseOne Advanced Pricing system is activate, the system bypasses the standard price adjustments, such as inventory price rules, and searches for applicable schedules and adjustments in Advanced Pricing.

This diagram illustrates how the system calculates prices for sales orders:

Figure 4–1 Flowchart of Advanced Pricing integrated with Sales Order Management

4.2.1 Price Levels

When you enter an item in the Item Master Revisions program (P4101), you must enter the sales price level. The sales price level determines how you define the base price for an item. For example, do you determine the base price by item or by item and branch? This table lists at which levels you can define prices:

Level	Description
Item	Define one overall price for an item. You cannot include branch/plant, lot, or location information.
Item/Branch	Set up different prices for each item/branch combination. You cannot include location and lot information.
Item/Branch/Location	If you define pricing by location and lot, you can also define branch/plant information.

See [Reviewing the Base Price Preference Hierarchy](#).

See [Entering Sales Price Information](#).

4.2.2 Item and Customer Price Groups

Price groups are an optional way of organizing pricing schemes. You can set up customer price groups to enter and update price information for multiple customers and items in unison rather than individually. For example, you can create a customer price group, named *PREFER*, for preferred customers, who can purchase a bike for 20.00 USD less than other customers. You can set up item price groups to enter and update price information for multiple items rather than individually. For example, you can group similar bikes with different colors, named *BIKES*, and define one price for this group.

You can set up simple and complex price groups. A simple price group is identified by a user defined code (UDC). For items, you set up a price group name as UDC 40/PI and assign the item to the group name in the Item Branch/Plant Information. For customers, you set up a price group name as UDC 40/PC and assign the customer to the group in the Customer Billing Instructions.

To provide greater flexibility in the pricing structure, you can define complex customer and item price groups. Within each complex customer price group or complex item price group, you can create subgroups based on specific address book and item category codes. With complex price groups, customers can belong to the same group but have different prices based on category codes, such as geographic location.

See Also:

- [Setting Up Base Prices](#).
- [Entering Sales Price Information](#).
- [Setting Up Base Prices](#).

4.3 Understanding Price Approvals

You can automatically notify people within the organization when a price is changing. This notification requires the recipient to review and approve or reject changed prices. The prices are created as pending and are not used to price orders until the approval process is complete. Price approvals are routed through JD Edwards EnterpriseOne Workflow Management.

These prices are routed through the price approval process:

- Base prices (for sales)
- Adjustment details
- Price variables
- Price formulas
- Rebate thresholds

Price approvals are intended for use with sales-based pricing and schedules and are unavailable within supplier pricing in JD Edwards EnterpriseOne Procurement. When prices are approved, they are made available to the order entry programs to use on subsequent orders. When prices are rejected, the prices are withheld from use on any orders.

The process must be activated within Pricing Constants and is applied system wide.

Note: Batch price maintenance programs do not activate the workflow process. Prices created by these programs are approved automatically.

4.3.1 Pending Prices and Active Prices

An approval status is assigned to every price that is entered into the system. Price approval status codes are visible on the Base Price and Advanced Pricing tables and are stored in UDC 45/AS.

This table lists the available price approval status codes:

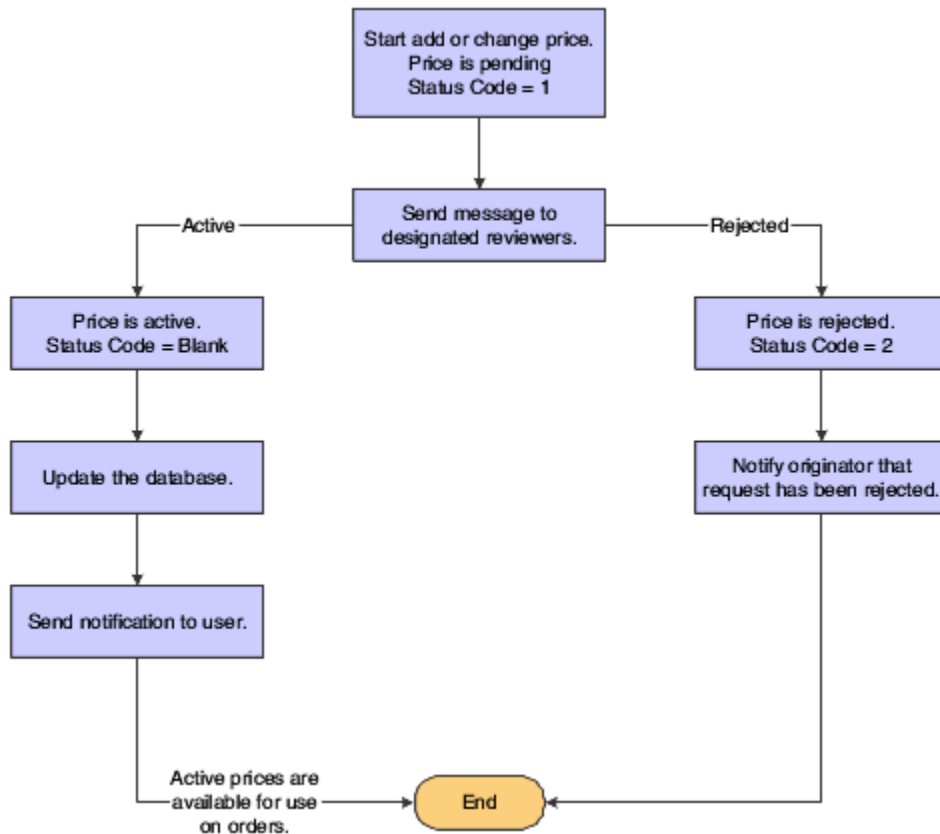
Price Approval Status Code	Description
Pending	A new or changed price has an approval status set to Pending upon creation. The approval status code for pending prices is 1 .
Active	When all reviewers approve a new or changed price, the status of the price changes to Active . After the status is Active , all price retrieval functions apply to the new price. The only prices that are applied to orders are those that have an Active status. Prices with any other status are ignored and are not used to price orders. A blank approval status code signifies an active price change.
Rejected	If a price is rejected by at least one reviewer, the price status changes to Rejected and is not applied to any orders. Additionally, a workflow message is sent to the originator of the price change to notify them of the rejection of the price. The approval status code for rejected prices is 2 .
Pending Delete	Prices can be removed from the system by a delete function. Prices with a Pending Delete status remain active until the request for deletion is approved. When a pending delete price is approved, the price is marked as Canceled .
Superseded	If a price change becomes active and directly overrides an existing price, the original price is marked as Superseded and is withheld from use by order entry.

4.3.2 Price Approval Workflow

After the Price Approval process is activated, the system can detect when a user changes a base price or adjustment schedule. When a change in price is detected, the Workflow process automatically routes a message to the appropriate people for their approval or rejection.

When a user creates or changes a price, the system displays a message that notifies the user that the change has been submitted for approval. The system does not reflect the new or changed price on orders until all designated parties approve the requested change.

This flowchart illustrates the process that new or changed prices go through during the Workflow process:

Figure 4–2 Workflow for price approvals

The Price Approval process does not change the original price separate from the new or changed price. This process enables continued use of the standing price while the changed price is awaiting approval.

For example, if you must change an item for the next promotional period, you can change the price within the Base Price Revisions form or the Price Adjustment Detail Revisions form. Upon inquiring again on the same price, two prices would exist: the original, active base price and the new, pending price.

Multiple prices can exist for the same effective period. Prices that exist in the system when you activate Require Price Approval are automatically approved. All status codes for pre-existing prices are set to the blank, active status code.

4.3.3 Approval Requests

The person who reviews the change, the approver, receives a message in the Employee Queue Manager or within Speed Price Approval (P450303). The message indicates that the price change is pending approval.

4.3.4 Employee Queue Manager

To approve or reject the change within the Employee Queue Manager, the approver must click the Price Adjustment Was Changed message, and then click the Workflow Approval button. A form appears for the approver to use to approve or reject the message. This form also enables the approver to add supplemental information about the approval or rejection action for audit purposes.

If the approver rejects the price, the system clears the message from the queue, which completes the workflow activity. The system retains the original price information and sends a message to the originator informing them of the rejection. If the approver approves the price, the system updates the database with the new price and clears any previously used price.

At this point, the workflow system sends a message to the originator of the new or changed price indicating that the price has been approved.

4.3.5 Speed Price Approval

Speed Price Approval is an alternative to the Employee Queue Manager and streamlines the approval process. Use the Speed Price Approval program when you must approve multiple price changes simultaneously. When an approver accesses Speed Price Approval, all messages for a given approver appear so that they can be approved or rejected collectively, enabling large numbers of price changes to be approved quickly.

The Speed Price Approval program is available from the Advanced Operations menu (G423114). From Speed Price Approval, you can approve or reject each price change. To approve or reject a price change, enter the approval status directly into the grid row or highlight one or more grid rows and select Approve or Reject from the Row menu.

You can also view price history and other additional information on a price change from the Row menu. Additionally, you can set a processing option to have the approval codes load upon program entry.

4.3.6 Workflow Setup

The price approval process is coded to send all messages to a predefined distribution list on the Group Revisions form in Workflow Management. This distribution list can be modified to include the actual employee numbers of the people who approve price changes.

You set up distribution lists to group approvers into categories for the price approval routing process. Within Workflow Management, you use Work With Distribution Lists (P02150) to add distribution list parents, such as managers, and to add children, such as employees who work for those managers, to those parents.

When working with workflow distribution lists:

- Make sure that all members you want to include in the distribution list have been entered into the address book. You must also set up the distribution list's address number in the Address Book before you set up the distribution list structure.
- Understand the two structures in which distribution lists can be set up.

You might want to override the message approval process if a recipient in a lower level has not answered a message.

The Overrides option is enabled if one or more of these conditions is met:

- The approver exists in the Address Book.
- The approver is a member of a higher-level group than the recipient for whom the message was intended.
- The message is unopened.

4.3.7 Prerequisites

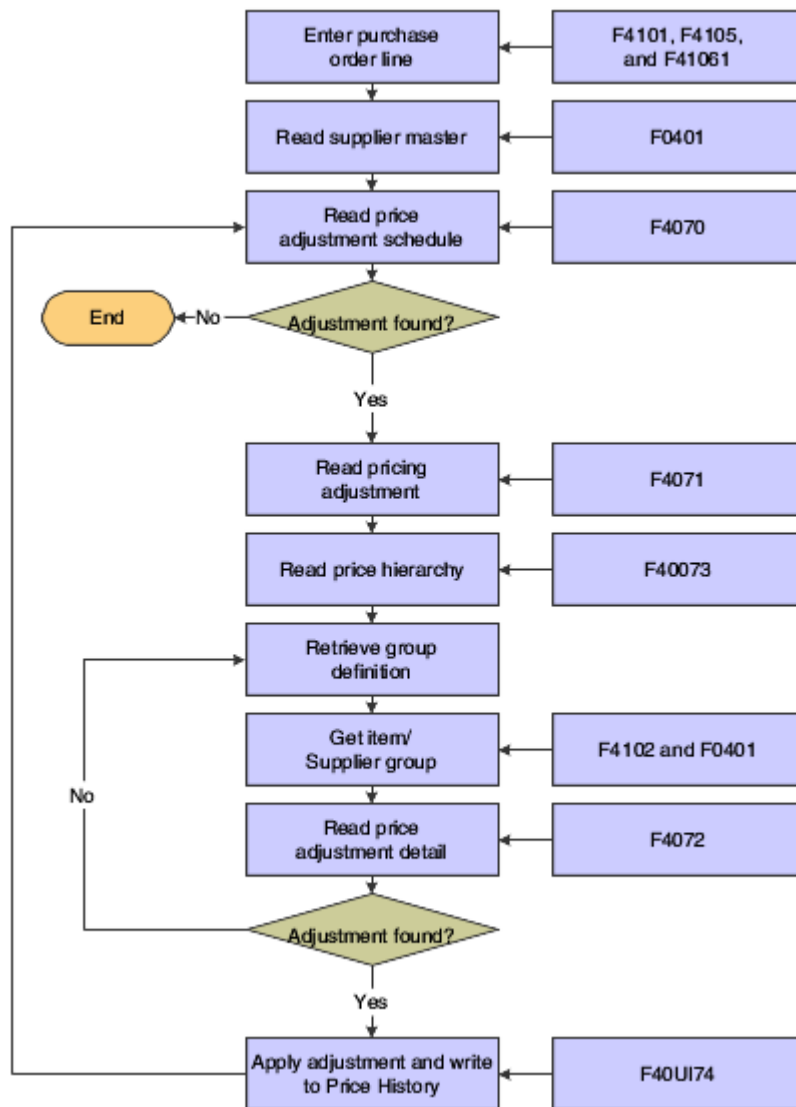
Before you complete the tasks in this section:

- Activate the Require Price Approval option on the Pricing Constants form.
- Run the Price Approvals Conversion program (R45210) to ensure that all existing prices remain in the system.

4.4 Understanding Pricing in JD Edwards EnterpriseOne Procurement

When you enter a purchase order, the system retrieves the unit cost for the item based on characteristics, such as the branch/plant, the supplier, the quantity, and the item, or a contract. Before the system processes any type of advanced price adjustment to the purchase order, it must first retrieve the unit cost. Depending on the purchase price level for the item, the system retrieves the unit cost from either the Supplier Price/Catalog File (F41061) table or the Item Cost File (F4105) table. After the system retrieves the unit cost, it verifies that Advanced Procurement Pricing is active. If Advanced Procurement Pricing is active, the system bypasses the standard price adjustments that you set up in JD Edwards EnterpriseOne Procurement and searches for applicable schedules and adjustments in JD Edwards EnterpriseOne Advanced Pricing.

This flowchart illustrates how the system calculates prices for purchase orders:

Figure 4–3 Flowchart of Advanced Pricing integrated with Procurement

4.4.1 Purchase Price Levels

When you enter an item in the Item Master Revisions program, you must enter the purchase price level. The purchase price level determines how you define the base price for an item. The base price is the unit cost on a purchase order. This table shows at which levels you can define the purchase price:

Purchase Price Level	Description
Supplier/Item	Define one overall price for an item from a supplier. The system retrieves the supplier cost from the F41061 table.
Supplier/Item/Branch	Set up different prices for each supplier, item, and branch combination. The system retrieves the supplier cost from the F41061 table.

Purchase Price Level	Description
Inventory Cost	Set up the cost based on the inventory cost level and the purchase cost method you specify for the item. The system retrieves the inventory cost from the F4105 table. If you do not set up prices for suppliers, the system uses the inventory cost as the default for the purchase order.

See Entering Sales Price Information.

4.4.2 Inventory Cost

You must specify the cost method that the system uses to determine the cost of an item for:

- Sales and costs of goods sold.
- Purchase orders.

For example, you can use the weighted average cost method to determine the cost of goods sold for an item, and the last-in cost method to determine the item's unit cost for purchase orders.

You can define cost methods with UDCs, although the system reserves cost methods 01 through 19. The system provides eight predefined cost methods:

- Last In.
- Weighted Average.
- Memo.
- Current.
- Future.
- Lot.
- Standard.
- Purchasing - Base Cost No Additions.

You establish costs for an item by entering an amount for each cost method. When you review costs for the item, the system displays only those methods for which you entered an amount.

If you do not enter an item cost for the cost methods that you assign to sales, inventory, or purchasing, the system displays a warning message. If you ignore the warning message, the system assigns a zero cost for the cost method.

See Entering Sales Price Information.

4.4.3 Supplier Prices

You can set up prices for an item based on the supplier from whom you purchase the item. When you enter a purchase order, the system can retrieve the unit cost for an item for the supplier. You must set up the purchase price level so that the system retrieves unit costs for purchase orders based on suppliers. If you maintain supplier prices at the branch/plant level, you must enter a branch/plant when you add an item to a catalog. You can enter a different branch/plant for each item in a catalog.

A catalog is a group of items along with the price for each item. Each catalog is unique to a supplier. You must enter supplier prices by catalog. You can enter all of the items that you purchase from a supplier in one catalog, or you can create multiple catalogs to classify a supplier's items by seasonal changes, different product lines, and so on. You can enter the same item at different prices in multiple catalogs with different effective dates for each price. Additionally, you can specify price breaks based on the quantity purchased.

If you enter item prices for a supplier without specifying the name of a catalog, the system automatically creates a default catalog for the supplier. You might want to use default catalogs if you plan to maintain only one catalog for each supplier. When you enter an item on a purchase order, the system searches the supplier catalogs to retrieve the unit cost. It searches the default catalog first (if it exists) and then all other catalogs in alphabetical order. After the system locates a unit cost, it verifies the effective dates. If the current date falls within the effective dates, the system enters the unit cost on the purchase order.

See Entering Sales Price Information.

4.4.4 Contracts

If you use the JD Edwards Grower, Pricing, and Payments system, you can base prices on the details that you set up in a grower contract.

See Creating Grower Contracts.

4.5 Reviewing the Base Price Preference Hierarchy

This section provides an overview of the base price preference hierarchy and discusses how to review the hierarchy.

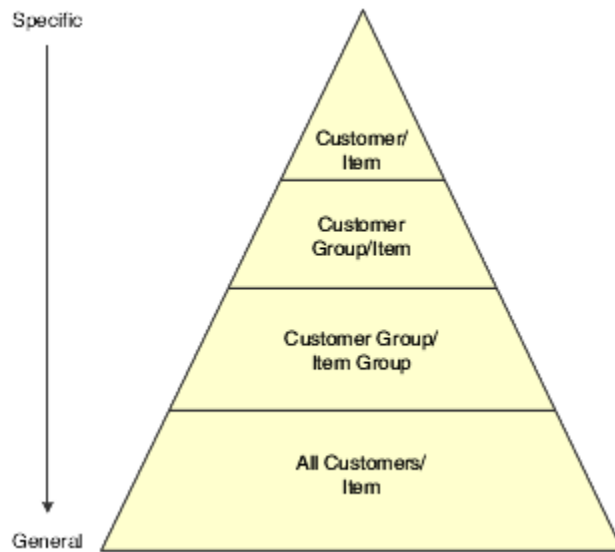
4.5.1 Understanding the Base Price Preference Hierarchy

When the system retrieves the base price, it uses the hierarchy that you set up for the Base Price Preference (51) to determine the search sequence for base price records. The base price hierarchy is a matrix comprised of combinations of customers and items, and customer groups and item price groups. You use the intersection of the rows and columns to determine hierarchy sequence.

You should set up the pricing hierarchy from most specific to most general.

This diagram illustrates the price preference hierarchy from the most specific to most general:

Figure 4–4 Chart showing a base price preference hierarchy from the most specific to the most general



During sales order entry, the system searches the combinations based on the hierarchy that you have defined. For example:

- Item and customer.
- Item and customer group.
- Item group and customer.
- Item group and customer group.
- Item group only.
- Item only.

Important: In Base Pricing, it is possible to enter as many as 14 numbers in the pricing hierarchy. However, you should limit the pricing hierarchy to three or four numbers, because each number represents a search by the system through the Item Base Price File (F4106) table. Therefore, each number that you add to the pricing hierarchy increases system processing time.

See Also:

- Setting Up Base and Standard Pricing.

4.5.2 Form Used to Review the Base Price Preference Hierarchy

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Revisions	W40073D	Price Management (G4222), Preference Hierarchy Locate the Base Price Preference Hierarchy (Type 51) on the Work With Preference Hierarchy form, and click the Select button. To define the base pricing hierarchy (51), type consecutive numbers at the intersections of rows and columns, and then click the OK button.	Set up and revise preference hierarchies.

4.5.3 Reviewing the Preference Hierarchy for Base Prices

Access the Preference Hierarchy Revisions form.

Figure 4–5 *Preference Hierarchy Revisions form*

Preference Hierarchy Revisions

✓ ✗ ↩ ⚙ Form Tools

Preference Type **51** Base Price

		Item Number	Item Group
Ship To	Customer Number	<input type="text"/>	<input type="text"/>
	Customer Group	<input type="text"/>	<input type="text"/>
Sold To	Customer Number	<input type="text" value="1"/>	<input type="text" value="3"/>
	Customer Group	<input type="text" value="2"/>	<input type="text" value="6"/>
Parent	Customer Number	<input type="text"/>	<input type="text"/>
	Customer Group	<input type="text"/>	<input type="text"/>
All Customers		<input type="text" value="4"/>	<input type="text" value="5"/>

4.6 Setting Up Base Prices

This section provides an overview of base price setup, lists prerequisites, and discusses how to set up a base price.

4.6.1 Understanding Base Price Setup

You can add prices for items in the domestic currency and as many other currencies as necessary. For example, you can set up base prices for an item in both USD and the euro.

Currency code and unit of measure are both keys to the F4106 table. If you use multi-currency, the system searches for a price in this sequence:

- Customer's currency and the user-specified unit of measure.
- Customer's currency and the item primary unit of measure.
- Domestic currency and the user-specified unit of measure.
- Domestic currency and the item primary unit of measure.

If the system does not find a match, it moves to the next level in the pricing hierarchy structure and searches in the same sequence.

4.6.2 Prerequisites

Before you complete the tasks in this section:

- Verify that the pricing hierarchy is defined.
See [Reviewing the Base Price Preference Hierarchy](#).
- Verify that the sales price based-on date is specified in the system constants.
See [Setting Up Constants](#).

4.6.3 Forms Used to Set Up Base Prices

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Selection	W40073F	Price Management (G4222), Base Price Revisions Click the Add button on the Work With Preference Base Price form.	Specify the preference hierarchy for which you want to set up base prices. (The choices in the preference hierarchy selection are based on the base price preference hierarchy setup.)
Base Price Revisions	W4106K	Select a preference hierarchy on the Preference Hierarchy Selection form.	Enter and revise base prices.

4.6.4 Setting Up a Base Price

Access the Base Price Revisions form.

Unit Price

Select to update the unit price columns. Clear to prevent the unit price from being updated.

Credit Price

Select to enter credit orders for JD Edwards EnterpriseOne Sales Order Management. To enter a credit order, use a line type for which the Reverse Sign Flag is set to **Y** in the F40205 table. The system stores all credit prices in the F4106 table.

4.7 Activating Pre-Existing Prices

This section provides an overview of the price approvals conversion program for activating pre-existing prices and discusses how to:

- Set processing options for the Price Approvals Conversion program.
- Run the Price Approvals Conversion program.

4.7.1 Understanding the Price Approvals Conversion Program (R45210) for Activating Pre-Existing Prices

After the Require Price Approval option is selected on Pricing Constants, you must convert pre-existing prices and adjustments by running the Price Approvals Conversion program (R45210).

Running the Price Approvals Conversion program automatically sets all of the selected prices to an active status. You should run the report in proof mode first to validate the number of prices that are to be converted. Then run the report in final mode to actually convert the prices. The data selection should be left clear so that all prices are converted.

Important: You must run this program to activate prices. Failure to run the program results in the system assuming all pre-existing prices to be inactive; pre-existing prices are not be in effect.

4.7.2 Setting Processing Options for the Price Approvals Conversion Program (R45210)

Processing options enable you to specify the default processing for programs and reports.

4.7.2.1 Process

This processing option enables you to specify how to run price approvals.

Proof or Final Mode

Specify whether the system runs the price approvals conversion in proof or final mode. Values are:

Blank: Proof mode.

1: Final mode.

4.7.3 Running the Price Approvals Conversion Program (R45210)

To run the Price Approvals Conversion Program, access Batch Versions and enter **R45210** in the Batch Application field.

Working with Schedules and Adjustments

This chapter contains the following topics:

- [Section 5.1, "Understanding Schedules and Adjustments"](#)
- [Section 5.2, "Setting Up Advanced Pricing Hierarchies"](#)
- [Section 5.3, "Working with Adjustment Definitions"](#)
- [Section 5.4, "Building Adjustment Schedules"](#)
- [Section 5.5, "Setting Up Adjustment Details"](#)
- [Section 5.6, "Generating New Price Adjustments in a Different Currency"](#)

5.1 Understanding Schedules and Adjustments

An adjustment is a set of information that describes a pricing plan or promotion. In JD Edwards EnterpriseOne Sales Order Management, you can use adjustments to monitor promotions that you extend to customers. If you use JD Edwards EnterpriseOne Advanced Pricing and Procurement systems, you can use adjustments to monitor promotions that suppliers offer you.

For each adjustment, you set up an adjustment definition and then complete the adjustment details. You can use adjustment details to define special processing such as free goods, pricing formulas, or variable tables. The pricing hierarchy defines the order that the system uses the adjustments you list in the adjustment detail.

After you create the adjustment definition, you can attach the adjustment definitions to an adjustment schedule. Adjustment schedules contain the information the system uses to calculate prices. Each adjustment schedule can contain a multiple number of adjustment definitions.

You create an adjustment definition by specifying:

- Pricing hierarchy order, which controls the order the system searches for adjustments in the adjustment detail.
- Adjustment controls, such as whether the system prints adjustment on invoices; whether it is for basket or order repricing; or whether it is an override price based on quantity, amount, or weight.
- General ledger account offset by using automatic accounting instructions (AAIs).

Additionally, you can specify whether to use these features:

- Price matrix.
- Minimum or maximum price for an item.

- Application of an adjustment on an override price.

To use a price matrix, you can set up an adjustment definition to act as an override price. You specify whether the adjustment definition uses a price matrix. You can then set up an order detail group to include category codes on which the system bases the price. To use the price matrix, you specify the:

- Pricing hierarchy.
- Price override.
- Order detail group.

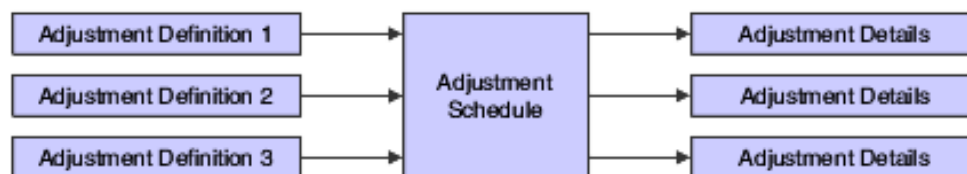
You can use a minimum or maximum price adjustment to adjust the unit price of a particular item, customer, item group, customer group or combinations. For example, if the receipt price is within the minimum or maximum amount, the system does not apply the adjustment. If the receipt price is below the minimum or above the maximum value you set, then the system adjusts the unit price of the item. On the Price History form, you can view the adjusted amounts, change the adjustment if this feature is enabled, and view whether this is a minimum or maximum price adjustment. You can use a minimum or maximum price adjustment in JD Edwards EnterpriseOne Sales Order Management, JD Edwards EnterpriseOne Procurement, JD Edwards EnterpriseOne Service Management, and with Ship and Debit functionality.

Additionally, you can choose to manually override the price on a purchase or sales order and apply adjustments to the order. When you use this feature on a line level adjustment, the system stores the new price as the base price in the price history and accumulates accrual amounts. You cannot use this feature with basket, order, or volume level adjustment definitions.

Note: You can define adjustments for mandatory pricing. A mandatory adjustment might be for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes. If an adjustment schedule contains mandatory adjustment definitions that you did not define for the sales order for that customer and item, the system issues an error. The system does not process the order detail line.

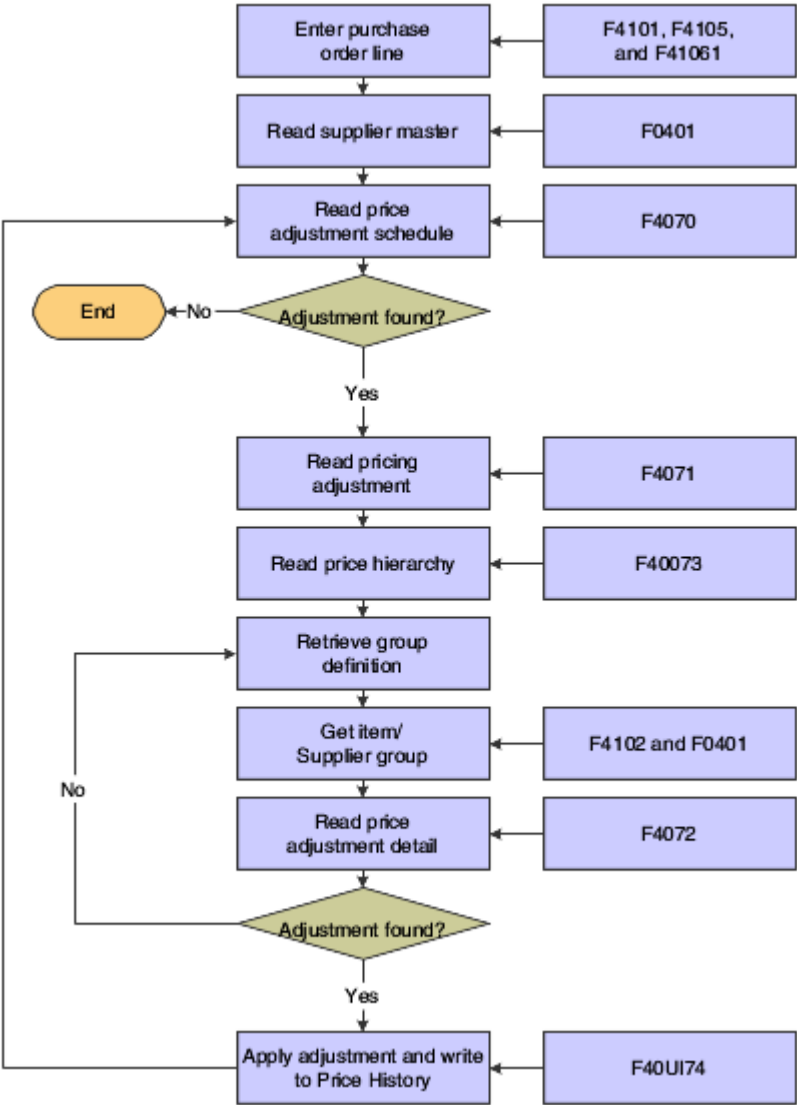
This diagram illustrates how you set up a schedule from multiple adjustments:

Figure 5–1 Adjustment schedule from multiple adjustments

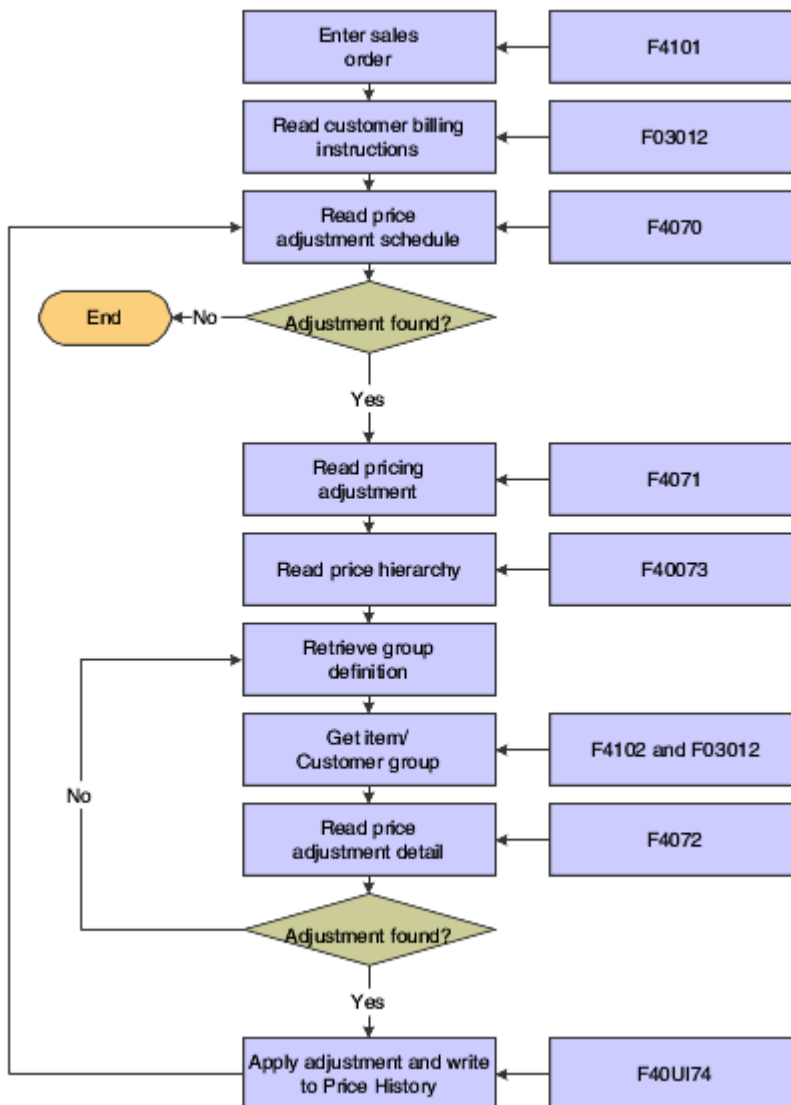


This diagram shows the use of purchase order adjustments and adjustment schedules in JD Edwards EnterpriseOne Advanced Pricing and Procurement systems:

Figure 5–2 Flowchart of Advanced Pricing integration with Procurement



This diagram illustrates the use of sales order adjustments and adjustment schedules:

Figure 5–3 Flowchart of Advanced Pricing integration with Sales Order Management

5.1.1 Using Taxed Prices with Advanced Pricing

The system calculates advanced pricing adjustments for the unit price amount on sales orders that use taxed prices. The system does not calculate advanced pricing adjustments on the taxed unit price.

The system calculates advanced pricing adjustments based on the value in the Unit Price field, not the value in the Taxed Unit Price field. You can apply adjustments to sales order lines in which the taxed price is overridden but only if the adjustments do not affect the unit price.

Review how the system applies advanced pricing adjustments to the unit price amount:

- If you do not enter a value in the prices field in the grid, the system calculates the unit price first, then the taxed unit price second, taxed extended price third, and the extended price last. The system uses the existing tax calculation logic to calculate the extended price.

- If you enter a value in any price field in the grid, the system resets all other price fields to zero before calculating the taxes.
- If you override the values in the Taxed Unit Price or Taxed Extended Price fields (foreign or domestic), the system assumes that you entered the final taxed price for the line and that you do not want the price changed by any other system processes. The system only applies advanced price adjustments that do not affect the unit price, such as rebate adjustments.

If you do not enter any price in the grid, the system calculates the unit price with adjustments and the extended price.

The repricing order functionality in sales order entry processes as it did before the enhancement. When there is no price override, the system applies basket and order adjustments. The system recalculates tax and taxed prices because the repricing may change the unit price. Additional order adjustment lines may have taxed prices if the line type constant for the line is set up to apply taxes. If there is any price override, the system does not apply basket and order adjustments.

See *JD Edwards EnterpriseOne Applications Sales Order Management Implementation Guide*

5.1.2 Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management

A contract with a grower may span several years or growing periods and you want to maintain the contract and the price you pay for grapes over a long period. You can use the features of the JD Edwards EnterpriseOne Advanced Pricing system with the JD Edwards Blend Management system:

- Price matrix to maintain adjustment detail records.
- Minimum or maximum price adjustment to maintain minimum or maximum pricing on receipts for grapes.
- Repricing on receipts when the weigh tag operation closes.

You can automatically recost blend lots when you repricing receipts.

- Pricing based on quality tests.
- Manually override the price on a contract and apply adjustments.

To use a price matrix, you can set up an adjustment definition to act as an override price of the contract price attached to a purchase order. You specify whether the adjustment definition uses a price matrix. You can then set up an order detail group to include category codes, such as District, Variety, or Level on which the system bases the contract price. To use the price matrix, you specify:

- Pricing hierarchy.
- Price override.
- Order detail group, which might include the District or Variety fields.

You can also use a minimum or maximum price adjustment to ensure that the system use the contract prices as the minimum or maximum base price or to ensure that the base price is within the minimum or maximum range. You use the Min Adjustment and Max Adjustment options with the Min/Max Rule field on the Price Adjustment Definition form to ensure that the base price is from the contract or is within the valid range. The sequence of this adjustment on the adjustment schedule also determines what the price is at that point in the adjustment schedule. For example, if the base price is less than the minimum price you set on another price adjustment, then the system uses the minimum price on the contract as the base price. Similarly for maximum pricing, if the base price is greater than the maximum price you set on

another price adjustment, then the system uses the maximum price on the contract as the base price. When the system verifies the minimum or maximum price, the system uses this adjustment as the base price on the receipt. You must enter a value of 5 (add-on amount) in the Basis Code field in the price adjustment details as the system does not accept any other value in the Basis Code field for minimum and maximum pricing.

You can use the JD Edwards EnterpriseOne Advanced Pricing system to integrate procurement tasks with the JD Edwards Grower Management and JD Edwards Grower, Pricing, and Payments systems. When you create a weigh tag operation in the JD Edwards Grower Management system, the system creates purchase orders. The purchase orders link information from the JD Edwards Grower Management and JD Edwards Grower, Pricing, and Payments systems and can have procurement adjustments to affect pricing. Likewise, when the weigh tag operation closes, the system creates receipts. The receipts link information from the JD Edwards Grower Management and JD Edwards Grower, Pricing, and Payments systems and can have receipt adjustments to affect pricing.

The system determines a price when it creates receipts using the information in a grower harvest record from the JD Edwards Grower Management system. When changes to the harvest occur, the grower harvest record is updated, which ensures the most up-to-date pricing information for receipts. The system searches for the following pricing information in the JD Edwards Grower, Pricing, and Payments system:

- Price override.
- Minimum or maximum price adjustment.
- Price level.
- Purchasing unit of measure.
- Pricing group.

You can create adjustments to apply a penalty or award a bonus on the price of a shipment of grapes. The system can search for additional information—for example, information in the Variety, District, Target Quality, Current Quality, and Region fields. You can set up order detail groups using values from the grower harvest record, and the system resolves the adjustments when the values match. However, the price on the receipt is based on the original order quantity on the purchase order. Any adjustments that you manually change or add on the Price History form for the purchase order remain on the receipt record.

Note: The adjustment schedules that you attach to the contract harvest override the schedules on the Supplier Master for purchase orders and receipts.

You can base the price you pay for grapes on quality tests you perform when you receive the grapes. Using this type of adjustment definition enables you to reduce or increase the price for grapes. For example, you can base the price for grapes on your specifications of quality test results for rot, material other than grapes, or Brix. Use this feature with JD Edwards EnterpriseOne Advanced Pricing, Procurement, and Quality Management systems. You create a receipt adjustment definition with a quality level break type, assign the test result names to the adjustment definition, and choose whether to adjust the quantity to pay at receipts entry. When you set up the price adjustment details, you can define the adjustment using a percentage, a formula, or an add-on amount using the Basis Code and Factor Value Numeric fields. Use the add-on amount to adjust the quantity with a quantity-to-pay adjustment. However, if you

select the Adjust Quantity to Pay option on the Price Adjustment Definition form, you can enter only 5 (add-on amount) or 7 (formula) in the Basis Code field. On the Receipt Order Detail Group Definition form, you also select whether to base the adjustment on the Pricing Control 01 (Directed Harvest) and Pricing Control 02 (Inspection) fields. When you enter a Weigh Tag Operation in the JD Edwards Blend Management system, you add the quality tests you plan to perform to the operation. As you receive shipments of grapes, you perform the quality tests and enter the test results in the operation. After you receive all shipments of grapes and close this operation, the system creates a receipt using this adjustment definition to determine the price. Use the Price History form to view the deduction in the transaction unit of measure in the Quantity To Pay field. Verify that the JD Edwards EnterpriseOne Quality Management system is active and set up quality tests on the Blend Management Quality Management Setup menu (G31B41) before you define this type of adjustment. You cannot use this type of adjustment definition with advanced preferences or as a price override.

Additionally, you can choose to manually override the price on a contract and choose which adjustments apply to receipts when the weigh tag operation closes. This feature enables you to adjust the price of grapes for penalties or bonuses. To use this feature, you must first select the Procurement Pricing on Override Price field on the Pricing Constants form. When you create the adjustment definition, you select the Line Level Adjustment and Apply on override price options. The system stores the new price as the base price in the price history and accumulates accrual amounts.

When you reprice a receipt, you can also run the Recost Blend Lots Batch program (R31B30) to update the harvest cost-component and apply the repriced harvest cost proportionally to all existing lots that include the repriced grape. You can run the Recost Blend Lots Batch program when you run the Reprice Procurement/Receipts program (R45620) from the Batch Versions program (P98305W) or from the Contract Workbench program (P43C00).

See [Understanding the Price Matrix](#).

See Creating Grower Contracts.

See Managing Harvest Receipts.

See Setting Up Quality Management.

5.1.3 Using JD Edwards EnterpriseOne Advanced Pricing and Procurement

You can set up your system to adjust the prices on purchase orders and receipts. If you use the JD Edwards Grower Management and JD Edwards Grower, Pricing, and Payments systems, the system adjusts the prices for agricultural items using procurement or receipt adjustment definitions. You can also create receipt adjustment definitions to apply to receipts when you manually enter receipts.

When you create a weigh tag operation in the JD Edwards Grower Management system, the system creates purchase orders. The purchase orders link information from the JD Edwards Grower Management and Grower, Pricing, and Payments systems and can have procurement adjustments to affect pricing. Likewise, when the weigh tag operation closes, the system creates receipts. The receipts link information from the JD Edwards Grower Management and Grower, Pricing, and Payments systems and can have receipt adjustments to affect pricing.

The system determines a price when it creates purchase orders and receipts using the information in a grower harvest record from the JD Edwards Grower Management system. When there are changes to the harvest, the grower harvest record is updated and this enables you to have the most up-to-date pricing information for receipts. The

system searches for the following pricing information in the JD Edwards Grower, Pricing, and Payments system:

- Price override.
- Minimum or maximum price adjustment.
- Price level.
- Purchasing unit of measure.
- Pricing group.

You can create adjustments to apply a penalty or award a bonus over the base price on agricultural items. You can setup order detail groups using values from the grower harvest record and the system resolves the adjustments when the values match. However, the price on the receipt is based on the original order quantity on the purchase order. Any adjustments that you manually change or add on the Price History form for the purchase order remain on the receipt record.

Note: The adjustment schedules that you attach to the contract harvest override the schedules on the Supplier Master for purchase orders and receipts.

To reprice amounts at receipt entry, you must first set the Price at Receipt processing option on the Process tab of Enter Receipts by Purchase Order program (P4312). When you enter receipts using the Enter Receipts by PO program (P4312), the system applies the appropriate receipt adjustments and adjusts the price on the receipt.

See Creating Grower Contracts.

You can base the price you pay for items on quality tests you perform when you receive the items. Using this type of adjustment definition enables you to reduce or increase the price based on your specifications. Use this feature with the JD Edwards EnterpriseOne Quality Management system. You define a receipt adjustment definition with a quality level break type, assign the test result names to the adjustment definition, and select whether to adjust the quantity to pay. When you set up the price adjustment details, you can define the adjustment using a percentage, a formula, or an add-on amount using the Basis Code and Factor Value Numeric fields. However, if you select the Adjust Quantity to Pay option on the Price Adjustment Definition form, you can enter only 5 (add-on amount) or 7 (formula) in the Basis Code field. On the Order Detail Group Definition form, you also select whether to base the adjustment on the Pricing Control 01 and Pricing Control 02 fields. As you receive shipments of items, you perform the quality tests and enter the test results on the receipt. The JD Edwards EnterpriseOne Procurement system uses this adjustment definition to determine the price. Use the Price History form to view the deduction in the transaction unit of measure in the Quantity To Pay field. Verify that the JD Edwards EnterpriseOne Quality Management system is active and set up quality tests on the Quality Management Setup menu (G3741) before you define this type of adjustment. You cannot use this type of adjustment definition with advanced preferences or as a price override.

Additionally, you can choose to manually override the price on a purchase order and choose which adjustments you want to apply. To use this feature, you must first select the Procurement Pricing on Override Price field on the Pricing Constants form. When you create the adjustment definition, you select the Line Level Adjustment and Apply on override price options. The system stores the new price as the base price in the price history and accumulates accrual amounts.

5.1.4 Prerequisites

Before you complete the tasks in this section:

- Verify that base prices are set up.
See [Setting Up Base Prices](#).
- Verify that supplier prices or inventory costs are set up.
See Understanding Supplier Prices and Discount Rules.
- Ensure that all contracts are set up in the JD Edwards Grower, Pricing, and Payments system if you are using JD Edwards EnterpriseOne Advanced Pricing and Blend Management. Verify that contracts are set up with minimum and maximum values.
See Creating Grower Contracts.
- Ensure that the Advanced Procurement Pricing field is selected on the Pricing Constants form and that the JD Edwards Grower Management system is activated if the system is to determine a price on the receipt of agricultural items.
- Set the Price at Receipt processing option on the Process tab of the Enter Receipts by Purchase Order program (P4312) to reprice base prices at receipt entry.
- Select the Procurement Pricing on Override Price and Sales Pricing on Override Price fields on the Pricing Constants form to manually override the price on a purchase or sales order and select the applicable adjustments.

5.2 Setting Up Advanced Pricing Hierarchies

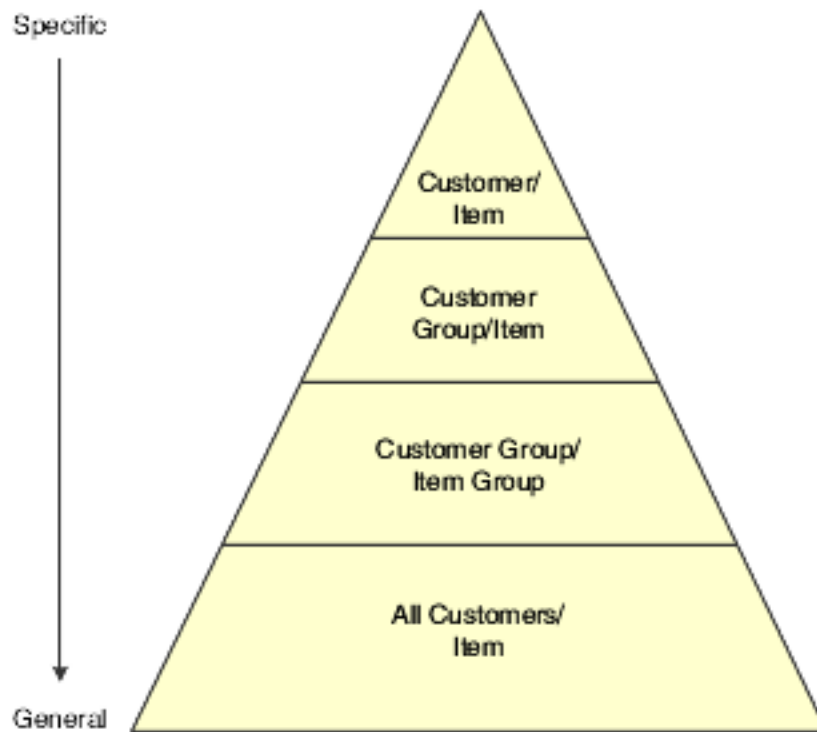
This section provides an overview of advanced pricing hierarchies and discusses how to:

- Set up a preference master.
- Define a pricing hierarchy.

5.2.1 Understanding Advanced Pricing Hierarchies

The system applies pricing adjustments to sales order prices in the order you determine on the pricing hierarchy. The system uses this pricing structure to retrieve base prices and to calculate price adjustments and updates. For this reason, you should set up the hierarchy to search from specific combinations to general combinations.

This diagram shows a typical customer pricing hierarchy:

Figure 5–4 Example of a customer pricing hierarchy

For example, you could define the sequence for a seasonal promotion so that any customer that orders the item receives the discount. However, if you set up a slightly lower price for customers based on geographic location, you can set up the hierarchy so that the system searches for the more specific information first. In this example, the sequence could be:

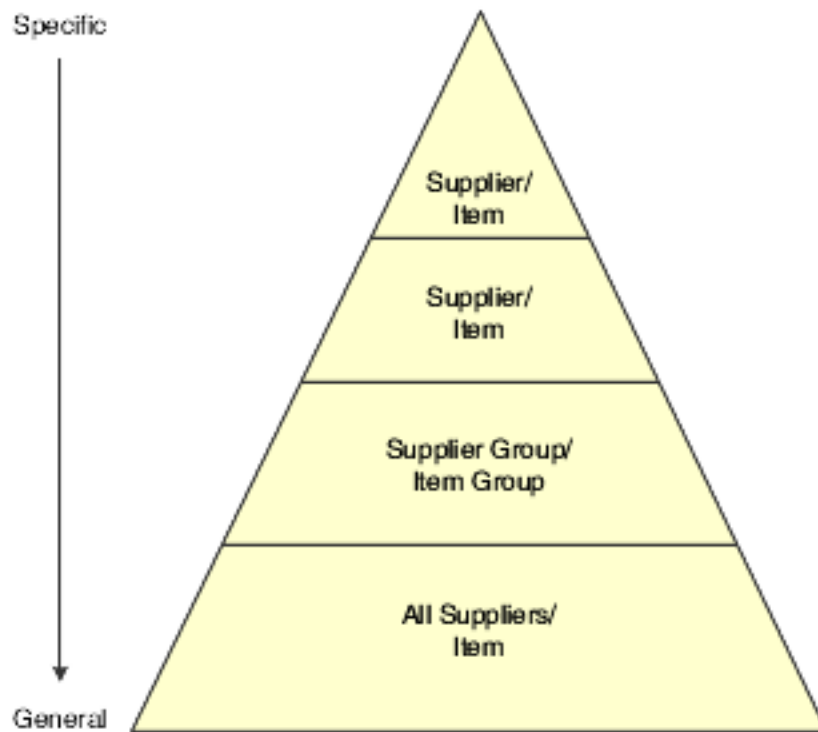
- Customer group and item.
- All customers and item.

It is not necessary to create a pricing hierarchy when you use a minimum or maximum price adjustment.

5.2.1.1 Using JD Edwards EnterpriseOne Advanced Pricing and Procurement

Based on the preference hierarchy, the system applies the pricing adjustments to the unit cost in the purchase order. The system uses this pricing structure to retrieve unit cost and to calculate adjustments and updates. You should set up the hierarchy to search from specific combinations to general combinations.

This diagram shows a typical supplier pricing hierarchy:

Figure 5–5 Example of a supplier pricing hierarchy

Note: After you activate the Advanced Procurement Pricing constant, you create purchase order adjustments on the same forms and in the same manner as you would for sales order adjustments. However, the system processes information in the Customer and Customer Group fields as Supplier and Supplier Group.

You can set up the preference hierarchy so that when you enter a purchase order, the system first searches for a specific supplier for that item. If the system finds an adjustment for the supplier and item, then it applies the adjustment to the unit cost. If not, the system can then search for a price adjustment for this specific supplier and the item group to which this item might belong. The sequence for the preference hierarchy for purchase order adjustments could be:

- Supplier and item.
- Supplier and item group.
- All suppliers and item.

5.2.1.2 Preference Master Setup

Before you define each pricing hierarchy, you must create a master record, known as the Preference Master, for that hierarchy. In base pricing, you are limited to one preference hierarchy (51). In the JD Edwards EnterpriseOne Advanced Pricing system, you can create as many different preference hierarchies as you need.

You define the hierarchy and then attach it to an adjustment definition. You can create a hierarchy for each adjustment definition or you can use one hierarchy for many

adjustment definitions. You should set up several hierarchies that can be used for multiple adjustment definitions.

When using the Preference Master to define the master record for the hierarchy, these fields *do not* apply to pricing:

- Preference Classification
- Sequence Number
- Enable Effective Dates (Y/N)
- Enable Effective Quantity (Y/N)

5.2.1.3 Pricing Hierarchy Definition

Use the Preference Hierarchy Revisions form to specify the order in which the system applies the adjustment definitions. This form contains rows identifying customers and customer groups and columns identifying items or item groups. You identify the pricing hierarchy sequence by typing numbers at the intersections of the rows and columns. The pricing search begins at the intersection with the number **1**, and the system searches for records you define for that customer and item combination. If the system does not find adjustment details for that combination, the system moves to the next combination in the hierarchy, which is the intersection with the number **2**, and so forth.

The system automatically selects the first combination it encounters during a search; therefore, you should set up the most specific method of pricing first in the hierarchy and continue defining the hierarchy to the most general pricing.

Although you can enter as many as 21 numbers, you should limit the hierarchy to three or four numbers. Each number represents a system search and increases system processing time.

Note: If you plan to use a price matrix for pricing in the JD Edwards Blend Management system, you must set up a pricing hierarchy for All Suppliers/ All Items so the adjustment definition may apply to any item and any supplier.

5.2.2 Forms Used to Set Up Advanced Pricing Hierarchies

Form Name	Form ID	Navigation	Usage
Preference Master Revision	W40070D	Price Management (G4222), Preference Hierarchy Click Add on the Work With Preference Hierarchy form. Select Master Revision from the Form menu on the Preference Hierarchy Revisions form.	Set up and revise preference master records.

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Revisions	W40073D	Click Add on the Work With Preference Hierarchy form.	Define and revise preference hierarchies. Beginning with 1, enter numbers in the intersections of the fields to indicate the search order. When you define the pricing hierarchy, start with 1 and do not skip any numbers.

5.2.3 Setting Up a Preference Master

Access the Preference Master Revision form.

Preference Classification

Enter the classification or title that the system uses to group preferences on the Preference Profile form.

Sequence Number

Enter the sequence by which users can set up the order in which their valid environments appear.

Enable Effective Dates

Select the check box to enable the system to display effective date fields on the Preference Profile Revisions forms for this preference. You might want the system to display effective date ranges if you enter effective dates and effective quantities for a preference.

Enable Effective Quantity

Select the check box to enable the system to display the Quantity From and Quantity Thru fields on the Preference Profile Revisions forms (P40300 and P40300EC) for this preference.

Effective quantity fields are optional fields that you can disable before setting up any preference records, but not after you have created preference records.

If you assign effective quantity, you must assign effective dates.

5.2.4 Defining a Pricing Hierarchy

Access the Preference Hierarchy Revisions form.

Figure 5–6 Preference Hierarchy Revisions form

Preference Type		51	Base Price	
		Item Number	Item Group	
Ship To	Customer Number			
	Customer Group			
Sold To	Customer Number	1	3	
	Customer Group	2	6	
Parent	Customer Number			
	Customer Group			
All Customers		4	5	

5.3 Working with Adjustment Definitions

This section provides an overview of adjustment definitions and discusses how to:

- Set up adjustment controls.
- Set up adjustment definitions.
- Display promotional information on invoices and purchase orders.
- Specify mutual exclusion for price adjustments.

5.3.1 Understanding Adjustment Definitions

An adjustment definition is a record that describes a special pricing situation, such as a pricing plan or promotion. You create adjustment definitions by specifying the characteristics of the adjustment. The characteristics of the definitions determine:

- The sequence that the system uses to search for prices using the pricing hierarchy.
- Whether the adjustment prints on invoices.
- Whether the adjustment applies to basket-level price adjustments, order-level price adjustments, or line adjustments.
- Whether the adjustment uses a price matrix.
- Whether the adjustment is based on the quantity, amount, quality, or weight.
- Whether the adjustment apply to an override price.
- Which general ledger offset directs the advanced pricing entries to the appropriate general ledger accounts based on AAI.
- Whether a minimum and maximum price is to be paid for an item.
- Whether the adjustment is mandatory.

Note: You define mandatory adjustment definitions for pricing that you require. For example, a mandatory adjustment might be for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes. An adjustment might also be mandatory when you use contracts with a purchase order.

If an adjustment schedule contains mandatory adjustment definitions that you did not define for the sales order for that customer and item, the system issues an error. The system does not process the order detail line. If you receive an error message, review the information in the order detail area. You may detach the sales order line item from the adjustment schedule or enter information to make the customer eligible for all adjustments so that the mandatory adjustment applies.

You can use a minimum or maximum price adjustment to indicate a minimum or maximum price or use both to indicate a price range. You base the minimum or maximum price with a minimum or maximum rule. Set the rule by selecting either a contract or adjustment details. You do not have to set up a pricing hierarchy and price adjustment details if the Min/Max Rule field is set for a Purchasing Contract. The system retrieves the minimum or maximum amounts from the contract during transaction processing. Additionally, you can use minimum or maximum pricing with all level break types, such as weight, quantity, or quality. If you select Procurement or Receipt with a minimum or maximum price adjustment, you must also select a contract rule. You cannot use minimum or maximum price adjustment with these features:

- Rebate price adjustments
- Rebate accrual price adjustments
- Print on Invoice - Detached
- Order Level Adjustment
- Supplier proof of sale rebates
- Rounding rules
- Price partials

Additionally, you can choose to manually override the price on a purchase or sales order and select which adjustments you want to apply. To use this feature, you must first select the Procurement Pricing on Override Price and Sales Pricing on Override Price fields on the Pricing Constants form. Select the Line Level Adjustment and Apply on Override Price options when you create the adjustment definition. When you manually change the price on a purchase or sales order, the system:

- Clears previous price history information.
- Stores the new price as the base price in the price history.
- Applies adjustments where the Apply on Override Price option is active.
- Continues to accumulate accrual amounts.

However, if you create a purchase or sales order from a quote release, blanket release, credit memo or you copy the order, the price history remains in the system. Also, if you select a non-accrual type of adjustment (Do not print on Document, Print on Document, Rounding Adjustment), the system displays a warning that this type of adjustment changes the unit price that you manually enter. You cannot use this feature with basket, order, or volume level price adjustments.

5.3.1.1 Promotional Information

You can enter and associate promotion information with adjustment definitions. You can specify whether the system displays the promotion ID and description online using the Check Price and Availability program (P4074), and whether the system prints the promotion description on the Print Invoices (R42565), Purchase Order Print (R43500), and Print Pick Slips (R42520) reports.

5.3.1.2 Mutual Exclusion for Price Adjustments

When using sales or purchase orders, some customers may qualify for several promotions that result in pricing adjustments. When you specify an adjustment as mutually exclusive, no other adjustment belonging to the same group can qualify at the same time for any given order detail line. For example, if a customer qualifies for both a holiday promotion and a grocer's promotion on an item, you can specify whether the system applies both promotional adjustments to the item at the same time, or if one promotional adjustment is mutually exclusive of the other. In doing so, certain internal adjustments, such as accruals, taxes, and commission calculations, can remain in effect on a line item, regardless of the exclusion of the promotional discount.

5.3.1.3 Resolving Conflicting Adjustments

During order entry, if mutually exclusive adjustments qualify for a sales order detail line, the system issues a warning message to indicate that a mutual adjustment conflict exists. You can select Price History from the Row menu to review the conflicting adjustments. If you do not resolve the conflicting adjustment, the system issues a final warning message on the sales or purchase order before the system accepts the order.

Choose between these two methods to resolve the mutually exclusive conflict:

- **Cancel an adjustment**

On the Price History form, select Cancel Adj. (cancel adjustment) from the Row menu. On the dialog box that appears, cancel the mutually exclusive adjustment or any other adjustments that belong to the same exclusive group.

- **Accept the adjustments**

On the Price History form, select Modify Exc Adj Flag (modify mutually exclusive adjustment flag) from the Row menu to clear the Mutually Exclusive flag, thereby specifying that the adjustments are no longer mutually exclusive.

If you do not resolve the adjustment, the system places the order on hold. Use the Exclusive Adjustment Hold processing option on the Order Holds tab in Sales Order Entry (P4210) to specify the hold code. Alternatively, use the Exclusive Adjustment Hold processing option on the Processing tab in Purchase orders (P4310) when conflicting adjustments remain in effect. You release held orders using the Held Order Release (P43070) program.

5.3.1.4 Repricing at Receipt Entry

You can create adjustments to apply a penalty or award a bonus on the price of an item, including agricultural items. You create receipt adjustment definitions to apply to receipts when you manually enter receipts. To reprice amounts at receipt entry, you must first set the Price at Receipt processing option on the Process tab of Enter Receipts by Purchase Order program (P4312). When you enter receipts using the Enter Receipts by PO program (P4312), the system applies the appropriate receipt adjustments and adjusts the price on the receipt.

You cannot use repricing at receipt entry with these features:

- Advanced preferences.
- Buying structures.
- Print on Invoice - Detached.
- Basket or Order Level Adjustments.
- Enhanced Baskets.
- Supplier proof of sale rebates.
- Reprice from the start in the Order and Basket Level Pricing program (R42750).
- Price approvals.
- Promotional items.
- Volume based up-selling.
- Volume incentives.
- Free goods adjustments.
- Free goods catalogs.

5.3.2 Forms Used to Work with Adjustment Definitions

Form Name	Form ID	Navigation	Usage
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form.	Specify the adjustment to which you are applying the adjustment definition and set the adjustment controls.
Price Adjustment Definition	W4071A	Complete the Adjustment Name field and select adjustment controls on the Modify Adj. Controls form. Click the OK button.	Specify the criteria for each adjustment definition. Enter the promotion information associated with pricing adjustments.

5.3.3 Setting Up Adjustment Controls

Access the Modify Adjustment Controls form.

Target Application

Select the system that the price adjustment supports. For the JD Edwards Blend Management system, select Procurement or Receipt. Values are:

- Sales Order Management
- Procurement
- Service and Warranty Management
- Ship and Debit
- Sales Order/Procurement/SWM
- Receipt

Adjustment Control Code

Select a control code that specifies additional processing features for an adjustment. Values are:

- Do not print on Document.
Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.
- Print on Document.
Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.
- Add to Sales Detail File.
Update the Sales Order Detail File table (F4211) with adjustment detail line information. The system does not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.
- Accrued to G/L.
Create an accrual adjustment. The system updates the Price Adjustment Ledger File table (F4074) and posts the adjustment to the general ledger during the Sales Update process.
- Rebate.
Create a rebate adjustment. The system updates the Rebate Transaction Summary table (F4078) with the quantity, weight, and amount of the order detail line.
- Print on Invoice - Detached.
Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system posts separate G/L and A/R entries for this adjustment during Sales Update.
- Supplier Proof of Sales.
Create a supplier proof of sale rebate adjustment. The system updates the Rebate Transaction Summary table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.
- Rounding Adjustment.
Create a rounding adjustment based on the rounding rules set up in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

Adjustment Level

Specify the level at which the system calculates price adjustments. Values are:

- Line Level Adjustment.
The system calculates the adjustment based on information in the sales order detail line. If you are working with the Agreement Management system, for Agreement Penalty Schedules use the line level to calculate the penalty at the sales order detail-line level.
- Basket Level Adjustment.
The system calculates the adjustment based on information accumulated from all sales order detail lines that you have identified as a basket pricing group. You define the basket reprice group on the Additional Information tab on the Item Branch Information form in the Item branch program (P41026). If you are defining

a basket or order level adjustment, leave the Item Group and Order Detail Group fields blank.

- **Order Level Adjustment.**

The system calculates the adjustment based on information accumulated from all the sales order detail lines you identified as an order pricing group. You define the order reprice group on the Additional Information tab on the Item Branch Information form in the Item branch program. If you are defining a basket or order-level adjustment, leave the Item Group and Order Detail Group fields blank.

- **Volume Level Adjustment.**

The system calculates the adjustment based on the accumulated value of multiple sales orders. The accumulated value is based on how you define the adjustment in the Price Adjustment Type program (P4071).

Use Price Matrix

Select to use a price matrix to maintain a price adjustment.

5.3.4 Setting Up Adjustment Definitions

Access the Price Adjustment Definition form.

Click the Options tab.

Level Break Type

Select one of these types to indicate how level breaks occur in the F4072 table:

Select Quantity and the system determines the correct adjustment based on the quantity ordered in the sales order. You can set up different adjustment breaks for different units of measure.

Select Weight and the system uses the weight assigned to the sales order detail line item to determine the proper adjustment level break.

Select Amount and the system uses the extended amount of the sales order detail line to determine the proper adjustment level break. When Currency Conversion is activated, all amount-level breaks are stored and displayed based on the floating decimals of the currency code.

Select Quality and the system uses the results from quality tests that are associated with the receipt line to determine the adjustment level break

Up Sell Adjustment

Indicate whether an adjustment is eligible for up sell processing during sales order entry. If you select this option, you can specify only one entry for the selected adjustment hierarchy.

Override Price

Select to indicate that the override price overrides the base price. Clear to indicate that the adjustment calculates a discount or markup to the base price.

For Agreement Penalty Schedules, clear the override price.

Manual Add/Change

Specify whether the adjustment type can be manually added to or changed from the Price Adjustments form when you enter sales orders.

Mandatory Adjustment

Specify whether an adjustment is mandatory. Values are:

Y: This adjustment is mandatory.

N: This adjustment is optional.

Apply Absolute Value

Select to direct the system to disregard whether an order quantity is positive or negative when determining an applicable level break. This option affects negative values, such as those found on credit orders. Clear to accept the negative value (do not disregard the sign) of the order quantity. For example, assume that you select the option (the system disregards whether the order quantity is negative) and the following level breaks are set up in Advanced Pricing:

Quantities of 1 to 49 = 100 USD each

Quantities of 50 to 99 = 85 USD each

Quantities of 100 and over = 75 USD each

When you enter a credit order for -200 EA, the system disregards the sign before checking for a level break. In this example, the order line qualifies for the 75 USD level break.

Apply on Override Price

Select to indicate the system applies a price adjustment regardless of whether the unit price has been manually overridden. You can activate this option for any adjustment; however, the system issues a warning with adjustments that change the unit price.

5.3.4.1 Additional Options

Click the Additional Options tab.

Exclusive Group

Enter a value from user-defined code (UDC) 45/AG to associate adjustment definitions to adjustment groups. You can define adjustments that belong to the same adjustment group as exclusive by activating the mutually exclusive option. When the mutually exclusive option is selected, the system issues a warning message if multiple adjustment from the same group is applied.

Mutually Exclusive

Specify whether an adjustment is mutually exclusive within the specified adjustment group. When you select this option, the system generates a warning message when multiple adjustment from the same adjustment group is applied.

Reporting Code 1

Enter a value from UDC 45/P2 to specify one of six reporting codes that can be associated with a price adjustment definition. Use this reporting code to group adjustments.

Exclude From Price List

Specify whether to exclude the price adjustment from the Price List program (P45520).

Selected: Exclude the price adjustment.

Cleared: Include the price adjustment.

None

Select to indicate there is no minimum or maximum price for this adjustment.

Min Adjustment (minimum adjustment)

Select to indicate that this adjustment has a minimum price.

Max Adjustment (maximum adjustment)

Select to indicate that this adjustment has a maximum price.

Min/Max Rule (minimum/maximum rule)

Enter a minimum or maximum rule. Values are:

- Leave blank for none.
- Enter 1 for purchasing contracts.
- Enter 2 for price adjustment details.

5.3.4.2 Quality Results

Click the Quality Results tab.

Note: The system enables this tab only for quality level break adjustment definitions.

Test Result Name

Enter the name for the test result.

Adjust Quantity to Pay

Select to adjust the quantity you pay for an item based on quality test results.

Note: If you select this option, you can only select the Do not Print on Document or Print on Document control codes on the Modify Adjustment Controls form.

5.3.5 Displaying Promotional Information on Invoices and Purchase Orders

Access the Price Adjustment Definition form.

See Also:

- [Using Promotion IDs.](#)

5.3.6 Specifying Mutual Exclusion for Price Adjustments

Access the Price Adjustment Definition form.

Exclusive Group

Enter a value from UDC 45/AG to associate adjustment definitions to adjustment groups. You can define adjustments that belong to the same adjustment group as exclusive by selecting the mutually exclusive option. When the mutually exclusive option is selected, the system issues a warning message if multiple adjustments from the same group are applied.

Mutually Exclusive

Specify whether an adjustment is mutually exclusive within the specified adjustment group. When you select this option, the system generates a warning message when multiple adjustments from the same adjustment group are applied.

5.4 Building Adjustment Schedules

This section provides an overview of adjustment schedules and discusses how to build an adjustment schedule.

5.4.1 Understanding Adjustment Schedules

An adjustment schedule contains one or more adjustment definitions for which a customer or an item is eligible. An adjustment schedule consists of adjustment definitions and adjustment details.

You assign customers to adjustment schedules so the system can calculate prices. In the adjustment schedule, you specify the sequence that the system uses to apply adjustment definitions to sales order prices. You assign customers to an adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule to the Sold To address into the order header.

Each adjustment schedule can contain a multiple number of adjustment definitions. You can add adjustment definitions or change existing adjustment definitions at any time. You can override the adjustment schedule at the order detail line level, if needed.

You can also set up the sequence of the adjustment definitions that the system uses when applying prices. You can use the Skip-To field to indicate that the system skips or bypasses adjustment definitions. As the system sequentially processes each adjustment definition, the system either:

- Applies the qualifying adjustment definition, processes the value in the Skip-To field, bypasses the appropriate adjustment definitions, and proceeds to processes the adjustment definition of the number in the Skip-To field.
- Bypasses the nonqualifying adjustment definition, bypasses the Skip-To field and proceeds to processes the next adjustment definition.

For example, your adjustment schedule includes a:

- Minor product item group discount adjustment at sequence 10.
- Major product item group discount adjustment at sequence 20.
- Price override adjustment at sequence 30.

You enter **30** in the Skip-To field of the minor product item group discount adjustment line to bypass the major product item group discount adjustment at sequence 20.

Alternatively, you can select the Skip-To End field for an adjustment definition and the system bypasses all subsequent adjustment definitions.

You might choose to do this to bypass mutually exclusive adjustments. Using the Skip-To field functionality can also improve system performance when calculating prices.

Note: You cannot use the Skip-To field functionality with Buying Structures, Direct Price Adjustments, and Advanced Preferences.

If you use minimum or maximum price adjustment, you can enter this price adjustment at any point in the schedule and the system validates the price adjustment and calculate the unit price at that point in the schedule.

Additionally, on the Price Adjustment Schedule Revisions form you can use the Set New Base Price selection on the Row menu to create a base price for the item. You can select this feature for only one adjustment definition in the adjustment schedule. The

system determines the new base price by calculating all of the adjustment definitions in the schedule through and including the row with the New Base Price selection.

5.4.1.1 Considerations when Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management

The system validates the base price against the minimum and maximum price on the contract. You must:

- Set the Min/Max Rule on the minimum or maximum price adjustment to a 2 for a purchasing contract
- In the JD Edwards Grower, Pricing, and Payments system, ensure that the contract contains:
 - An adjustment schedule.
 - A harvest record for the grapes.

If you base prices for grapes on quality test results, you can attach the adjustment schedule, which contains adjustments for quality, to a contract. This schedule enables you to use the contract price as the base price.

See Configuring the JD Edwards EnterpriseOne Grower Management System.

See Creating Grower Contracts.

5.4.1.2 Considerations when JD Edwards EnterpriseOne Using Advanced Pricing and Procurement

You assign adjustment schedules to suppliers so the system can calculate prices. In the adjustment schedule, you specify the sequence that the system applies the adjustment definitions to purchase order prices. You assign an adjustment schedule to a supplier using the Supplier Master Revision form. When you enter a purchase order, the system copies the schedule to the supplier address into the order header. In addition, you can override the schedule from the Supplier Master by attaching an adjustment schedule to a purchasing contract in the JD Edwards Grower, Pricing, and Payments system.

Note: If you use JD Edwards EnterpriseOne Advanced Pricing and Procurement, you can assign only one adjustment schedule to each supplier.

5.4.2 Forms Used to Build Adjustment Schedules

Form Name	Form ID	Navigation	Usage
Price Adjustment Schedule Revisions	W4070C	Adjustment Set Up (G4231112), Price & Adjustment Schedule Revisions Click the Add button on the Work with Adjustment Schedules form.	Build adjustment schedules.

Form Name	Form ID	Navigation	Usage
Work with Adjustment Detail	W4072B	<p>Locate and select a record on the Work with Adjustment Schedules form.</p> <p>Select an adjustment record on the Price Adjustment Schedule Revisions form, and then select Adj. Details (adjustment details) from the Row menu.</p>	Revise the adjustment details or adjustment definition for individual adjustments on an adjustment schedule.

5.4.3 Building an Adjustment Schedule

Access the Price Adjustment Schedule Revisions form.

Figure 5–7 Price Adjustment Schedule Revisions form

Price Adjustment Schedule Revisions Layout: (No Layout) ▼

✓ Form Row Tools

Adjustment Schedule:

Address Number:

Records 1 - 6

<input type="checkbox"/>	<input type="checkbox"/>	Seq No.	Adjustment Name	Description	Skip To	Skip To End	New Base Price	Promotion ID	P	C
<input type="checkbox"/>	<input type="checkbox"/>	10	SEASONAL	Shift timing of demand	<input type="text"/>	<input type="checkbox"/>	<input type="text"/>			
<input type="checkbox"/>	<input type="checkbox"/>	20	ROYALTY	Accrue Manuf. License Fee		<input type="checkbox"/>	<input type="text"/>			
<input type="checkbox"/>	<input type="checkbox"/>	30	ELECCMRC	EDI Transaction Discount		<input type="checkbox"/>	<input type="text"/>			
<input type="checkbox"/>	<input type="checkbox"/>	40	FREIGHT	Freight charge by weight		<input type="checkbox"/>	<input type="text"/>			
<input type="checkbox"/>	<input type="checkbox"/>	50	BSKTREPC	Basket level reprice		<input type="checkbox"/>	<input type="text"/>			
<input type="checkbox"/>	<input type="checkbox"/>					<input type="checkbox"/>	<input type="text"/>			

Adjustment Schedule

Enter a value from UDC 40/AS to identify an adjustment schedule. An adjustment schedule contains one or more adjustment definitions for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule to the Sold To address into the order header. You can override this schedule at the detail line level.

For Agreement Management, this is the Agreement Penalty Schedule. The information in the Agreement Penalty Schedule provides the system with the criteria for an agreement to have penalty conditions.

Skip To

Enter the sequence number of an existing adjustment definition in the adjustment schedule that the system processes next in the sequence. For example, the system applies the qualifying adjustment definition, processes the value in this field, bypasses

the appropriate adjustment definitions, and proceeds to process the adjustment definition with the number in this field.

Note: You cannot use the Skip-To field functionality with Buying Structures, Direct Price Adjustments, and Advanced Preferences.

Skip To End

Select to skip (bypass) all subsequent adjustment definitions in the adjustment schedule. If the system processes the current adjustment definition, it does not process any further adjustment definitions when this field is active.

New Base Price

Indicates the system uses this adjustment definition as the new base price. The system determines the new base price by calculating all of the adjustment definitions in the schedule sequentially and finishes with the row with the New Base Price selection.

Note: You cannot use this field with this functionality: rebates, tiered rebates, accruals, print on invoice - detached, supplier proof of sales, rounding rules, advanced preferences, volume based up-selling.

5.5 Setting Up Adjustment Details

This section provides overviews of adjustment details, basis codes for sales adjustments, basic codes for purchase order adjustments, and discusses how to set up an adjustment detail.

5.5.1 Understanding Adjustment Details

Adjustment details provide the parameters for calculating price adjustments. Advanced pricing adjustment details contain basis codes that add pricing flexibility. You can define adjustment details when you add adjustment definitions to adjustment schedules. Adjustment details enable you to define special processing such as free goods, pricing formulas, or variable tables. The pricing hierarchy defines in what order the system uses the adjustments you list in the adjustment details. After you define adjustment details you can create a price matrix to add or change multiple adjustment detail records.

For all price adjustments using basis codes, you must enter information in the Basis Code, Factor Value, and Formula Name fields on the Price Adjustment Detail Revisions form before the system can calculate the adjustments. If you use formulas for pricing, you can access the Price Formula Revisions form to create a formula and also base a formula on an adjustment detail record using the Price Adjustment Detail Search and Select form. You can also base formulas on fields in various tables.

If you have set up a minimum or maximum price adjustment based on adjustment details, you set up the minimum or maximum price rule on the Price Adjustment Details form. You can set up this adjustment for a particular item, customer, item group, customer group, or combinations. The default value for the Basis Code field for a minimum or maximum price adjustment is 5 (add-on amount) and the system does not accept any other basis code. The amount you enter in the Factor Value Numeric field is in the currency that you define for the adjustment detail. The system converts the currency if the adjustment detail is set up in a different currency than the transaction currency.

5.5.1.1 Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management

You can use a price matrix to work with multiple adjustment detail records for wine pricing in the JD Edwards Blend Management system. You must define the adjustment detail using either a formula (a value of 7 in the Basis Code field) or a number (a value of 5 in the Basis Code field) to display amounts or formulas in the price matrix fields. If you use formulas based on fields, you can access the Price Formula Revisions form and select a form exit to a list of values in the Price Formula Master table (F4076). This functionality is especially useful when you base a price matrix on a receipt order detail group.

See Also:

- [Creating Free Goods Adjustments.](#)
- [Working with Rebate Adjustments.](#)
- Entering Sales Price Information.

5.5.2 Understanding Basis Codes for Sales Adjustments

This table describes how to configure basis codes, factor values, and formula names for sales adjustments:

Adjustment Type	Configuration Information
Percentage of New Base Price	<p>The system calculates the new base price on all adjustment definitions in the adjustment schedule through and including the adjustment definition with the New Base Price selection.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 0. ■ Select Set New Base Price from the Row menu on Price Adjustment Schedule Revisions form. <p>If you do not select Set New Base Price from the Row menu on the Price Adjustment Schedule Revisions form, the systems calculates the new base price as it does for a 1 in the Basis Code field.</p>
Percentage of Base Price	<p>The system multiplies the base price by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 1. ■ In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Current Net Price	<p>The system multiplies the current net price by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 2. ■ In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Cost	<p>The system multiplies the item cost by the factor value. Before this combination can be calculated, you must identify the item cost in the Cost Method field in the Price Adjustment Detail.</p> <ul style="list-style-type: none"> ■ In Basis Code field, enter 3. ■ In Factor Value field, enter a positive number for markups or a negative number for discounts.

Adjustment Type	Configuration Information
Cost Plus Amount	<p>The system adds the factor value to the item cost. Before this combination can be calculated, you must identify the item cost in the Cost Method column of the grid area.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 4. ■ In the Factor Value field, enter a positive number for markups or a negative number for discounts. ■ In the Cost Method field, enter the cost method code.
Add on Amount	<p>The system adjusts the price by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 5. ■ In the Factor Value field, enter a positive or negative number, depending on the penalty parameters.
Add on Variable Amount	<p>The system retrieves the adjustment amount from the F4075 table. Set up variable prices when the price of an item varies frequently, even as often as daily. Use Price Variable tables to set up prices and effective dates.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 6. ■ In the Formula Name field, enter the code or name that identifies the variable table. <p>By selecting any adjustment detail line and selecting Variables from the Row menu, you can access the Work with Price Variable Tables form.</p> <p>If you plan to use the price in the F4075 table as a base price, make sure the adjustment to which you attach the table is an override adjustment. This ensures that you override any other price with the price from the F4075 table.</p>
Add on Formula Amount	<p>The system calculates the price adjustment using a formula. A special character must identify each component. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, 90*&GOLD represents that the adjusted price of the item is 90 percent of the current price of gold. In addition to standard mathematical functions, you can use min (minimum), max (maximum), and average functions to enter additional parameters in the formula.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 7. ■ In the Formula Name field, enter the code or name that identifies the formula. <p>To return a field name to the formula, include a field from the F4211 table by accessing the File Field Descriptions form. The system automatically inserts the field name and precedes it with the character you specified in the system constants to identify field names. You cannot use all fields from the F4211 table in a formula.</p>
Add on User Program Amount	<p>The system calls a user defined program to calculate the price adjustment.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 8. ■ In the Formula Name field, enter the program ID for the custom program. The name of the function specified for the level break should be no more than eight characters. In addition, the name of the business function must match the name specified in the Adjustment detail. <p>Note: Oracle is not responsible for providing custom programs and does not provide support for custom programs.</p>

Adjustment Type	Configuration Information
Gross Profit Margin	<p>The system calculates the price adjustment according to the gross profit margin.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 9. ■ In the Factor Value field, enter the gross profit margin percent. For example, enter 10 to adjust the price by 10 percent.

5.5.3 Understanding Basis Codes for Purchase Order Adjustments

This table describes how to configure basis codes, factor values, and formula names for purchase order adjustments:

Adjustment Type	Configuration Information
Percentage of New Base Price	<p>The system calculates the new base price on all adjustment definitions in the adjustment schedule through and including the adjustment definition with the New Base Price selection.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 0. ■ Select Set New Base Price from the Row menu on Price Adjustment Schedule Revisions form. <p>If you do not select Set New Base Price from the Row menu on the Price Adjustment Schedule Revisions form, the systems calculates the new base price as it does for a 1 in the Basis Code field.</p>
Percentage of Supplier Price or Inventory Cost	<p>The system multiplies the supplier price or inventory cost by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 1. ■ In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Current Net Supplier Price or Inventory Cost	<p>The system multiplies the current net price by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 2. ■ In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Cost	<p>If you enter Basis Code 3, the system issues an error. For purchase order adjustments, you must use Basis Code 1 to choose a percentage of the supplier price or cost.</p>
Cost Plus Amount	<p>If you enter Basis Code 4, the system issues an error. For purchase order adjustments, you must use Basis Code 5 to add an amount to the unit cost.</p>
Add on Amount	<p>The system adjusts the supplier price or inventory cost by the factor value.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 5. ■ In the Factor Value field, enter a positive or negative number, depending on the penalty parameters.

Adjustment Type	Configuration Information
Add on Variable Amount	<p>The system retrieves the adjustment amount from the F4075 table. Set up variable prices when the supplier price or inventory cost of an item varies frequently, even as often as daily. Use Price Variable tables to set up prices and effective dates.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 6. ■ In the Formula field, enter the code or name that identifies the variable table. <p>By selecting any adjustment detail line and selecting Variables from the Row menu, you can access the Work with Price Variable tables.</p> <p>If you plan to use the unit cost in the F4075 table as a price, make sure the adjustment to which you attach the table is an override adjustment. This ensures that you override any other price with the price from the F4075 table.</p>
Add on Formula Amount	<p>The system calculates the price adjustment using a formula. Each component must be identified by a special character. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, the formula. 90*&GOLD represents the adjusted price of the item is that 90 percent of the current price of gold.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 7. ■ In the Formula Name field, enter the code or name that identifies the formula. <p>To return a field name to the formula, include a field from the F4311 or F43121 (for Receipt adjustments) tables by accessing the File Field Descriptions form. The system automatically inserts the field name and precedes it with the character you specified in the system constants to identify field names. You cannot use all fields of these tables in a formula.</p>
Add on User Program Amount	<p>The system calls a user-defined program to calculate the price adjustment.</p> <ul style="list-style-type: none"> ■ In the Basis Code field, enter 8. ■ In the Formula Name field, enter the program ID for the custom program. <p>Note: Oracle is not responsible for providing custom programs and does not provide support for custom programs.</p>

Note: If you are using JD Edwards EnterpriseOne Advanced Pricing and Procurement, you must enter a Supplier Group name instead of a Customer Group.

5.5.4 Forms Used to Set Up an Adjustment Detail

Form Name	Form ID	Navigation	Usage
Work with Adjustment Detail	W4072B	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Enter an adjustment name for which you want to set up an adjustment detail record and click Find on the Work with Adjustment Detail form.	Set up an adjustment detail.
Price Adjustment Detail Revisions	W4072A	Click the Add button on the Work with Adjustment Detail form. Select a record on the Preference Hierarchy Selection form and click the Select button.	Set up an adjustment detail. The record that you select on the Preference Hierarchy Selection form determines the fields that appear on the Price Adjustment Detail Revisions form.

5.5.5 Setting Up an Adjustment Detail

Access the Price Adjustment Detail Revisions form.

Figure 5–8 Price Adjustment Detail Revisions form

Price Adjustment Detail Revisions Layout: (No Layout) ?

✓ ✕ ✕ ⚙ Row Form Tools

Adjustment Name Adjustment for Calls Order Detail Group

Records 1 - 2

	From Level	Threshold UM	Factor Value Numeric	B C	Basis Code	FV UM	Price Partial	Customer Number	Customer Name
<input type="checkbox"/>	1.0000-	EA	50.0000	5	Add on An	0	0	6655	Tractors Galore
<input type="checkbox"/>									

Cost Meth (cost method)

Enter a value from UDC 40/CM to specify the basis for calculating item costs. Cost methods 01 through 19 are reserved for use by the JD Edwards EnterpriseOne systems. Complete this field if you use Basis Code 3 or 4.

Formula Name

Enter a value from UDC 40/FM to identify a price formula. All price formulas are stored in the F4076 table. Complete this field if you use Basis Code 7.

5.6 Generating New Price Adjustments in a Different Currency

This section provides an overview of price adjustments in different currencies and discusses how to:

- Set processing options for the Advanced Price and Adjustment program (R407201).
- Run the Advanced Price and Adjustment program (R407201).

5.6.1 Understanding Price Adjustments in a Different Currency

You can create new price adjustments in a different currency for multiple records simultaneously by running the Advanced Price and Adjustment program (R407201). This program generates new price adjustments with or without an actual amount based on existing records.

The Advanced Price and Adjustment program is especially useful if you must create multiple price adjustment records in a different currency. For example, you might use this program if you are about to conduct business with a customer that uses a currency in which you do not have price adjustment records. To create a price adjustment for an individual record, simply update the existing record on the Advanced Price Adjustment Details Revisions form; you do not have to run this program.

The Advanced Price and Adjustment program:

- Creates new price adjustment records one currency at a time to avoid confusion about which currency the new records are based on.
- Creates only one new price adjustment record for each unit of measure; it does not create one price record for each currency.

For example, the program generates new price adjustment records in the Japanese yen (JPY) based on existing prices in the Canadian dollar (CAD). If an existing record has a price adjustment in JPY, the program does not generate another record in JPY because both records would have the same key. The exception to this rule is when currency codes associated with a record have different effective through dates. Depending on the dates, the program might create multiple new price adjustment record.

- Sequences the new price adjustment records alphabetically along with the existing records.

5.6.1.1 Price Adjustments with an Actual Amount

For price adjustments with an actual amount, the Advanced Price and Adjustment program:

- Copies the original price adjustment record.
- Calculates a new price adjustment based on the currency code and exchange rate you specify in the processing options.
- Creates a price adjustment record with the new currency, new amount, or both.

You can generate new price adjustments for records that have an actual amount, such as those with a basis code of 4 (cost plus) or 5 (add on). You can also create new price adjustments for level breaks based-on amounts. You cannot create new price adjustments for amounts with a basis code of 7 (formula).

For example, a price adjustment for 100 CAD is assigned a basis code of 5 (add-on amount), and you want to create a price adjustment in the JPY. The exchange rate is 1

CAD = 75.11881 JPY, and the multiplier method converts the rate to JPY. The new price adjustment is 75,119 JPY (100 CAD × 75.11881 JPY = 75,118.81).

5.6.1.2 Price Adjustments Without an Actual Amount

For price adjustments without an actual amount, the Advanced Price and Adjustment program:

- Copies the original price adjustment record.
- Retains the original factor value and changes the currency code to the currency code you specify in the processing option.
- Creates a new price adjustment record with the new currency code.

You can create new price adjustments for advanced price records that do not have an actual amount, such as those with a basis code of 1 (percent of base price).

For example, a price adjustment for 90 percent CAD of the base price is assigned a basis code of 1, and you want to create a price adjustment in JPY. The new price adjustment is 90 percent JPY. For adjustments without an actual amount, the original factor value (.9) is retained and only the currency code changes.

5.6.1.3 Data Selection for Advanced Price and Adjustment

Typically, companies generate new price adjustments by adjustment name. However, you can generate them by any other value in the data selection.

5.6.2 Setting Processing Options for the Advanced Price and Adjustment Program (R407201)

When you run the Advanced Price and Adjustment program, use these processing options to control the currency and exchange rate in which to create new price adjustments.

5.6.2.1 Process

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Proof or Final Mode

Leave this processing option blank to run in proof mode and produce only the audit report. Review the audit report to ensure that the records generated by the program are accurate. If the audit report is not accurate, change the processing option and data selection values accordingly and rerun the program in proof mode.

Enter 1 to run in final mode, update the file, and produce an audit report. When you are satisfied with the audit report created in proof mode, run the program in final mode. Review the new price adjustment records on the audit report. You can also review a new record on the Advanced Price Adjustment Details Revisions form. Notice that the new record is sequenced alphabetically along with the existing records on the form and that amounts are rounded according to the decimal places set up in the data dictionary. If necessary, adjust the new records manually on the Advanced Price Adjustment Details Revisions form. For example, if the program creates a new price adjustment record for 50,000 JPY as 675.1155 CAD, you might adjust the new amount to 675 CAD.

2. Date Used to Determine Price Records

Specify the date used to determine which price records the system generates. If the expiration date of a price is greater than or equal to the date entered, the system

generates a new price record. If a date is not entered, the system applies the system date.

5.6.2.2 Currency

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Currency Code to Convert To

Specify the currency code to convert to. This is the currency code for the new record.

2. Currency Code to Convert From

Specify the currency code to convert from. Currency codes represent base currency code or customer currency code. This is the original currency code on which you want to base the new price adjustment.

3. Exchange Rate

Specify the exchange rate. This is a number (exchange rate) that a foreign currency amount is multiplied by to calculate a domestic currency amount. The number in this field can have a maximum of seven decimal positions. If you enter more decimal positions, the system adjusts to the nearest seven decimal positions.

4. Exchange computation

Enter 1 to multiply the current price by the exchange rate or leave blank to divide the current price by the Exchange Rate.

5.6.3 Running the Advanced Price and Adjustment Program (R407201)

Select Advanced Price and Adjustment Periodic Processing menu (G4231122),
Advanced Price and Adjustment Program

Working with Pricing

This chapter contains the following topics:

- [Section 6.1, "Understanding Pricing"](#)
- [Section 6.2, "Working with the Pricing Workbench"](#)
- [Section 6.3, "Working with Customer Price Lists"](#)
- [Section 6.4, "Creating Search Agents"](#)
- [Section 6.5, "Working with the Price Matrix"](#)

6.1 Understanding Pricing

Good customer service requires that you can quickly view and manipulate pricing. After you have set up a price in Advanced Pricing, you can view and manipulate pricing by:

- Creating queries to view pricing for a particular item group.
- Creating a list of prices for a specific customer.
- Increasing all prices by a percentage, such as 15 percent.
- Searching for a price in any unit of measure, not just the primary unit of measure.
- Creating a price matrix from an adjustment definition.

6.1.1 Price Adjustment Record Mass Updates

After you create filters for querying records in the Pricing Workbench program (P45501), you can simultaneously maintain and update several price adjustment records; and change or copy existing records to create new ones.

You use the Price Adjustment Global Revisions form to manipulate sales adjustment records until you receive the desired revision results. You can use the override row above the columns to apply new values to all the records that appear in the detail area and to set other parameters to manipulate how the system calculates information. For example, you can use the Visual Assist to select an adjustment to apply to all the records in the column, or to manipulate information such as amounts, quantities, volumes, and percentages on the Global Update Engine form.

Note: The system does not display sliding rate adjustments or enhanced basket adjustments when you mass update price adjustment records.

The system writes price adjustment records to the Price Adjustment Detail table (F4072).

6.2 Working with the Pricing Workbench

This section provides an overview of the pricing workbench and discusses how to:

- Generate a pricing search query.
- View the results of a pricing search query.
- Perform a mass update of price adjustment records.

6.2.1 Understanding the Pricing Workbench

You can use the Pricing Workbench program to view a variety of pricing-related information on a single form. You can locate all pricing scenarios and situations to simplify pricing structure maintenance and reduce the number of inquiries for the customer. You can generate search queries that focus on pricing structures from these perspectives:

- Customer
- Customer Group
- Item
- Item Group
- Adjustment

After you determine which perspective to view, you can generate a new query, view the details of an existing query, regenerate an existing query, or delete a query. After you generate a query on a set of records, you can simplify adjustment modifications by accessing the prices and adjustments, and you can immediately validate changes to the pricing structure. Programs and options are available depending on the query criteria:

- Price Adjustment Definition (P4071).
- Adjustment Detail Revisions (P4072).
- Price Adjustments Global Revisions (P45550).
- Category Code Revisions.
- Open Customer Group.
- Open Item Group.

You use the Focus On user-defined code (UDC) (45/FO) to specify the record types to display. This value also determines the formatting and content of the columns and rows in the detail area and determines how the pre-resolution process must work.

The system uses the these tables to process pricing workbench information:

- Price Workbench Query Header table (F4510).
- Pricing Structure View table (F4511W).

6.2.1.1 Pricing Search Queries

When you generate a pricing search query on the Control Panel form, the system determines whether an existing pricing search query uses the same parameters. If so, the system displays a form that requests whether you want to overwrite the existing query. If the system finds a pricing search query in the processing queue, the system

issues an error message and does not run the Price Workbench Pre-Resolution program (R45502). If the system determines that the pricing search query does not exist, or if you request to overwrite the existing one, the system runs the Price Workbench Pre-Resolution program to generate the pricing search query.

While the system generates the pricing search query, you can continue to use the Pricing Workbench program to browse through other pricing search queries. Pricing search queries may take time to generate, depending on how many related records exist for that query.

You can view query records using the Pricing Workbench program. The system displays the details of the queries based on the Focus On value you specified for the query. For example, an **01** (Customer) query has options to view only the detail records that have explicit references to the customer number, to view only those that have implicit references to the customer, or to view both. An **03** (Customer Group) query does not have these options. However, all query detail forms have the option to filter records based on an effective date.

The query detail forms also have row menu options to all the price adjustment applications, such as Adjustment Definition, Adjustment Details, and so on. The row menus enable you to modify and maintain adjustment records.

Note: If you select a query that is being processed, you may not be able to view all of the valid detail records for the query.

The system stores information for generated queries in the F4510 table. The system generates the detail records when the queries are created. The system stores the generated records in the F4511W table.

You can regenerate a completed query by selecting Regenerate from the Form menu on the Focus On form. When you regenerate a query, the system retrieves information from the query, deletes the existing query, and runs the Price Workbench Pre-Resolution batch program to regenerate the query. You must click the Find button to view the regenerated query. If you regenerate a query before it is completed, the system issues an error.

You can delete a completed pricing search query. When you delete a pricing search query, the Delete Price Workbench Query Details (R45503) program deletes all matching detail records for the selected pricing search query.

Note: If you delete an incomplete pricing search query, orphaned records may exist in the F4511W table.

6.2.2 Forms Used to Work with the Pricing Workbench

Form Name	Form ID	Navigation	Usage
Work With Price Workbench Queries	W45501K	Pricing Inquiries (G423113), Pricing Workbench	Locate and select existing price workbench queries.

Form Name	Form ID	Navigation	Usage
Control Panel	W45501A	<p>Click Add on the Work With Price Workbench Queries form.</p> <p>On Control Panel, specify the focus, such as on customers, customers groups, items, and so on.</p> <p>Select Generate from the Form menu.</p>	Generate a pricing search query.
Focus On	W45501D W45501E W45501F W45501G W45501I	<p>Locate and select a pricing search query record on the Work With Price Workbench Queries form.</p> <p>The system displays a different form depending on the pricing search query you select. For example, if you select a customer (01) pricing search query, the system displays the Focus On Customer form. If you select an item (05) pricing search query, the system displays the Focus On Item form, and so on. After you select a pricing search query, the system displays the applicable fields.</p> <p>To regenerate a pricing query, on the Work With Price Workbench Queries, locate an existing pricing search query and select Regenerate from the Row menu.</p> <p>To regenerate a pricing query, select a pricing search query on the Focus On form and select Regenerate from the Form menu.</p>	<p>View the results of a pricing search query.</p> <p>Regenerate a pricing query.</p>

Form Name	Form ID	Navigation	Usage
Price Adjustments Global Revisions	W45550A	<p>Select Mass Maintenance from the Form menu on the Focus On form.</p> <p>Alternatively, from the Advanced Operations (G423114) menu, select Mass Maintenance.</p> <p>On Price Adjustments Global Revisions, locate the search agent, click Update Grid Only, and then click OK.</p>	Perform a mass update of price adjustment records.

6.2.3 Generating a Pricing Search Query

Access the Control Panel form.

Focus On

Select pricing records from UDC 45/FO to display on the Pricing Workbench.

The system can display pricing records by customer or by customer group. The system displays different fields depending on the value you specify in the Focus On field. You must exit this field to refresh the display.

Address Number

If you specified **01** (customer) in the Focus On field, complete this field.

Customer Price Group

If you specified **03** (customer group) in the Focus On field, complete this field.

Item Unknown Format Entered

If you specified **05** (item) in the Focus On field, complete this field.

Item Price Group

If you specified **06** (item group) in the Focus On field, complete this field.

Price Adjustment Name

If you specified **08** (adjustment details) in the Focus On field, complete this field.

Company

Enter a company in this field and the system uses the customer category codes for the company to determine matches by customer group. Leave blank to use company 00000 as the default company. If Line of Business processing is activated for the system, then customers may have different sets of category codes set up for different companies.

Branch/Plant

Enter a branch/plant and the system uses the item category codes for that branch/plant to determine matches by item group. Leave blank and the system searches all branch/plants. This search may cause the query to take much longer to process, especially for item group queries. For this reason, you should enter a branch/plant. Each item/branch record can have a different set of category codes.

Note: You use the Company and Branch/Plant fields only to determine which set of category codes to use when determining Item Group or Customer Group matches. These fields do not filter the results.

6.2.4 Viewing the Results of a Pricing Search Query

Access the Focus On form to review the results of the pricing search query.

As of Date

Enter the effectivity checking date for pricing. The current system date is the default value, but you can enter any future or past date.

Explicit Reference to Customer

Select for a customer (01) or item (05) price search queries. This option enables you to view only those records have the customer number in the Address Number field.

Implicit by Customer/Group/All Customer

Select for a customer (01) or item (05) price search queries. This option enables you to view all records, including ones that do not have the customer number in the Address Number field. This view includes detail records that are set up for customer groups (such as records that are valid for the customer because the records have matching customer group category codes), and all customers.

Both

Select for a customer (01) or item (05) price search queries. Records that have an explicit reference to the customer display in color.

Hierarchy Level

Complete this optional field for adjustment (08) queries.

6.2.5 Performing a Mass Update of Price Adjustment Records

Access the Price Adjustments Global Revisions form.

Qty From Upd Type (quantity from update type)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$. Override amount

%. Percentage

Formula Name

Enter a value from UDC 40/FM to identify a price formula. All price formulas are stored in the F4076 table.

Factor Val Upd Type (factor value update type)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$. Override amount

%. Percentage

F G (free good)

Displays a **Y** if a price adjustment is associated with any free goods information. The system displays the option field in the Price Adjustment Detail Revisions form in reverse image to signify that the record is associated with free good information.

Order Detail

Enter a value from UDC 40/SD to identify a sales order detail group. You use sales order detail groups to create pricing that is based on a field in the F4211 table.

Price Partial

Indicate whether the system awards discounts to partial values (quantities, weights, or amounts). This option is valid only when you specify a factor value UOM (unit of measure). For example, if a certain discount is to be awarded for quantities of two dozen and greater, selecting this option enables the system to award the adjustment to two dozen, 24 each, or any quantity that is greater. If you leave this option blank, the system does not award the discount to partial quantities. For example, when a customer orders 30 each, then only 24 each are discounted. Values are:

Blank: The system does not enable partial values.

1: The system enables partial values. This is the default value.

Bskt Parent ID (basket parent identification)

Enter the code that links exception pricing basket records to a standard basket adjustment.

Override Amount (\$)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Add Percent (%)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Add-on Amount (A)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Factor Value

Indicate how the system adjusts an order line. The value in this field works in with the Basis field. How you define the Basis field determines whether you enter a number or a code in this field.

If the basis code is:

1–5: Enter a positive number for markups. For example, enter **10**. Enter a negative number for discounts. For example, enter **10-**.

6: Enter the code that identifies the variable table in the Formula Name column.

7: Enter the code that identifies the formula in the Formula Name column.

8: Calculate the adjustment using a custom program. Enter the program ID in the Formula Name column.

6.2.5.1 Copy Price Matrix Records

Access the Global Update Engine form.

Current Adjustment or New Adjustment

Select whether you want to change the current adjustment or create new adjustment.

Override Amount, Add Percent, or Add-on Amount

Select the type of global update that the system applies to the prices in the Price Adjustment Detail table (F4072.)

6.3 Working with Customer Price Lists

This section provides an overview of customer price lists and discusses how to:

- Create a customer price list and build a price list shell.
- Specify price list groups for adjustments.
- Group price list adjustments using column patterns.

6.3.1 Understanding Customer Price Lists

You can create and maintain customer price lists based on advanced pricing information and then forward them to customers. A customer price list displays the base price and the customer's net price for each item within a range of effective and expiration dates, including promotions, deals, and other adjustments that were applied. Adjustments from both the schedule and direct price adjustments, if any, are included in the calculations for the price list.

The system uses these tables when processing customer price lists:

- Price List Header table (F45520).
- Price List Detail table (F45521).
- Price List Level-Break Pattern table (F45522).
- Price List Columns Group Pattern table (F45523).
- Price List Item Selection table (F45524).
- Price Adjustment History Workfile table (F40UI74).

6.3.1.1 Price Lists

You can produce different price lists for the same customer using differing criteria, such as dates, items, or customers. For example, you can generate price lists for the same items and customer, but use variations based on branch locations or dates. When creating a price list, you must specify the default quantity level breaks and the units of measure.

6.3.1.2 Price List Groups

You can group price adjustments into categories representing discounts, promotions, taxes, or freight. When creating a price list, you must specify the default quantity level breaks and the units of measure. You can specify column patterns for grouping adjustments and specify whether to total the adjustment amount by the selected groups when printing or displaying a price list. You can group and display adjustments in up to five columns.

6.3.1.3 Price List Generation

When you generate prices for a price list, the system runs the Price List Price Generation program (R45522) and submits each shell record to be priced. The system populates the price columns using adjustment information from the F40UI74 table, and creates individual price adjustment rows in the F45521 table. You can generate prices only after you have created shell records and if the Price List Price Generation program has not been run in final mode.

If you use taxed prices and run the Price List Price Generation program, the system retrieves tax-related information from the Price List Header Tax (F45520TX) and Price List Detail Tax (F45521TX) tables, calculates unit tax and taxed unit price for the price list order, and updates the values in the F45520TX and F45521TX tables.

See *JD Edwards EnterpriseOne Applications Sales Order Management Implementation Guide*

Note: You cannot manually change the prices in a price list.

The system does not generate the price list if you leave the Currency Code field blank.

6.3.1.4 Price List Printout

When you print a price list, the system runs the Price List Print program (R45524). If you specified column patterns, the system displays the columns on the report. If you have not specified column patterns, the system prints the sum of all adjustments in the Total Adjustment Amount column on the report.

If you use taxed prices and access the Price List Print report, the system adds two new columns — taxed unit price and unit tax amount — to price list orders. If a column pattern exists, the system prints the new columns after the column pattern fields. If a column pattern does not exist, the system prints the new columns after the unit price column.

When you run the Price List Print report, the system accesses the Price List Detail Tax table (F45521TX) to retrieve the values from the Taxed Unit Price and Unit Tax Amount fields. The system uses the values in these fields without recalculating the values.

See *JD Edwards EnterpriseOne Applications Sales Order Management Implementation Guide*

6.3.2 Forms Used to Work with Customer Price Lists

Form Name	Form ID	Navigation	Usage
Work With Price List	W45520A	Advanced Operations (G423114), Customer Price List	Create a customer price list and build a price list shell.

Form Name	Form ID	Navigation	Usage
Price List Details	W45520B	Click the Add button or select a record and click the Select button on the Work With Price List form. To generate a price list, select Generate Prices from the Form menu. To print a price list, select Print List from the Form menu.	Revise customer price lists. Generate a price list. Print a price list.
Item Selection	W45520D	Select Item Selection from the Form menu on the Price List Details form.	Specify the items to be included on a price list.
Level-Break Pattern	W45520C	Select Default Level Break from the Form menu on the Price List Details form. Alternatively, select a record on the Price List Details form, and then select Item Level Break from the Row menu.	Enter default quantity level breaks and units of measure, or enter item-specific level breaks.
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), Price Adjustment Definition Select an adjustment type on the Work with Adjustment Types form, and then click Select.	Specify price list groups for adjustments.
Column Pattern	W45520E	Select Column Pattern from the Form menu on the Price List Details form.	Group price list adjustments using column patterns. Specify how the system displays columns and adjustments. If you do not specify column pattern information, the system groups all adjustment amounts in one column.

6.3.3 Creating a Customer Price List and Building a Price List Shell

Access the Price List Details form.

Figure 6–1 Price List Details form

Price List Details Layout: (No Layout) Query: All Records

Form Row Tools

Customer: 424224 APPAREL

Price List ID: 9 SP 00001

Price List Name: SAR

Description: SAR

Effective Date: 09/10/04 Expiration Date: 09/10/04

Price based on Transaction unit of measure

Schedule: ADVANCE Preference Schedule

Branch Plant: 30 Eastern Distribution Center

Payment Terms: Net 30 Days

Payment Instr.: D Draft by Invoice (A/R & A/P)

Currency: USD U.S. Dollar

Records 1 - 1

Item Number	Item Description	As Of Date	From Level	UOM	List Price	Adjustments	Net Unit Price
654321	Touring Bike, Red	09/10/04	1.0000	EA	.00		.00

Price List Name

Enter the description of a price list, for example, **RETAIL**.

If you use taxed prices, the system displays the following check box and fields on the Price List Details form:

- Use Taxed Prices
The system uses the default value from the Customer Master record. You cannot change the value in this check box.
- Tax Rate Area
You can enter a value or allow the system to use the default value from the Customer Master record.
- Tax Explanation Code
You can enter a value or allow the system to use the default value from the Customer Master record.
- Tax Date
You can enter a value or allow the system to use today's date as the default value.

The system populates values in the fields after you enter the customer number and company on the Price List Details form. The system stores the values from these fields in the Price List Header Tax table (F45520TX).

When you use the Price List program, the system accesses the F45520TX table to display the field values without recalculating the taxes.

The system also displays the Taxed Unit Price and Unit Tax Amount fields in the grid. The system retrieves these values from the Price List Detail Tax table (F45521TX). You cannot edit these fields.

See *JD Edwards EnterpriseOne Applications Sales Order Management Implementation Guide*

6.3.4 Specifying Price List Groups for Adjustments

Access the Price Adjustment Definition form.

Exclude From Price List

Select to exclude the price adjustment from the Price List program (P45520).

6.3.5 Grouping Price List Adjustments Using Column Patterns

Access the Column Pattern form.

Column 1 Title

Enter the title of the first user-defined column in the price list.

If you do not specify column pattern information, the system groups all adjustment amounts in one column. You cannot enter a value into the Column 1 field. The system uses this field as the default column for adjustments.

6.4 Creating Search Agents

This section provides an overview of search agents and discusses how to create search agents.

6.4.1 Understanding Search Agents

A search agent enables you to create complex queries using comparison criteria. You can select by list of values, not in list of values, inclusive range, and exclusive range. You can also use the comparison criteria of the Query by Example (QBE) line. The criteria can then be saved, maintained, reused, and deleted as necessary. The search agent reduces the number of separate inquiries that are required to review related pricing information. Both the Mass Maintenance (P45550) and Customer Price List (P45520) programs use the search agent.

See Also:

- [Working with the Pricing Workbench.](#)
- [Working with Customer Price Lists.](#)

6.4.2 Forms Used to Create a Search Agent

Form Name	Form ID	Navigation	Usage
Price Adjustments Global Revisions	W45550A	Advanced Operations (G423114), Mass Maintenance Specify the table for which to create a search agent and the search agent name.	The search agent only works with the F4511W table.
Search Agent Revisions	W45510F	Select SA (Search Agent) Revisions from the Form menu on the Price Adjustments Global Revisions form. Select any of these fields: Alias, Alpha Description, Security On, or View All Fields.	Create and revise search agents Note: If you activate security, only the person who created the search agent may revise it.

Form Name	Form ID	Navigation	Usage
List of Values Revisions	W45510E	Select a record from the SA Revisions form, and then select Revisions from the Row menu. Specify the Relationship Type and the Search Agent Value on the List of Values Revisions form.	Specify search criteria for a search agent.

6.4.3 Creating Search Agents

Access the Price Adjustments Global Revisions form.

6.5 Working with the Price Matrix

This section provides an overview of the price matrix, lists prerequisites, and discusses how to:

- Create the price matrix definition.
- Edit a price matrix.
- Import or export a price matrix.
- Copying price matrix records.

6.5.1 Understanding the Price Matrix

Many companies use very intricate pricing for items using features of the JD Edwards EnterpriseOne Advanced Pricing System. Setting up pricing information can take considerable time to plan, enter, and maintain. To set up pricing information, you can create adjustment definitions and then can attach numerous adjustment details records to provide the parameters for calculating prices. Instead of using the Price Adjustment Detail Revisions program (P4072), you can use the Price Matrix program (P4590) 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. To create a price matrix, you use the Add Price Matrix Definition form. You choose the item price, customer price, or order detail group fields to display as row and column headings. Whichever group you choose for the row and column headings, you must also choose the related category code. On the Edit Price Matrix form, you must choose the hierarchy level and complete all of the fields in the header area. The hierarchy level you choose determines which fields and tabs appear for data entry. For example, if you choose the Customer Group hierarchy, the system does not display the Customer Only fields. The fields from the group you choose on the Add Price Matrix Definition form appear as the column headings in the detail area of the Edit Price Matrix form. To customize the view of these fields, select a different field from the column heading drop-down list box, using the next and prev (previous) links, or from the Select Column drop-down list box. You cannot save a customized view.

You can enter either a formula (a value of 7 in the Basis Code field) or a number (a value of 5 in the Basis Code field) in the fields on the Edit Price Matrix form. If you use formulas, you can toggle between formula results and formula names using the View drop-down list box. When you select **Formula Values (View Only Mode)**, the system

displays the results of the formulas in the fields. When you select **Formula Names (Edit Mode)**, the system displays the formula, which you can add or change. You can also access the Price Formula Revisions form to create a formula and base a formula on an adjustment detail record using the Price Adjustment Detail Search and Select form. If the system recognizes a formula as unsolvable, it displays the formula as = #VALUE!.

The system saves the data for the structure of the price matrix in the Price Matrix Definition table (F4580) and the price matrix in the F4072 table. After you create a price matrix, you can edit the matrix using the same flexible format.

You might want to import pricing data from or export pricing data to a spreadsheet. You can import or export data to a form that contains a price matrix grid with 100 columns. Before you import data, you must set up the spreadsheet to include:

- Existing values for the row and column headings.
The system does not accept new values for these fields.
- Alpha or numeric values for the rows in the first column.
For example, receipt order detail group category codes. Do not include a header for this column.
- Descriptions for the row values in the second column.
Do not include a header for this column.

For example, the spreadsheet might contain data in this format:

Business Unit	Company 00001	Company 00002	Company 00003
30	Eastern Distribution Center		
20	Northern Distribution Center		
10	Western Distribution Center		
40	Southern Distribution Center		

Column headings 1 through 100 of the spreadsheet are the default display on the Import form. You cannot customize the fields on this form, although you can select different groups of fields to display from the Select Column drop-down list box. Nor can you make any changes to the data on this form. When you import data that the system does not recognize, such as a formula or number, the cell containing the data appears highlighted in red. You must click the Undo button to clear the Import form. Make corrections in the spreadsheet, and then import the corrected spreadsheet. To expedite the import process, you can create a price matrix definition with row and column headings, export the empty price matrix, create the spreadsheet, and then import the spreadsheet.

To copy price matrix records, you use the Price Adjustments Global Revisions program.

You can use the price matrix with JD Edwards EnterpriseOne Sales Order Management, JD Edwards EnterpriseOne Procurement, and Ship and Debit functionality.

6.5.1.1 JD Edwards EnterpriseOne Advanced Pricing and Blend Management

A price matrix might be useful if you use the JD Edwards Blend Management system. You can use a price matrix to control contract pricing for the purchase of grapes, and you can create a price matrix to base pricing on District, Variety, and Level criteria. You can include any of the following fields in the Receipts Order Detail Group:

- Vintage.
- Variety.
- Contract Pricing Group.
- Level.
- District.
- Region.
- Block Ownership.
- Quality Grade.

You can also use the effective dates to indicate that the price matrix is valid for a harvest period. You must select a hierarchy of All Items/All Customers (Suppliers).

If you choose to use formulas based on fields, you can access the Price Formula Revisions form and select a form exit to see a list of values in the Price Formula Master table (F4076). This table is especially useful when you base a price matrix on a receipt order detail group.

6.5.2 Prerequisites

Before you complete the tasks in this section:

- Set up order detail groups.
- Set up adjustment definitions, ensuring that you select the Price Matrix field.
- Select a Copy Mode version of the F4072 Global Update Engine (P45550).

6.5.3 Forms Used to Work with the Price Matrix

Form Name	Form ID	Navigation	Usage
Search Price Matrix Definitions	W4580E	Adjustment Set Up (G4231112), Price Matrix Definition Click Find on the Search Price Matrix Definitions form.	Locate a price matrix definition.
Search Price Adjustments	W4580C	To create a price matrix definition, click Add on the Search Price Matrix Definitions form. To locate a price adjustment definition, click Find on the Search Price Adjustments form.	Add a price matrix definition. Locate a price adjustment definition.

Form Name	Form ID	Navigation	Usage
Add Price Matrix Definition	W4580D	<p>Select a price adjustment definition on the Search Price Adjustments form.</p> <p>Enter a value in the Price Matrix Name field and then select Column and Row Identifiers. Click Save on the Add Price Matrix Definition form.</p>	Create the structure of the price matrix definition.
Edit Price Matrix Definition	W4580D	<p>Select a price matrix definition and click Edit on the Search Price Matrix Definitions form.</p> <p>Select Column and Row Identifiers. Click Save on the Edit Price Matrix Definition form.</p>	Edit a price matrix definition.
Edit Price Matrix	W4590A	<p>Select a price matrix definition and click View Price Matrix on the Search Price Matrix Definitions form.</p> <p>Select a Hierarchy Level, complete all of the fields in the header, and click the Load Price Matrix button on the Edit Price Matrix form. Enter values and formulas in the detail area and click the Save button.</p>	<p>Create the price matrix.</p> <p>Edit the price matrix.</p>

Form Name	Form ID	Navigation	Usage
Price Matrix Definition - Import/Export	W4585C	<p>Click the Import or Export button on the Edit Price Matrix form.</p> <p>Click the Import button to import pricing matrix data from a spreadsheet on the Import form. Locate the spreadsheet. Click OK to transfer the data to the Edit Price Matrix form or click Cancel to return to the Edit Price Matrix form on the Import form.</p> <p>Select column headings from the Select Column field to refresh the data, and then click Save on the Edit Price Matrix form.</p> <p>Click the Export button to export pricing matrix data to a spreadsheet on the Import form. Complete the data to create a spreadsheet. Click OK or Cancel on the Export form.</p>	Import or export pricing data to or from a spreadsheet.

Form Name	Form ID	Navigation	Usage
Price Adjustments Global Revisions form	W45550A	<p>On the Advanced Operations menu (G423114), click the arrow next to Mass Maintenance and select Versions.</p> <p>Select the appropriate Copy Mode version of the F4072 Global Update Engine (P45550) on the Work with Version form and click Select.</p> <p>On the Price Adjustments Global Revisions form, ensure the Copy Records button is selected and locate pricing records.</p> <p>On the Price Adjustments Global Revisions form, enter a value in the appropriate field on the UBE row.</p> <p>(Optional) Click Update Grid Only to view changes that the system makes to the records.</p> <p>Click OK.</p> <p>Click OK to confirm the addition.</p>	Copy price matrix records.

6.5.4 Creating the Price Matrix Definition

Access the Search Price Matrix Definition form.

Figure 6–2 Search Price Matrix Definitions form

Search Price Matrix Definitions Query: All Records ▼

Find Add Close

Records 1 - 2

	Price Matrix Name	Column Cat. Code	Row Cat. Code	Adjustment Name	Adjustment Description	Target Application	Target Application Description	Item Group	Customer Group	Order Detail
<input checked="" type="radio"/>	Sales Adjustment	SRP1	SRP2	ADJ PROM	Item Promotion		Sales Order Management	BICYCLE		EDI
<input type="radio"/>	Price Matrix 201	COST	MTHR	ADJCAL	Adjustment for Calls	2	Service & Warranty Managem...		DIST	CLAIM

6.5.5 Editing a Price Matrix

Access the Edit Price Matrix form.

Figure 6–3 Edit Price Matrix form

Edit Price Matrix

Layout: (No Layout)

Save and Close

Cancel

Price Matrix NameSales Adjustment

Choose Hierarchy Level *Item Group and Customer

Adjustment NameADJ PROM

General Information

Item Price Group

Order Detail Group

From Level *1.0000

Unit of Measure *TN

Address Number *4242

Currency Code *USD

Effective Date *01/01/05

Expired Date *12/31/05

Select Columns

*BLNK - Major classification-default to 537 - Major classification

prev / next

ViewFormula Names (Edit Mode)

*BLNK - Major class1 - Major classificati2 - Major classificati3 - Major classificati4 - Major classificati537 - Major classifi

Records 1 - 16

	*BLNK - Major classific	1 - Major classification	2 - Major classification	3 - Major classification	4 - Major classification	537 - Major classification
- Minor classification-default						
101 - Minor classification 101						
102 - Minor classification 102						
103 - Minor classification 103						

6.5.6 Importing or Exporting a Price Matrix

Access the Price Matrix Definition - Export form.

6.5.7 Copying Price Matrix Records

Access the Price Adjustments Global Revisions form.

Working with Buying Structures

This chapter contains the following topics:

- [Section 7.1, "Understanding Buying Structures"](#)
- [Section 7.2, "Setting Up Buying Structures for Pricing"](#)
- [Section 7.3, "Reviewing and Revising Buying Structures"](#)
- [Section 7.4, "Creating Direct Price Adjustments"](#)

7.1 Understanding Buying Structures

A buying structure is a representation of the organizational structure of the buying authorities within a customer's company. Each level within the buying structure is called a tier. A tier represents the entity in the organization for which price negotiations take place. Discounts and price negotiations are applied at each level in the buying structure and can be passed on to lower-level tiers within the structure.

Buying structures enable you to manage complex, customer-specific pricing. When you set up a buying structure, you configure a customer's price management according to their 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.

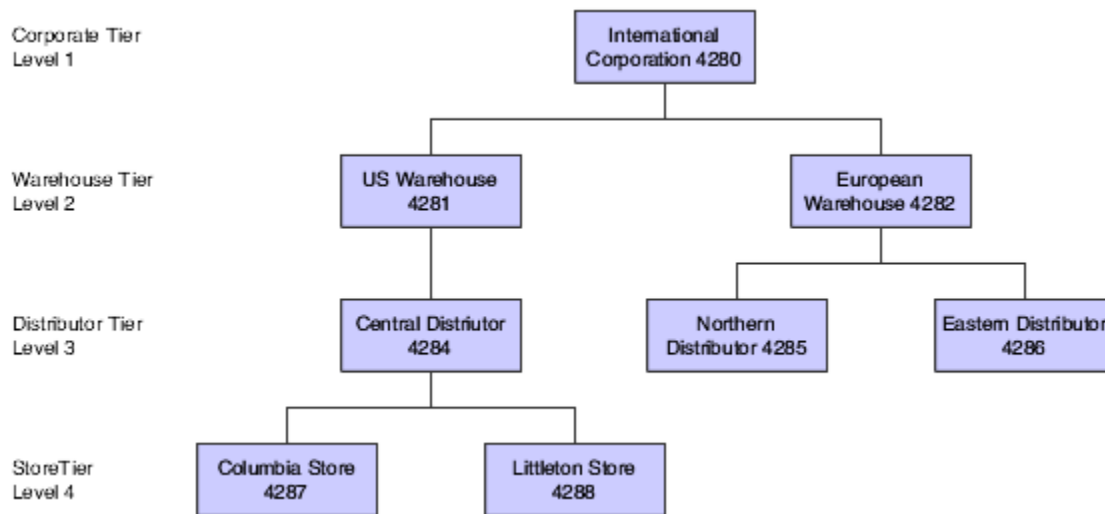
Buying structures use direct price adjustments, which associate a specific customer address book-number with a specific set of price adjustments.

When you set up a buying structure, the system enables you to establish parent/child relationships among the customer address-book numbers within the organizational structure. One address book record is the parent and one or more address book records can be identified as children of that parent.

You can set up the buying structure so that the price that is offered to a distributor or parent is also offered to the entities that are identified as stores (the distributor's children). To set up the buying structure so that the children entities inherit the pricing of the parent, you must enable the Inheritance Flag field in the Price and Adjustment Schedule Revisions program (P4070).

When you add a new company to the structure, or if a company moves from one tier level in the structure to another, you update the buying structure itself.

This example shows the organization of a buying structure:

Figure 7-1 Example of a typical buying structure

7.1.1 Understanding Tier Levels and Inheritance in Buying Structures

When you create a buying structure for a company, you specify tier levels and inheritance. You set up the tier levels in the Address Book when you create the organizational structure. You define the inheritance when you create direct price adjustments on the Price Adjustment Schedule Revisions form. The system uses the Inheritance Flag field with the tier level to indicate whether an adjustment is inherited by an address with a numerically greater tier level than the tier level that you are defining.

This table shows an example of price adjustments that apply to specific entities within a buying structure:

Entity	AB #	Tier Level	Inheritance	Applicable Price Adjustment
International Corporation	4280	1	Yes	All of International Corporation's distribution centers, for example, Central Distributor (tier level 3), receive 3 percent off the base price on all items. This is a corporate discount.
US Warehouse	4281	2	Yes	US Warehouse receives a regional rebate of 1.00 USD per unit when sales of Item A reach 10,000 units. (Tiered Rebate)

Entity	AB #	Tier Level	Inheritance	Applicable Price Adjustment
Central Distributor	4284	3	Yes	Central Distributor receives a 5 percent promotional discount.
Columbia Store	4287	4	Yes	Because it is a large store in International Corporation, the Columbia Store receives a 6 percent discount off the base price when ordering a minimum of 100 units of Item A.

When the Columbia Store places an order of 150 units of Item A, the system uses buying structure functionality to apply the price adjustments and calculate the net unit price, as illustrated in this table:

Price Adjustment	Unit Price	Other
Base Price	10.00 USD	
Store Discount (6 percent off) Columbia Store, 4287	.60–	
Promotional discount (5 percent off)	.47–	
Regional rebate (tiered rebate)		1.00 USD
Corporate discount (3 percent off)	.30–	
Net Unit Price:	8.63 USD	

If you do not enable the Inheritance Flag field on the Price and Adjustment Schedule Revisions form when the buying structure is set up, Columbia Store receives only its tier-level discount of 6 percent and does not inherit the other tier level adjustments.

See Setting Up Parent, Child Relationships.

See Setting Up Tiers for Parent, Child Organizational Structures.

7.2 Setting Up Buying Structures for Pricing

This section provides an overview of the setup for buying structures, lists a prerequisite, and discusses how to:

- Determine the root parent in an organizational structure as of a specific date.
- Set processing options for the A/B Org Structure Browse Revisions program (P0150).

7.2.1 Understanding the Setup for Buying Structures

You define the customer's buying structure in the A/B Org Structure Browse (Address Book Organizational Structure Browse) program (P0150). When you define the structure, you specify the parent/child relationships that the customer address-book numbers in the structure have to each other.

The system establishes the tier level of each record when you set up the structure. Tier level descriptions enable you to control the structure of parent/child relationships in an organizational structure. When you set up tier descriptions, you specify:

- Parent address-book number for any child address-book number.
- Beginning and ending effective dates for the relationship between a parent address-book number and a child address-book number.
- Names for the different tiers of the structure.

For the system to process price adjustments in a buying structure, you must specify the adjustment retrieval method in the pricing constants. Because the system processes direct price adjustments in buying structures, the adjustment retrieval method must be either **1** or **2**.

In the pricing constants, you must also specify a structure type for sales pricing. You may also want to specify whether to use the ship-to address when processing adjustments in buying structures.

After you define the organizational outline of a buying structure, you must define the direct price adjustments for each level and each address book record in the structure.

See Also:

- [Creating Direct Price Adjustments.](#)
- [Working with Rebate Adjustments.](#)

7.2.2 Prerequisite

Before you complete the tasks in this section, enter **1** in Tier Descriptions processing option on the Process tab in the A/B Org Structure Browse program (P0150).

7.2.3 Forms Used to Set Up Buying Structures for Pricing

Form Name	Form ID	Navigation	Usage
Work with Parent/Child Structures	W0150D	Address Book Organizational Structure (G01311), Structure Revisions	Locate parent/child structures.

Form Name	Form ID	Navigation	Usage
Address Parent/Child Revisions	W0150A	<p>Click the Add button on the Work with Parent/Child Structures form.</p> <p>Specify the parent in the Parent Number field in the header area and then the children in the Address Number field in the detail area.</p> <p>Continue building the organizational structure using a child that is specified in the Address Number field as the parent of other children, then another child as the parent of other children, and so on.</p>	Build an organizational structure using tiers.
Effective Date Parent Search	W0150F	Locate a structure type and address number on the Work with Parent/Child Structures form and select Tier Descriptions from the Row menu.	Determine the root parent in an organizational structure as of a specific date.
Tier Description Revisions	W0150E	<p>Enter an effective date on the Effective Date Parent Search form, click Find Root Parent Address, and click OK.</p> <p>On Tier Description Revisions, enter tier descriptions for an organizational structure including the tier number, description, effective date, and expiration date.</p>	Enter information about a tier.

7.2.4 Setting Up Buying Structures for Pricing

Access the Work with Parent/Child Structures form.

Structure Type

Enter a value from user-defined code (UDC) 01/TS to identify a type of organizational structure that has its own hierarchy in the Address Book (for example, email).

When you create a parent/child relationship for JD Edwards EnterpriseOne Accounts Receivable, the structure type must be blank.

Parent Address

Enter the address book number of the parent company. The system uses this number to associate a particular address with a parent company or location. Any value that

you enter in this field updates the F0150 table for the blank structure type. This address number must exist in the F0101 table for validation purposes. Examples of address book records that would have a parent number include:

Subsidiaries with parent companies.

Branches with a home office.

Job sites with a general contractor.

7.2.5 Setting Processing Options for A/B Org Structure Browse Revisions (P0150)

Processing options enable you to specify the default processing for programs and reports.

7.2.5.1 Process

These processing options enables you to specify processing values.

1. Workflow Information

Specify whether to display workflow processing information. Values are:

Blank: Do not display workflow processing information.

1: Display workflow processing information.

2. Tier Descriptions

Specify whether to allow a tier structure to be defined based on effective dates for a root parent address. The root parent in a structure is the highest level of a parent/child structure, and can have no parent. Values are:

Blank: Do not enable a tier structure to be defined.

1: Enable a tier structure to be defined.

7.2.5.2 Defaults

This processing option enables you to specify default values.

1. Date Defaults

Specify whether the system supplies default dates on the Parent/Child Revisions form when the beginning and ending effective dates are blank. Values are:

Blank: Does not supply default dates.

1: Supplies default dates.

2. Default Organization Structure Type

Specify the value that the system enters in the Organizational Structure field when the A/B Org Structure Browse program is first run.

7.3 Reviewing and Revising Buying Structures

This section provides an overview of buying structure revisions and discusses how to review and revise buying structures.

7.3.1 Understanding Buying Structure Revisions

You can review and revise buying structures with the Buying Structure Browse program (P450150). When you enter a customer address number, the system displays the organizational buying structure that contains that address number.

You can review or revise price adjustment information on the Buying Structure Browse form. You can also review the root address, or highest-level parent of the buying structure.

Set the processing option for the Buying Structure Browse program if you want the system to display a default buying structure type. If you leave the processing option blank, the system uses the structure type that is specified in the system constants.

See Also:

- [Working with Rebate Adjustments.](#)
- [Setting Up Adjustment Details.](#)
- [Building Adjustment Schedules.](#)

7.3.2 Forms Used to Review and Revise a Buying Structure

Form Name	Form ID	Navigation	Usage
Buying Structure Browse	W450150A	Pricing Inquiries (G423113), Buying Structure Browse Select Top from the Form menu to review the root address of the buying structure. You can view the children of the root, or parent, address by expanding the folder in the Address Name column.	Review and edit the related address and any children that belong to the address in the buying structure.
Pricing Rules Browse	W450150C	Select a record on the Buying Structure Browse form, and select Price Rules from the Row menu.	Review and edit price adjustments that apply to a customer, whether they be direct price adjustments or from price adjustment schedules. You can also access the forms that are necessary to revise adjustment detail information from this form.

7.3.3 Reviewing and Revising Buying Structures

Access the Buying Structure Browse form.

7.4 Creating Direct Price Adjustments

This section provides an overview of direct price adjustments, lists a prerequisite, and discusses how to create a direct price adjustment.

7.4.1 Understanding Direct Price Adjustments

Pricing and discounts are often negotiated with specific customers for a specific product or set of products. To accommodate customer relationships, you can set up direct price adjustments.

A direct price adjustment associates prices and discounts directly with a customer instead of using price schedule. The system uses the address book number of the customer to associate the direct price adjustment with the customer.

To manage the timing of the customer-specific pricing, you can set up direct price adjustments to be in effect for specific dates. For example, if your company had a promotional price available to all customers throughout the month of May, and you want to extend that promotional price to a specific customer through the month of June, you can enter the June date in the Expiration Date field on the Price Adjustment Schedule Revisions form. The system uses the value in the Price Based on Date field in the system constants to process the effective dates of prices.

The system can process many price adjustments simultaneously. You can choose whether you want the system to process price adjustments by a customer number as in direct price adjustments, by an adjustment schedule, or both.

If you choose to have the system adjust pricing by both the customer number in a direct price adjustment and an adjustment schedule, you must pay careful attention to the sequence of the adjustments. The system processes the direct adjustments first (those that are adjusted by customer address number) and then processes the adjustments that you have specified in a schedule. The sequencing that you choose for the combination of these adjustments should reflect how you want the system to adjust pricing, while ensuring that no adjustments are applied multiple times.

Note: Direct price adjustments are a required and key feature of the JD Edwards EnterpriseOne Advanced Pricing buying-structure functionality and tiered rebates. You must set up direct price adjustments for each level of a buying structure.

See Also:

- Setting Up Customer Master Information.

7.4.2 Prerequisite

Verify in the pricing constants that you selected to use a customer's Sold-To address for pricing.

7.4.3 Form Used to Create Direct Price Adjustments

Form Name	Form ID	Navigation	Usage
Price Adjustment Schedule Revisions	W4070C	Sales Order Management Setup (G4241), Customer Billing Instructions Locate and select a customer to which you want to apply direct price adjustments and select Price Adj Schedule from the Row menu on the Work with Customer Master form.	Create direct price adjustments.

7.4.4 Creating a Direct Price Adjustment

Access the Price Adjustment Schedule Revisions form.

Tier Level

Enter a number that represents the tier level in the structure at and below which the system applies this adjustment. This number must be equal to or less than the value that is specified in the Accumulate at Tier field. In a buying structure, a tier level **1** represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.

Accum Tier (accumulate at tier)

Enter the number that specifies the tier level at which amounts or rebates are accumulated in the buying structure. You must specify the accumulate at tier value at a level equal to or lower than the Beneficiary Tier value. In a buying structure, a tier level **1** represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.

Bene Tier (beneficiary tier)

Enter a number that specifies the beneficiary tier level in the buying structure. The beneficiary is the recipient of the accumulated rebate amount. In a buying structure, a tier level **1** represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.

Inheritance Flag

Indicate whether a price adjustment should be inherited by the child address numbers in a buying structure. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates. Values are:

0: Price adjustment is not inherited.

1: Price adjustment is inherited.

Defining Override Search Groups

This chapter contains the following topics:

- [Section 8.1, "Understanding Override Search Groups"](#)
- [Section 8.2, "Prerequisites"](#)
- [Section 8.3, "Working with Complex Price Groups"](#)
- [Section 8.4, "Generating Price Group Combinations"](#)
- [Section 8.5, "Defining Order Detail Groups"](#)

8.1 Understanding Override Search Groups

To simplify the process of defining and maintaining base prices, you set up price groups for the customers and items with similar characteristics. A complex price group contains subgroups based on category codes, such as a specific item type, customer geographic location, line of business, or sales volume. An override search group is another way of retrieving prices based on specific category codes for an adjustment definition.

You specify the categories to use by defining override search groups. You can use from one to four category codes. After you define the override price group, attach it to an adjustment definition. Using these fields to group customers is another method of defining pricing for a specific group.

When you enter an override price group as an adjustment definition, the override price group becomes the only price group that you can use for that price adjustment. You can define prices based on how you place items or customers into groups:

- For items, use the category codes in the item/branch information.
- For customers, use the category codes in the customer master information.
- For sales orders, use certain sales-order detail fields and use default values from preferences.

When the system uses the adjustment definition, it searches the item or customer records for category codes that match the override group. If the system finds a match, it uses the adjustment definition that is defined for that category code. The search is only on category codes.

You can use order detail groups to create adjustment definitions for order lines based on information in certain sales-order detail controls. You do not have to assign either customer or item price groups because the system searches only on category codes.

If you use the price matrix function, set up complex price groups.

8.1.1 Pricing for JD Edwards EnterpriseOne Sales Order Management

In JD Edwards EnterpriseOne Sales Order Management, you can use simple or complex price groups in both base pricing and JD Edwards EnterpriseOne Advanced Pricing.

In Base Pricing, you can:

- Use item or customer groups.
- Attach each price group to an item and customer in the branch/plant record in the Customer Billing Instructions.

In JD Edwards EnterpriseOne Advanced Pricing, you can:

- Use order detail groups.
- Attach complex price groups within the price adjustment definition using override search groups.

8.1.2 Example: Using Override Search Groups for Sales Adjustments

You want to offer a seasonal promotion to reduce inventory for last year's model of mountain bike items that are identified by two category codes, type and model year. You have set up complex item groups to identify bikes by type, manufacturer, color, and model year.

You have set up complex price groups for customers based on geographic region, division, sales person, and volume. Those customers who sell mountain bikes, defined as a division in the category codes, are eligible to benefit from this price adjustment.

You can set up override search groups for the item group and the customer group and attach these two override search groups to the **SEASONAL** price adjustment definition. When customers who sell mountain bikes place an order for last year's model, the system retrieves this price adjustment.

8.1.3 Using JD Edwards EnterpriseOne Advanced Pricing and Procurement

When you attach an override price group to an adjustment definition, the override price group becomes the only price group that you can use for that price adjustment. You can define prices for how you place items or suppliers into groups:

- For items, use the category codes in item/branch information.
- For purchase orders, use certain purchase-order detail fields.
- For suppliers, use category codes in the supplier master.

Advanced Pricing for purchase orders does support complex item and supplier groups; complex groups are not supported for the base price.

You specify the categories to use by defining override search groups. You can use one category or as many as four. After you define the override price group, attach it to an adjustment definition.

When the system uses the adjustment definition, it searches the item or supplier records for category codes that match the override group. If the system finds a match, it uses the adjustment definition that is defined for that category code. The search is only on category codes.

When you enter purchase orders, most of the detail information comes from system defaults, supplier master information, supplier instructions, and items. Using these fields to group suppliers is another method of defining pricing for a specific group.

You can also create an order detail group to adjust the price on receipts when you manually enter receipts. To reprice amounts at receipt entry, you must first set the Price at Receipt processing option on the Process tab of Enter Receipts by Purchase Order program (P4312). When you enter receipts using the Enter Receipts by PO program (P4312), the system adjusts the price on the receipt based on the order detail group.

8.1.4 Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management

As a contract with a grower may span several years or growing periods, you want to maintain the contract and the price you pay for grapes over a lengthy period. Using the JD Edwards EnterpriseOne Advanced Pricing and Blend Management systems, you can ensure that you pay the correct price when you enter receipts for grapes.

You can create a receipt price adjustment and select the option to use the receipt price as the base price. You can then attach a receipt order detail group as an override price group.

Additionally, you can set up order detail groups using values from the grower harvest record, and the system resolves the adjustments when the values match.

For example, you can use the District, Variety, and Level fields to create an order detail group for a wine pricing scenario.

8.2 Prerequisites

Before you complete the tasks in this section:

- Set up customer price groups.
- Set up item price groups.

8.3 Working with Complex Price Groups

This section provides an overview of complex price groups, lists a prerequisite, and discusses how to:

- Set up complex customer price groups.
- Set up complex item price groups.

8.3.1 Understanding Complex Price Groups

To simplify the process of defining and maintaining base prices, you set up price groups for the customers and items with similar characteristics. A complex price group contains the same combinations of information as a simple price group except that the subgroups are based on category codes, such as a specific item type, customer geographic location, line of business, or sales volume. You can set up complex customer price groups and complex item price groups.

Complex price groups can be used as override search groups. You establish the complex price groups and define them as override price groups by entering the price group name on the adjustment definition.

Important: While you can use complex price groups for standard sales-order adjustments, you can use complex price groups only for purchase order adjustments if you are using JD Edwards EnterpriseOne Advanced Pricing and Procurement. You cannot use complex price groups for purchase orders unless you have set up purchase order adjustments in Advanced Pricing.

8.3.1.1 Customer Price Groups

You can consume 10 category codes to define complex customer price groups. You use category codes to create subgroups within the pricing groups to charge a different price. For example, within the customer group **RETAIL**, you can create subgroups using category codes to charge a different price to customers based on their line of business, geographic region, or sales volume.

A customer can belong to a customer detail group without being attached to that group on the Customer Billing Instructions form. A customer can belong to numerous groups, depending on the customer's category codes.

The category code sequence that you enter determines how the system displays the category code fields on the related forms. The order in which you select category codes has no effect on how the system searches for prices.

8.3.1.2 Item Price Groups

You can also set up complex item groups to enable greater flexibility in the pricing structures. You can consume 10 category codes to define complex item price groups.

For example, if you have two types of pens (marker and ballpoint) within the group **MARKER**, you can specify prices for each type of pen. When you enter an order for pens, the system checks the category codes for the item to determine whether the pen is a marker or a ballpoint and then retrieves the appropriate price.

The category code sequence that you enter determines how the system displays the category code fields on the related forms. The order in which you choose category codes has no effect on how the system searches for prices.

8.3.1.3 Date-Effective Category Codes

You use date-effective category codes when you want to assign new category code values to become effective on a future date. If you are using Advanced Pricing, you can use date-effective category codes to create customer groups to which pricing can be assigned. As pricing changes, you can automatically update customer groups according to the category code values.

You activate date-effective category codes using an JD Edwards EnterpriseOne Accounts Receivable constant. When you set the JD Edwards EnterpriseOne Accounts Receivable constant, you cannot select Category Codes from the Form menu on the Customer Master Revision form to add category code values. Instead, you must select Date Effective Category Codes. You update customer-master category codes with the values that you enter in the date-effective category codes by running the Date Effective Category Code Update program (R03012A).

The system stores date-effective category codes in the Date Effective Category Codes table (F03012A). You can purge category codes that are no longer effective by running the Purge Date Effective Category Codes program (R03012B).

When you add date-effective category-code values, you create a record in the F03012A table. You can enter multiple records with different effective dates on the Date

Effective Category Codes Revision form. When you add date-effective category-code records, the system updates the Eff Used (effective used) field with **N** to indicate that the record is not used. When you run the Date Effective Category Code Update program, the program copies the values of the effective category-codes record to the customer master category codes in the Customer Master by Line of Business table (F03012) and changes the value of the Eff Used field to **Y**.

Important: Each date-effective category-code record that you enter is independent of previous records. Therefore, you must complete all values that the system uses for each record. For example, if you have a value in category code 1, and you add a new record with a value in category code 2, you must also enter the value for category code 1 again in the new record or the system updates it to blank.

See Also:

- Updating Category Codes.

8.3.2 Prerequisite

Verify that you have set up price group names in user-defined code 40/PC.

8.3.3 Forms Used to Work with Complex Price Groups

Form Name	Form ID	Navigation	Usage
Customer Price Group Definition	W4092G	Price Management (G4222), Define Customer Price Groups Click the Add button on the Work with Price Group Definition form. Identify subgroups that are used in a customer price group by completing as many as 10 category code fields and select Accept from the Form menu.	Set up complex customer price groups.

Form Name	Form ID	Navigation	Usage
Item Price Group Definition	W4092C	Price Management (G4222), Define Item Price Groups Click the Add button on the Work with Price Group Definition form. Define subgroups in an item price group by completing as many as 10 Sales category codes, Purchasing category codes, or Other category codes, and select Accept from the Form menu.	Set up complex item price groups.

8.3.4 Setting Up Complex Customer Price Groups

Access the Customer Price Group Definition form.

8.3.5 Setting Up Complex Item Price Groups

Access the Item Price Group Definition form.

8.4 Generating Price Group Combinations

This section provides an overview of price group combinations and discusses how to:

- Generate customer price groups.
- Generate item price groups.

8.4.1 Understanding Price Group Combinations

After you set up price groups and assign the group names to customers and items, you generate customer and item price-group relationships. You generate price-group relationships to define the possible combinations of customer and item groups that you can use for pricing. Generate price-group combinations so that the customer and item group information that you created can be used for pricing.

The following batch programs generate price group combinations:

- Generate Customer Price Groups (R40932).
- Generate Item Price Groups (R40931).

These programs generate records in the Item/Customer Group Relationship table (F4093). The F4093 table contains the allowable combinations for customer or item groups and category codes. You can use data selection to specify up to five group codes for which detailed records are created. If you do not specify any codes, the system generates combinations for all groups.

8.4.2 Generating Customer Price Groups

Select Price Management (G4222), Generate Customer Price Groups

8.4.3 Generating Item Price Groups

Select Price Management (G4222), Generate Item Price Groups

8.5 Defining Order Detail Groups

This section provides an overview of order detail groups, lists a prerequisite, and discusses how to define an order detail group.

8.5.1 Understanding Order Detail Groups

You can use order detail groups to create adjustments to the pricing line of an order from information in the sales-order detail fields. When you enter sales orders, some data in detail fields comes from system defaults, customer master information, customer billing instructions, items, and preferences.

The Order Detail Price Group Definition form shows many fields that do not appear during order entry. For example, data in this list of fields appears by default from the Preference Profile and varies depending upon whether you are using JD Edwards EnterpriseOne Advanced Pricing and Sales Order Management, Procurement, or Service Management:

- Line of Business
- End Use
- Price Code 1
- Price Code 2
- Price Code 3
- From Grade
- Thru Grade
- From Potency
- Thru Potency
- Contract Service Package

Using these fields when you define order detail groups is another method of defining pricing for a specific group.

Use these fields for a receipt order detail group with the JD Edwards Blend Management system:

- Block Type
- Variety Code
- District
- Price Level
- Contract Price Group
- Harvest Period
- Region
- Current Quality
- Target Quality
- Contract ID

- Block Identifier
- Contract Detail ID
- Pricing Control 01
- Pricing Control 02

8.5.1.1 Using JD Edwards EnterpriseOne Advanced Pricing and Procurement

You can use order detail groups to create adjustments to the pricing line of an order based on information from purchase order detail fields. When you enter purchase orders, the system supplies detail information from system defaults, supplier master information, purchasing instructions, and item information.

8.5.2 Prerequisite

Set the processing option to select a format such as Item or Customer Group Definition, Order Detail Group Definition, Purchase Order Detail Group, Receipt Order Detail Group, or Service/Warranty Management System Order Detail Group.

8.5.3 Form Used to Define Order Detail Groups

Form Name	Form ID	Navigation	Usage
Order Detail Price Group Definition	W4092A	<p>Adjustment Set Up (G4231112), Order Detail Groups</p> <p>The system imports the price group type code based on your processing option selection. Click Find to display only those groups of that price-group type code. To override the system default, enter a new price-group type code and click Find. The system retrieves the appropriate form based on this type code.</p> <p>Click the Add button on the Work with Price Group Definition form.</p> <p>Specify the category codes to group by typing the numbers 1 through 8 next to eight field names. Use any number of fields up to eight.</p>	Define order detail groups.

8.5.4 Defining an Order Detail Group

Access the Order Detail Price Group Definition form.

Working with Additional Adjustments

This chapter contains the following topics:

- [Section 9.1, "Understanding Additional Adjustments"](#)
- [Section 9.2, "Creating Free Goods Adjustments"](#)
- [Section 9.3, "Working with Free Goods Catalogs"](#)
- [Section 9.4, "Working with Volume-Based Upselling"](#)
- [Section 9.5, "Working with Rounding Rules"](#)
- [Section 9.6, "Setting Up Volume Incentives"](#)
- [Section 9.7, "Working with Rebate Adjustments"](#)
- [Section 9.8, "Working with Variable Price Adjustments"](#)
- [Section 9.9, "Working with Sliding Rates"](#)
- [Section 9.10, "Creating Gross Profit Margin Adjustments"](#)
- [Section 9.11, "Creating Extended Terms Adjustments"](#)
- [Section 9.12, "Working with Ship and Debit Adjustments"](#)

9.1 Understanding Additional Adjustments

You can create additional adjustments that provide sales incentives other than the traditional line-item price discount. For example, you can encourage sales by including free goods with a purchase or giving a discount based on a total order amount (repricing). You can also accrue sales commissions by creating an accrual adjustment.

Free goods are items that help promote, display, or accompany the product that customers order. For example, for certain products you might want the free goods to be the display case, posters, or additional promotional items, such as buttons, hats, or shirts to highlight a sale.

Accrual adjustments enable you to reserve monetary amounts through journal entries for such items as commissions and royalties. You can track the monetary amount, but the order price does not change.

Important: You can use only accruals, ship and debit adjustments, and repricing in advanced pricing for sales orders.

See Understanding Setup for Rebates.

9.2 Creating Free Goods Adjustments

This section provides an overview of free goods adjustments, lists a prerequisite, and discusses how to create a free goods adjustment.

9.2.1 Understanding Free Goods Adjustments

Free goods are typically promotional items. For example, you might run a promotion that gives the customer 1 free case of motor oil when they buy 10 cases. Free goods can also be items that help promote, display, or accompany the product that a customer orders. For example, free goods can be the items that help highlight a sale, such as a display case, posters, or promotional items such as buttons or hats.

You must create a valid adjustment to which you attach free goods. When you set up the free goods criteria, you define how the system applies the price and quantity of the free goods. Also, you define how the system should factor the price of the free goods into the price of the products that are actually being sold.

You can specify multiple free goods in a free goods catalog, which allows a customer to choose the free goods that they receive for a qualifying item on an order. When an item on an order qualifies and that item is included in a free goods catalog, the user receives a notification to view the free goods that are available with the sales or purchase order.

Any adjustment can have free goods with it. You specify:

- The quantity of free goods.
- Whether the free goods is a stock or non-stock item.
- The unit price of the free goods.

In most cases, this price is zero. However, you can specify a price for the item, such as when you offer a purchase-with-purchase promotion.

If you enter any of the price groups in the definition for a free goods adjustment, the price group is supplied by default into the adjustment detail and cannot be changed.

9.2.1.1 Free Goods Adjustments with JD Edwards EnterpriseOne Advanced Pricing and Procurement

For purchase orders, you might want to account for items that the supplier offers to promote, display, or accompany the product that you order. You enter free goods adjustments for purchase orders the same way that you do for sales order adjustments.

You can set up catalogs for free goods that are available. The free goods catalog helps you track the promotions that are available to you by suppliers. When you qualify for a free good after ordering an item or a minimum quantity of an item, the system prompts you to select a free good from the Free Goods Catalog program (P4502).

Note: The Free Goods Catalog program supports line-level adjustments for JD Edwards EnterpriseOne Procurement. The system does not support purchase-order basket or order-level adjustments in the free goods catalog.

9.2.2 Prerequisite

Before you complete the task in this section, define the adjustment.

See [Setting Up Adjustment Details](#).

9.2.3 Form Used to Create Free Goods Adjustments

Form Name	Form ID	Navigation	Usage
Free Goods Revisions	W4073A	<p>Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions</p> <p>Enter an adjustment name and click the Add button on the Work with Adjustment Detail form.</p> <p>Select a hierarchy on the Preference Hierarchy Selection form and click Select.</p> <p>Add a record and select Free Goods from the Row menu on the Price Adjustment Detail Revisions form.</p> <p>Alternatively, locate an adjustment that has free goods, and click Select on the Work with Adjustment Detail form.</p> <p>Select a record on the Price Adjustment Detail Revisions form and select Free Goods from the Row menu.</p>	Create and revise free goods adjustments.

9.2.4 Creating a Free Goods Adjustment

Access the Free Goods Revisions form.

Quantity Ordered

Enter the quantity of units that is affected by this transaction.

Related Price

Enter the price of a related item in a pricing or discount policy. For example, for a *buy one, get one free* policy, the free item is the related item. Enter this price in the unit of measure of the related item quantity.

Quantity Per Ordered

Specify how many items the customer must buy over the from level that is entered on the Price Adjustment Detail form before additional free goods are awarded.

For example, if the from level is **10** and the quantity per ordered is **3**, the customer receives additional free goods when the order is for 13 or more.

The customer receives free goods for ordering a value that reaches the defined level break. Additionally, the customer receives free goods for every multiple of the value in the Quantity Per Ordered field over the From Level field. In this example, the customer receives free goods for ordering at least 10 and also for every multiple of 3

over 10. If the order is for 25, the customer receives the number of free goods in the Quantity Ordered field, multiplied by 5. Five represents every multiple of 3 past the from level. The from level is 10, so additional free goods are awarded for quantities of 13, 16, 19, 22, and 25.

The system uses these calculations:

Quantity Per Ordered Factor = [(Quantity Ordered) – (From Level)] / (Quantity Per Ordered)

Total Free Goods Quantity = [(Free Good Quantity Ordered) + (Free Good Quantity Ordered)] × (Quantity Per Ordered Factor)

9.3 Working with Free Goods Catalogs

This section provides an overview of free goods catalogs, lists prerequisites, and discusses how to create a free goods catalog.

9.3.1 Understanding Free Goods Catalogs

You can specify multiple free goods in a free goods catalog. This setup enables a customer to choose the free goods that they receive for a qualifying order. For example, a customer who orders 10 cases or more of salad dressing receives a free case of salad dressing. The customer chooses which flavor of salad dressing from the free goods catalog.

The purchase of an item, quantity, or both that qualifies for free goods activates the free goods catalog. When you enter the item or quantity on a sales or purchase order, the system prompts you to view the free goods catalog.

You set up pricing for the free goods in a catalog in the Free Goods Revisions program (P4073). You can also specify effective dates for awarding free goods.

You may award a combination of free goods from basket or order-level adjustments on a sales order. If the system awards a free goods adjustment, the system associates the free goods with the first detail line belonging to that basket or order group.

Note: If multiple free goods are available for the same detail line item on an order (for example, if you bought 10 of a *buy one, get one free* promotional item), the same free goods are available for all 10 items. The system does not split a free good item on a detail line.

9.3.1.1 Free Goods Awards

The system notifies you during order entry when an item qualifies for free goods. When you click OK on a qualifying order, the system prompts you with a warning message to notify you that you can award free goods. You then access the Free Goods Award program (P45731) to select the free goods.

Note: For the system to notify you when an order qualifies for free goods, you must activate the processing option to issue a warning message for free goods in the Sales Order Entry program (P4210) or the Purchase Order program (P4310).

9.3.2 Prerequisites

Before you complete the tasks in this section:

- Set the Issue Warning for Default Free Good processing option on the Process tab of the Sales Order Entry program (P4210) processing options to notify you when a sales order qualifies for free goods.
- Set the Free Goods Catalog processing option on the Display tab of the Purchase Order program (P4310) processing options to notify you when a purchase order qualifies for free goods.

9.3.3 Forms Used to Work with Free Goods Catalogs

Form Name	Form ID	Navigation	Usage
Work with Free Goods Catalog	W4502A	Adjustment Set Up (G4231112), Free Goods Catalog	Locate free goods catalogs.
Free Goods Catalog Revisions	W4502B	Click the Add button on the Work With Free Goods Catalog form.	Create and revise free goods catalogs.
Free Goods Award	W45731A	Sales Order Processing (G4211), Sales Order Detail Click the Add button on the Customer Service Inquiry form. Enter order information on the Sales Order Detail Revisions form, and click OK.	Award free goods from the free goods catalog. When an ordered item qualifies for a free good, the system notifies you during order entry.
Free Goods Catalog Item Selection	W45731B	Select a record on the Free Goods Award form, and then select FG Catlg Item Select (free goods catalog item selection) from the Row menu.	Select items from a free goods catalog. When you inquire on the order, the system displays the awarded free goods in the detail area of the order.

9.3.4 Creating a Free Goods Catalog

Access the Free Goods Catalog Revisions form.

Catalog Name

Enter the group of items from which customers can choose when they qualify for free goods.

The catalog name and description that you enter create a new record in UDC 45/FG.

9.4 Working with Volume-Based Upselling

This section provides an overview of volume-based upselling, lists prerequisites, and discusses how to create volume-based upselling prices.

9.4.1 Understanding Volume-Based Upselling

If you want to recommend that customers purchase a larger quantity to receive a lower price, you can specify adjustments and a percentage tolerance that determine when the

system issues a notification that an order line qualifies for an upsell notification.

To activate upselling notifications, you must enter a tolerance percentage in the Alert for Volume Based Up-Sell field within the Tolerance processing option on the Volume UpSell tab in the Sales Order Entry program. This tolerance percentage specifies how sensitive the system is when issuing the notification. The system checks for upsell opportunities by increasing the order quantity on the sales order line by the upsell percentage that you specify, and then it determines whether another quantity break is available using the larger quantity.

For example, assume an upsell adjustment has a quantity break for 10 EA (each) and the tolerance percentage is set to 15 percent. If you enter a qualifying order for 9 EA, the system displays the upsell alert because a 15 percent increase of 9 EA equals 10.35 EA, which qualifies for the next level break on the adjustment. In this case, if you set the tolerance percentage to 10 percent, the system does not display the upsell alert because a 10 percent increase of 9 EA equals 9.9 EA. In this example, you use these calculations:

$(\text{Order Quantity} \times \text{Tolerance Percent}) + \text{Order Quantity}$

$(9 \times 0.15) + 9 = 10.35$

The Price Adjustment Type table (F4071) processes the volume-based upselling information.

When you complete a sales order detail line, the system displays a notification if the order line has upselling opportunities. The system issues a warning message and places a check mark in the Upsell Exists field, enabling Volume Based Upsell from the Row menu. The system displays all of the upsell opportunities existing for the order line. You specify a reason code and a level break to return the quantity that you select to the Sales Order Detail Revisions form, updating the sales order price and Price History (P4074) program.

See Also:

- Understanding Sales Order Entry.

9.4.2 Prerequisites

Before you complete the tasks in this section:

- Define a percentage tolerance limit in the Alert for Volume Based Up-Sell within Tolerance processing option on the Volume UpSell tab in the Sales Order Entry program.
- Define in the price adjustment definition whether the system includes the adjustment in the search for upselling opportunities during sales order entry.

9.4.3 Form Used to Work with Volume-Based Upselling

Form Name	Form ID	Navigation	Usage
Adjustment Type Quantity Breaks	W40722E	Sales Order Processing (G4211), Sales Order Detail Follow the steps for entering a sales order. Select the level break. The quantity that you select appears on the Sales Order Detail Revisions form, updating the sales order price when you exit the row. This information displays in the Price History program.	Create volume-based upselling prices.

9.4.4 Creating Volume-Based Upselling Prices

Access the Adjustment Type Quantity Breaks form.

9.5 Working with Rounding Rules

This section provides an overview of rounding rules, lists a prerequisite, and discusses how to set up rounding rules.

9.5.1 Understanding Rounding Rules

You can specify rounding rules for calculating a unit price. For example, you can define rounding amounts to the nearest cent or to multiples of 50, or you can specify whether to remove the cent amount if the total amount is higher than 1,000.00. You can establish rounding rules based on the customer, item, currency code, and so on.

Where rounding occurs depends on the sequence in which the rounding adjustment appears on the price adjustment schedule. This table describes two adjustment schedules that use rounding rules:

Schedule	Sequence
Schedule A	10 base price adjustment 20 promotional discount 30 rounding adjustment In this example, the rounding adjustment is the last adjustment that the system processes. This sequence ensures that the rounding occurs before the system calculates the final unit price.

Schedule	Sequence
Schedule B	10 base price adjustment 20 rounding adjustment 30 accrual adjustment In this example, the system processes the rounding adjustment before processing the accrual adjustment.

To use rounding rules, you must specify the adjustment control code as a rounding adjustment in the Price Adjustment Definition (P4071) program. The system displays the rounding information on the Price Adjustment Detail form and calculates the rule for the target application, such as Sales Orders Management or Procurement.

The system uses these tables when processing rounding rules:

- Price Adjustment Detail table (F4072).
- Price Adjustment Ledger File table (F4074).
- Price Adjustment History Workfile table (F40UI74).
- Price Adjustment Type table (F4071).
- Price Adjustment Schedule table (F4070).

9.5.2 Prerequisite

Set up the Rounding Adjustment UDC (8) in the Adjustment Control Code UDC table (40/CO).

9.5.3 Forms Used to Work with Rounding Rules

Form Name	Form ID	Navigation	Usage
Rounding Rules Revisions	W95701B	Adjustment Set Up (G4231112), Rounding Rules Click the Add button on the Work With Rounding Rules form.	Set up rounding rules.
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form.	Specify the adjustment control code for rounding rules.

Form Name	Form ID	Navigation	Usage
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Complete the Adjustment Name field on the Work with Adjustment Detail form and click the Add button. Select a preference hierarchy on the Preference Hierarchy Selection form, and then click the Select button.	Attach rounding rules to adjustments.

9.5.4 Setting Up Rounding Rules

Access the Rounding Rules Revisions form.

Rounding Rule Name

Enter the name of the set of instructions that characterizes a specific rounding rule requirement.

Rounding Rule Description

Enter the description of the rounding rule.

Seq Number (sequence number)

Enter the sequence of processing that the rounding engine uses when performing the rounding calculations.

Operator 1

Enter the position in the Input Test Value number to evaluate. The position is relative to the decimal point. **-2** indicates the second position to the right of the decimal point, while **2** indicates the second position to the left of the decimal point. For example, if the Input Test Value number is **123.45** and if you set this value to **-1**, the system evaluates the first position to the right of the decimal point, which is the number **4** in this case.

Relational Operator

Enter a UDC (H95/RO) for a relational symbol. The relational symbol evaluates the values in operator 1 and operator 2. Values are **>**, **<**, **=**, **>=**, **<=**, and **<>**.

Operator 2

Enter the value against which to evaluate. The replacement rule that you are building is applied if the number in the position that you indicate meets the criteria that is specified by the relational operator and this value.

Boolean Operator

Enter the value that establishes the logic link between lines. Values are the language equivalent of and, or, and blank.

Replacement Value Operator

Enter additional text that further describes or clarifies a field in the system.

Replacement Value

Enter the value to substitute based on the replaceable position.

Replacement Position

Enter the position that receives the replacement value.

Skip To

Enter **END** to quit calculation or leave blank for no change required.

Input Test Value

Enter the value that establishes the logic link between lines. Values are the language equivalent of and, or, and blank.

Use this field to test the new rule. After you complete this field, select Test from the Form menu. The system then displays the results of the test in the Output Test Value field.

9.6 Setting Up Volume Incentives

This section provides an overview of volume incentives, lists a prerequisite, and discusses how to:

- Activate a volume incentive adjustment.
- Set up volume incentive information.

9.6.1 Understanding Volume Incentives

Volume incentives enable you to offer a price discount at order entry for a product or product group. You can base the discount on amounts, percentages, or replacement prices, and set up a volume incentive adjustment that is based on either single-rate or sliding-rate pricing. If you use buying structures, you can specify a value in the Accumulate at Tier field on the Price Adjustment Definition form to specify the level at which amounts or rebates accumulate in the buying structure.

Incentive deals may last for a specific time or may be valid for a specific number of orders or credit orders. The system uses previous order volumes in combination with the current order volume to determine the level break to use for advanced pricing. You can view accumulations for volume incentives using the Volume Incentive Deal History Inquiry program (P45200).

Note: You cannot use volume incentives with the Free Goods Catalog program (P4502).

The system displays volume incentives at order entry time for a specific changed order. However, when changing an existing order that is eligible for a volume incentive discount, the system does not reprice an order at order entry time. You must run the Re-Apply Volume Level Pricing report (R45900) to update the change to that order and subsequent orders.

When a sales order line is split, the system writes this information to the Rebate Transaction Summary (F4078) and Rebate Transaction Detail (F4079) tables. The system also uses these tables when processing volume incentives:

- F4072
- F4074

- F40UI74
- Sales Order Detail File F4211

See Also:

- [Working with Buying Structures.](#)
- [Working with Rebate Adjustments.](#)
- Entering Sales Order Header and Detail Information.

9.6.2 Prerequisite

Specify a value in the Adjust Accumulated Values in the Volume Transaction processing option on the Process tab for the Sales Order Entry program (P4210).

9.6.3 Forms Used to Set Up Volume Incentives

Form Name	Form ID	Navigation	Usage
Modify Adjustment Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Locate an adjustment on the Work with Adjustment Types form, and then click the Select button. Select Modify Adj. Controls (modify adjustment controls) from the Form menu on the Price Adjustment Definition form.	Activate a volume incentive adjustment.
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate a volume incentive adjustment on the Work with Adjustment Detail form, and then click the Select button.	Set up volume incentive information.

9.6.4 Activating a Volume Incentive Adjustment

Access the Modify Adj. Controls form.

9.6.5 Setting Up Volume Incentive Information

Access the Price Adjustment Detail Revisions form.

VI UM (volume incentive unit of measure)

Enter the unit of measure (for example, **EA** for eaches and **BX** for boxes) by which the system records quantity for a volume incentive deal.

VI Cur (volume incentive currency)

Enter the currency code on which the volume incentive price adjustment is based.

Number of Orders

Enter the number of orders that are defined for a volume incentive deal.

9.7 Working with Rebate Adjustments

This section provides overviews of rebate adjustments, rebate accrual adjustments, standard procurement rebates, supplier proof of sale rebates, and tiered rebates, lists a prerequisite, and discusses how to:

- Define rebate thresholds.
- Create a supplier proof of sale rebate.

9.7.1 Understanding Rebate Adjustments

Businesses use rebates to encourage customers to purchase a greater volume of goods or services over a period. When their purchases reach a certain threshold level, you can issue a rebate to them.

You calculate rebates based on the total amount, total quantity, or total weight of multiple orders that accumulates in a volume history file. You also accumulate a rebate amount in the general ledger to recognize the liability.

When a customer's total sales activity reaches a rebate threshold, the system calculates the rebate amount. At this point, you can generate a credit order to the beneficiary of the rebate amount.

You define the rebate adjustment to specify how much of each eligible sales order accrues to the general ledger.

See Entering Sales Order Header and Detail Information.

9.7.1.1 Example of Creating a Rebate Accrual Adjustment

This example details how to define a volume rebate for customer 4183 and item CLRD100. To do so, you must:

- Define the rebate adjustment to accrue rebate information to the general ledger.
Define the factor as 4 percent to indicate that the system accrues 4 percent of each order detail line to the general ledger.
- Define rebate thresholds.
The rebate is paid at 2 percent over 100,000 and 3 percent over 200,000. The currency is USD. The rebate is effective from June 20 through December 31 of this year.

On June 30, you enter an order for customer 4183 and item CLRD100 for 50,000.

During sales update, the system updates sales volume history with sales quantity and amount information. The system compares sales totals with rebate thresholds to determine whether the system should calculate a rebate amount. The system also creates journal entries in the general ledger to recognize the potential rebate liability.

In this example, the order total is less than the first rebate threshold, so the system does not calculate a rebate amount. The system updates volume history with this information:

- Order history total = 50,000.

- Rebate amount = 0.

The system creates journal entries with an I batch type to record the sale of goods:

- Debit accounts receivable = 50,000.
- Credit sales = 50,000.

The system creates journal entries to recognize the rebate liability (4 percent of the order amount):

- Debit accrual discount (4 percent \times 50,000) = 2,000.
- Credit rebate payable = 2,000.

You define automatic accounting instruction (AAI) 4280 for the amount to accumulate in the volume history rebate account.

Enter additional orders for customer 4183 and item CLRD100 using this information:

- July 15 for 100,000.
- July 30 for 100,000.

During sales update, the system updates volume history as follows:

- Order history total = 250,000.
- Rebate amount = 7,500.

When the customer's order history reaches the second rebate threshold, the system calculates the rebate amount at 3 percent of the order history total (250,000 \times 0.03 = 7,500.00).

To create the journal entries, the system uses the 4 percent from the accrual adjustment. During sales update, the system creates journal entries for these two orders:

- Debit accounts receivable = 200,000.
- Credit sales = 200,000.
- Debit accrual discount = 8,000.
- Credit rebate payable 8,000.

Note: The total rebate payable in the general ledger is 10,000 (2,000 + 8,000), but the rebate payable amount in volume history is 7,500.

On August 1, you generate credit orders. Although the system has made general ledger entries, you must submit a credit note before the system issues a credit order. The system bases the credit orders on credit notes you submit. To use the correct AAI, the system reads the general ledger class code for the credit order in the adjustment. It uses the beneficiary from the adjustment as the sold to address.

Next, you run the Sales Update program to create these general ledger entries for the credit order:

- Debit revenue = 7,500.
- Credit accounts receivable = 7,500.

If you define rebate thresholds to reset the rebate amount field, the system updates the Volume History file as follows:

- Rebate amount = 0.

- Rebate paid = 7,500.

9.7.1.2 Review of Rebate Information

You can retrieve rebate history for each customer using the Rebate Volume History Inquiry program (P4078). This program provides a tracking system for both past rebates and the current status of orders that qualify for rebates. The Sales Rebate History Register report (R42780) lists customers and their sales that qualify for rebates.

9.7.2 Understanding Rebate Accrual Adjustments

You define the rebate adjustment to specify how much of each eligible sales order the system accrues to the general ledger.

When you set up an adjustment, you must indicate a rebate accrual adjustment and the beneficiary of the rebate. If you do not set up the adjustment definition for a rebate, you cannot access additional rebate information.

You define the details of the rebate accrual adjustment when you set up an adjustment schedule. The price adjustment detail for rebates determines the rate at which you can set aside funds into an accrual account, which covers the rebate amounts that you pay to customers who reach the threshold. On the Price Adjustment Detail Revisions form, the information that you enter in the Factor and Basis Code fields defines how you want to accrue and calculate the rebate amount for each eligible sales detail line to the general ledger.

You use rebate thresholds to establish limits at which a customer is eligible for a rebate. Customer sales totals that you accumulate in volume history are compared against the thresholds to determine whether the customer is eligible for a rebate and at what level.

9.7.3 Understanding Standard Procurement Rebates

Standard procurement rebates enable a customer to receive a rebate from a supplier after the customer purchases a certain amount from that supplier. Standard procurement rebates apply only to purchase orders. The customer is the beneficiary of a standard procurement rebate in the rebate history.

This table defines the two methods for awarding a standard procurement rebate to a customer:

Method	Definition
Accounts Receivable Invoice (Debit Memo)	Using the debit memo method, you run the Generate Rebate Claims (R42770) batch program to generate the sales order. This program uses the supplier's Address Book number as the sold-to customer. Through the sales order, the supplier settles the rebate by paying the invoiced amount to the distribution center or the individual.
Accounts Payable Credit (Credit Order)	Using the credit order method, you run the Generate Rebate Claims batch program to generate a credit order in the Purchase Order Detail File table (F4311). The distribution center or individual can offset the credit against payments that are owed to the supplier, or transfer the credit to the JD Edwards EnterpriseOne Accounts Receivable system to generate an invoice.

When you create the purchase order, the system displays standard procurement rebates in the Price History program. The system accrues the rebate using the Accounts Payable Standard Voucher Entry (P0411) program.

The system uses these AAIs for standard procurement rebates:

- 4515: Rebate Accrual
- 4520: Rebate Receivable

Voucher match accrues standard procurement rebates and updates the F4078 and the F4079 tables. The system also uses these tables when processing standard procurement rebates:

- Purchase Rebate History F4343
- F4071
- F4074
- F40UI74

See Also:

- [Working with Rebate Adjustments.](#)
- [Working with Adjustment Definitions.](#)

9.7.4 Understanding Supplier Proof-of-Sale Rebates

Supplier proof-of-sale rebates enable a distributor to receive a rebate from the supplier when the distributor sells a certain amount of the supplier's item to a customer. For example, a supplier can promote a new product by offering a rebate to a distribution center when the distribution center sells the new product to a targeted customer or customer group.

This table defines the two methods for awarding a supplier proof-of-sale rebate to a distribution center or individual:

Method	Definition
Accounts Receivable Invoice (Debit Memo)	Using the debit memo method, you run the Generate Rebate Claims batch program to generate the sales order. This program uses the supplier's Address Book number as the sold-to customer. Through the sales order, the supplier settles the rebate by paying the invoiced amount to the distribution center or the individual.
Accounts Payable Credit (Credit Order)	Using the credit order method, you run the Generate Rebate Claims batch program to generate a credit order in the Accounts Payable Ledger. The distribution center or individual can offset the credit against payments that are owed to the supplier, or transfer the credit to the JD Edwards EnterpriseOne Accounts Receivable system to generate an invoice.

You award supplier proof of sales rebates through the Sales Order Entry program. On the Price History form, when you select the Hide/Show Sup Proof (hide/show supporting proof) option from the Form menu, the system displays the proof-of-sale rebate on the sales order line.

Note: You should cancel unwanted adjustments. However, to delete an adjustment on a sales order line that also has a supplier proof-of-sale rebate, you must show the supplier proof-of-sale adjustment before you can delete adjustments on that sales order line.

The system uses these AAIs for supplier proof-of-sale rebates:

- **4515:** Rebate Accrual
- **4520:** Rebate Receivable

After you complete a sales order, you must run the Sales Update batch program (R42800) to post the rebate to the general ledger. This program updates the F4078 and F4079 tables. The system also uses these tables for processing supplier rebates:

- F4071
- F4074
- F40UI74

See Also:

- [Working with Adjustment Definitions.](#)
- Processing Sales Orders.
- Creating Vouchers, Creating Vouchers.

9.7.5 Understanding Tiered Rebates

You create tiered rebates when defining rebates within a buying structure. The accumulated rebates in a buying structure differ from standard rebates. You might want to set up different tiers at which rebates accrue and different beneficiary tiers at which rebates are awarded. Using tiered rebates in a buying structure also enables subsidiaries (children) of a parent customer to contribute toward a rebate.

When you set up tiered rebates, you specify the level at which you want rebates to accrue. You also specify the beneficiary level of the rebate.

You specify the accumulation tier in the Price Adjustment Schedule program. You must activate the Inheritance Flag on the Adjustment Schedule Revisions form if you want the children of the tier to contribute to rebate accumulations.

A beneficiary can be either a customer address number or a tier level in the buying structure. You must ensure that the beneficiary tier is a level greater than or equal to the tier level that you define as an accumulation tier.

After the system determines beneficiary and accumulation values, it processes tiered rebates as it does all other rebates.

9.7.6 Prerequisite

Ensure that the Adjustment Retrieval Method field in the pricing constants is set to use the pricing address number, the adjustment schedule, or both.

See Also:

- [Working with Buying Structures.](#)
- Setting Up Parent, Child Relationships and Organizational Structures.

9.7.7 Forms Used to Work with Rebate Adjustments

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	<p>Adjustment Set Up (G4231112), Price & Adjustment Schedule Revisions</p> <p>Locate an adjustment schedule type to work with on the Work with Adjustment Schedules form and click the Select button.</p> <p>Select the adjustment on the Price Adjustment Schedule Revisions form and select Adj Name (adjustment name) from the Row menu.</p>	Specify the type of rebate adjustment. For example, you can define a rebate accrual adjustment.
Price Adjustment Schedule Revisions	W4070C	Click the OK button on the Price Adjustment Definition form after you define an adjustment.	Enter and revise schedule information about a price adjustment.
Rebate Threshold Revision	W4077B	<p>Select an adjustment on the Price Adjustment Schedule Revisions form and select Adj Details (adjustment details) from the Row menu.</p> <p>Click the Add button on the Work with Adjustment Detail form.</p> <p>Select a preference on the Preference Hierarchy Selection form and click the Select button.</p> <p>Select a record on the Price Adjustment Detail Revisions form and click the OK button.</p> <p>On Work with Adjustment Detail, select a record and select Rebates from the Row menu.</p> <p>Click the Add button on the Work With Rebates form.</p>	Specify rebate information such as effective dates, threshold amounts, currency, and units of measure.

Form Name	Form ID	Navigation	Usage
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form. Select Supplier Proof of Sales under Adjustment Control Code to specify the adjustment as a supplier proof-of-sales adjustment.	Create standard procurement rebates.
Price Adjustment Definition	W4071A	Click the OK button on the Modify Adj. Controls (modify adjustment controls) form.	Specify rebate information, such as the type of rebate, how the rebate is processed, and the level at which the rebate is calculated (for example, at the line level or the order level).

9.7.8 Defining Rebate Thresholds

Access the Rebate Threshold Revision form.

Threshold Value

Enter a quantity that the system compares against accumulated sales volume to determine whether a rebate should be awarded. You can define thresholds as quantities, weights, or sales amounts. Use the Level Break Type field in the adjustment definition to define the type of threshold.

Rebate Factor

Indicate how you want to calculate the rebate amount. The code that you enter in the Rebate Type field controls how the rebate is applied.

For example, you can award a fixed amount or you can calculate a percentage of accumulated sales.

Reset History

Enter **1** for *Yes*. The system resets sales history totals and rebate paid to date to zero when you create a credit order for the given customer rebate total.

Enter **0** for *No*. The system does not reset sales history totals and rebate paid when you create a credit order; it leaves them at their current values.

9.7.9 Creating a Supplier Proof-of-Sale Rebate

Access the Modify Adjustment Controls form.

9.8 Working with Variable Price Adjustments

This section provides an overview of variable price adjustments and discusses how to:

- Create variable adjustments.
- Create formula-based adjustments.

9.8.1 Understanding Variable Price Adjustments

You use variable price adjustments to set up prices and effective dates for items that have prices that vary frequently. You can create adjustments that are based on the Price Variable table (F4075).

When you create a price adjustment from the F4075 table, attach an override adjustment to the table to ensure that you override any other price with the variable price adjustment.

Formulas are a tool that you can use to define complex price structures. Each formula can be as simple or as complex as you want it to be. When you define a formula, you can refer to either the F4075 table or the F4211 table. You can also specify units of measure and currency codes in formulas.

A formula consists of components. The components refer to, or specify, a specific number, table, or mathematical operation. Each component must be identified by a special character. You define these characters in the pricing constants during system setup.

The system evaluates formulas as standard algebraic notation. A formula might look like this:

.90*&GOLD

where

- .90 represents 90 percent.
- The asterisk (*) represents multiplication.
- The ampersand (&) indicates that *GOLD* is the name of a variable table.

You would interpret this formula as *The price of the item is 90 percent of the current price of gold.*

9.8.2 Forms Used to Work with Variable Price Adjustments

Form Name	Form ID	Navigation	Usage
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Enter an adjustment name on the Work With Adjustment Detail form, and click the Add button. Select the hierarchy for the variable adjustment on the Preference Hierarchy form, and click the Select button.	Enter applicable adjustment information.

Form Name	Form ID	Navigation	Usage
Work with Price Variable Tables	W4075C	Select a record on the Price Adjustment Detail Revisions form, and select Variables from the Row menu.	Specify information about the variable price adjustment, such as the variable table name, unit of measure, and so on.
Price Formula Revisions	W4076A	Select a record on the Price Adjustment Detail Revisions form, and select Formulas from the Row menu.	Specify a formula for the formula-based adjustment. The components that you use in a formula must be defined in the system constants.
File Field Descriptions	W4076E	Select Fields from the Form menu on the Price Formula Revisions form.	Include a field from the F4211 table in the price formula.
Work with Price Variable Tables	W4075C	Select Variables from the Form menu on the Price Formula Revisions form.	Include a price variable table in the price formula.

9.8.3 Create Variable Adjustments

Access the Price Adjustment Detail Revisions form.

9.8.4 Create Formula-Based Adjustments

Access the Price Formula Revisions form.

9.9 Working with Sliding Rates

This section provides an overview of sliding rates and discusses how to create a sliding rate adjustment.

9.9.1 Understanding Sliding Rates

At the adjustment definition level, you can set up and apply multiple discounts to a sales order line based on a sliding rate. Sliding rates are discounts that occur at certain level breaks or threshold amounts. They are based on a cumulative value, and they affect the unit price of the sales detail line being adjusted. The sliding rate can also be based on quantity or weight.

The system displays the quantity that receives the discount in the Based On Value field and the sliding rate equation in the Adjustment Calculation field on the Price History form.

You can also view the based on value and the factor value for sliding rate adjustments on the Print Invoices (R42565) and Purchase Order Print (R43500) reports.

Note: You cannot use sliding rates with basket and order-level adjustments. In addition, the system does not calculate sliding rates for accumulative orders. For example, if a customer orders 10 tons of an item Monday and an additional 10 tons on Tuesday, the system prices each order separately. If you want to use sliding rate discounts over several orders, you must set up sliding rates using volume incentives.

9.9.1.1 Example of a Sliding Rate Discount

This example describes how to set up a sliding rate for an item with a base price of 100.00. You can apply these discounts to the item:

- 0–99 items receive a 0 percent discount.
- 100–199 items receive a 10 percent discount.
- 200–299 items receive a 20 percent discount.
- 300 or more items receive a 30 percent discount.

Set up the threshold definition using this information:

- 99 items receive 10 percent.
The discount applies to quantities greater than 99 items.
- 199 items receive 20 percent.
The discount applies to quantities greater than 199 items.
- 299 items receive 30 percent.
The discount applies to quantities greater than 299 items.

If the order quantity is 250, the system prices the item using this method:

- $99 \text{ (items)} \times 100.00 \text{ (price)} = 9,900.00.$
- $100 \text{ (items)} * 90.00 \text{ (price)} = 9,000.00.$
- $51 \text{ (items)} * 80.00 \text{ (price)} = 4,080.00.$
- $22,980.00 \text{ (total)} / 250 \text{ (items)} = 91.92 \text{ (price per item).}$

Because the detail line on a sales order can have only one unit price, the system determines the correct price by weighting the adjustment for each sliding rate adjustment by the quantity that is eligible for that threshold.

See Also:

- [Working with Adjustment Definitions.](#)
- [Setting Up Volume Incentives.](#)

9.9.2 Forms Used to Work with Sliding Rates

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), select Price Adjustment Definition Set up an adjustment definition or locate an existing adjustment on the Work with Adjustment Types form and click the Select button.	Create a sliding rate adjustment. The adjustment that you set up or select must be a line-level adjustment.
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate an adjustment row on the Work with Adjustment Detail form and click the Select button.	Enter threshold values for a sliding rate adjustment.

9.9.3 Creating a Sliding Rate Adjustment

Access the Price Adjustment Definition form.

Sliding Rate

Select to have the system apply a sliding rate adjustment. This type of adjustment is based on a collection of rates that is applied from each threshold level. If you do not select this option, the system applies a single rate adjustment. This type of adjustment is based on the most applicable threshold.

Note: If you select the sliding rate, you cannot add a gross profit margin adjustment (basis code 9) to this adjustment.

When you select this option, you cannot select the Override Price check box. However, when you use a sliding rate with an upsell adjustment, the system enables the Override Price check box.

As you enter more information on subsequent lines, the system copies all of the field values from the first record to the following records except for the values in the Threshold Value (From Level) and Factor Value Numeric fields. For example, you cannot specify different basis codes or units of measure for different threshold values of the same adjustment. Therefore, the only value that can be different is the one that you specify in the Factor Value Numeric field.

9.10 Creating Gross Profit Margin Adjustments

This section provides an overview of gross profit margin adjustments, lists prerequisites, and discusses how to:

- Define gross profit margin target adjustment preference detail.
- Define gross profit margin target adjustment limits.

9.10.1 Understanding Gross Profit Margin Adjustments

Using gross profit margins, you can define an adjustment that adds a specified percentage to the net price. You can also enter a gross profit margin adjustment directly on the sales order detail line, creating a manual adjustment in price history.

Use preferences to define minimum and maximum gross profit margin targets, which enables targets to be defined at the item, item group, customer, and customer group levels. Gross profit margin preferences allow you to define a minimum and maximum percentage level, and if the profit does not fall within those parameters, the system issues an error.

9.10.2 Prerequisites

Before you can use gross profit margin adjustments on sales orders, you must enable gross margin pricing processing options in the Profit Margin tab in the Sales Order Entry program (P4210).

To set up a preference for minimum and maximum profit margins, you must define an advanced preference type code in UDC 40/AP for gross profit margins.

9.10.3 Forms Used to Create a Gross Profit Margin Adjustment

Form Name	Form ID	Navigation	Usage
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate an adjustment on the Work with Adjustment Detail form and click the Select button. Enter 9 (gross profit margin) in the BC field and define the gross profit margin percent in the Factor Value Numeric field. Define the applicable currency and threshold unit of measure.	Specify the adjustment as a gross profit margin adjustment.
Sales Order Detail Revisions	W4210A	Sales Order Processing (G4211), Sales Order Detail Click Add on the Customer Service Inquiry form. Enter sales order information and enter the gross profit margin percentage in the Percent Profit Margin field.	Enter the gross profit margin percentage.

Form Name	Form ID	Navigation	Usage
Preference Definition Revisions	W4071A	<p>Advanced Preferences (G40311), Advanced Preferences Name Revisions</p> <p>Click Add on the Work with Preference Types form.</p> <p>Set up an advanced preference for a gross profit margin target adjustment.</p>	Set up a gross profit margin target adjustment.
Preference Detail Revisions	W4072A	<p>Advanced Preferences (G40311), Advanced Preferences Detail Revisions</p> <p>Enter the target gross margin preference in the Preference Name field on the Work With Preference Detail form and click the Add button.</p> <p>Specify whether the adjustment applies to item only, item group only, or all items and customers.</p> <p>Enter the adjustment level, unit of measure, and effective dates on the Preference Detail Revisions form.</p>	Define the preference details for the gross profit margin target adjustment.
Preference Values Revisions	W4072D	<p>Select Pref Details (preference details) from the Row menu on the Preference Detail Revisions form.</p> <p>Enter the preference sequence and the upper and lower limits of the profit margin target.</p>	Define the limits of the gross profit margin target adjustment.

9.10.4 Defining Gross Profit Margin Target Adjustment Preference Detail

Access the Preference Detail Revisions form.

9.10.5 Defining Gross Profit Margin Target Adjustment Limits

Access the Preference Values Revisions form.

Sequence

Enter the processing sequence that the system uses when performing the calculation.

Lower Limit

Enter the lower limit of the adjustment. This value is a percentage. For example, enter **10** to specify 10 percent gross profit as the lower limit.

Upper Limit

Enter the lower limit of the adjustment. This value is a percentage. For example, enter 20 to specify 20 percent gross profit as the upper limit.

9.11 Creating Extended Terms Adjustments

This section provides an overview of extended terms adjustments, lists prerequisites, and discusses how to:

- Define extended terms adjustment preference detail.
- Define extended terms adjustment payment terms.

9.11.1 Understanding Extended Terms Adjustments

You set up extended terms adjustments to offer favorable payment terms instead of further discounts. Extended terms adjustment is a basket-level adjustment. For example, you can set up a basket of items and then define an adjustment to award a payment terms of net 60 days instead of net 30 days if a customer's purchase order for items in that basket exceeds 10,000. All order lines in the basket receive the more favorable payment terms.

You can use both simple baskets, those defined in the item branch, and enhanced baskets to set up extended terms adjustments.

9.11.2 Prerequisites

To enable the repricing of sales detail records to accommodate extended terms adjustments, you must enable the system to reprice sales detail records repeatedly. In the processing options for the Order and Basket Level Pricing program (R42750), enter 1 in the Repeat Price field on the Update Options tab to enable multiple repricing.

You must define an advanced preference type code in UDC 40/AP for extended payment terms.

9.11.3 Forms Used to Create an Extended Terms Adjustment

Form Name	Form ID	Navigation	Usage
Preference Definition Revisions	W4071A	Advanced Preferences (G40311), Advanced Preferences Name Revisions Click Add on the Work with Preference Types form.	Set up an advanced preference for an adjustment to the gross profit margin target.

Form Name	Form ID	Navigation	Usage
Preference Detail Revisions	W4072A	<p>Advanced Preferences (G40311), Advanced Preferences Detail Revisions</p> <p>Enter the extended payment terms preference in the Preference Name field in the Work With Preference Detail form and click the Add button.</p> <p>Enter the adjustment level, unit of measure, and effective dates.</p>	Define the details of the extended terms adjustment preference.
Preference Values Revisions	W4072D	<p>Select Pref Details (preference details) from the Row menu on the Preference Detail Revisions form.</p> <p>Enter the preference sequence, business unit, and payment terms.</p>	Define extended payment terms for the terms adjustment.

9.11.4 Defining Extended Terms Adjustment Preference Detail

Access the Preference Detail Revisions form.

9.11.5 Defining Extended Terms Adjustment Payment Terms

Access the Preference Values Revisions form.

Sequence

Enter the processing sequence that the system uses when performing the calculation.

9.12 Working with Ship and Debit Adjustments

This section provides overviews of ship and debit adjustments and ship and debit adjustment details, lists prerequisites, and discusses how to:

- Define ship and debit adjustments.
- Set processing options for Adjustment Balances (P45715).
- Set up ship and debit adjustment balances.

9.12.1 Understanding Ship and Debit Adjustments

Distributors, suppliers, and manufacturers often enter into agreements with each other to address the price and cost fluctuations that are associated with certain components and products. Within the electronics industry, these agreements are known as ship and debit adjustments.

Ship and debit processing is designed to give you leverage, which helps you keep inventory moving. It can help you stimulate sales for a specified period with discounted prices.

Ship and debit adjustments do not change inventory costs. Instead, they are recognized as a cost-of-goods-sold sales reduction and affect the company's profit margins. Consequently, these adjustments also affect commission amounts.

You might have many different ship and debit adjustments set up with different suppliers and pertaining to many different items. Typically, ship and debit adjustments are time sensitive. The system enables you to specify the period that you and suppliers have set up for adjustments. Ship and debit processing helps you manage these complex adjustments and their resulting claims.

You can set up a ship and debit adjustment to use a minimum or maximum price and to adjust the unit price of a particular item, customer, item group, customer group, or combination. For example, if the receipt price of an item is within the minimum or maximum amount you set, then the system does not adjust the unit price of the item. If the receipt price is below the minimum or above the maximum amount that you set, then the system adjusts the unit price of the item.

See [Understanding Adjustment Definitions](#).

You can use the Price Matrix program (P4590) to add and edit a multitude of adjustment detail records in the F4072 table. Using this program enables you to access a view of the adjustment detail records and to quickly enter and maintain pricing information.

See [Understanding the Price Matrix](#).

Note: If you choose to include ship and debit sales rebates, also known as design-win ship and debit, use the JD Edwards EnterpriseOne Advanced Pricing system's rebate pricing adjustments.

See [Working with Rebate Adjustments](#).

9.12.1.1 Ship and Debit Items

You must set up specific ship and debit items to use with adjustments. Depending upon your business practices, you must set the inclusive or exclusive rule for each item.

Note: You can set up each item by either the exclusion or inclusion rule, but not both. If you change business processes and you must change the exclusion or inclusion rules on ship and debit items, you must delete all items and enter the items again with the changed rule.

9.12.1.2 Ship and Debit During Sales Order Processing

Ship and debit adjustments are applied when you click OK on any sales order that includes the items that are set up for ship and debit adjustments and the supplier with whom you have entered the agreement. Depending upon how you set the processing options, the system uses either subsystem or batch processing.

You can access Ship and Debit History from the Customer Service Inquiry form. Use Ship and Debit History data to review pricing formula and cost information. Also, you can review additional detail information about the agreement. You can also view the affected profit margin within Ship and Debit History.

When processing ship and debit adjustments through sales order entry, the supplier number should equal the primary vendor supplier number. Set up the primary source vendor at the item branch/plant or enter it manually during order entry.

Because adjustments are time sensitive and can constantly change, you can reevaluate the adjustments at processing points in the system such as Ship Confirmation or Sales Update. Ship and debit adjustments are based on the promised ship date in sales order detail. For example, should the actual ship date differ from the promised ship date, the system reassigns the agreement.

Adjustments that are assigned to sales order lines are finalized when you confirm shipments or run Sales Update.

To have the system recalculate or reassign adjustments during sales order processing, set the processing options in any of the these programs:

- Sales Order Entry (P4210).
- Held Order Release (P43070).
- Backorder Release and Report (R42118).
- Print Pick Slips (R42520).
- Shipment Confirmation (P4205).
- Sales Update (R42800).

9.12.1.3 Technical Considerations

This table describes the technical components used for processing ship and debit adjustments through sales order processing:

Technical Component	Explanation
Document Type SO	Use document type SO when entering sales orders that include ship and debit items.
AAI 4234	Set up the ship and debit accrual and holding AAI (4234).
Generate Claim Record and Claim Accrual Entries (R45800)	Before sales update, create a version, which begins the Generate Claim Record and Claim Accrual Entries program (R45800). Run this version of the Update Customer Sales program when processing orders that include ship and debit adjustments.
Commission Maintenance (P42120)	Use the Commission Maintenance program to review changes to commission amounts. These changes are based on the after-the-sales cost reduction in the profit margin for orders that include ship and debit adjustments.

9.12.1.4 Ship and Debit Claims

The claims for the ship and debit adjustments are created when you run the Generate Claim Record and Claim Accrual Entries program. The claim can then be sent to the supplier for approval. Claims can be submitted using Electronic Data Interchange.

The Generate Claim Record and Claim Accrual Entries program updates the Ship and Debit Claims table (F4576) and deletes expired data from the Ship and Debit History table (F4575). It also updates commission records.

Approved claims are then applied to the Accounts Payable amount for the supplier, and the Accounts Payable amount is reduced by the amount of the claim. Claims can be applied manually or automatically through the Ship and Debit Claims program (P4576).

When you run the Update Customer Sales program, set the processing options to create a version to generate claim records and accrual entries. The Generate Claim Record and Claim Accrual Entries program reduces the amount in the cost of goods sold account by the total debit amount for that order line. A debit amount for that same cost of goods sold should be applied to an accrual, or holding, account according to AAI 4234. The Generate Claim Record and Claim Accrual Entries program also updates the F4576 table and deletes expired adjustment data from the F4575 table.

You can approve the claim before sending it to the supplier or after it is approved by the supplier. Use the Ship and Debit Claim Output report (R47761Z1) to update the claim records in the Ship and Debit Claims Unedited Transaction table (F4576Z1).

When you receive approval from the supplier, run the Ship and Debit Update program (R47762Z1) to update the F4576 table.

Note: You must manually update rejected claims in the F4576 table.

See Also:

- Receiving Customer Order Changes (860, ORDCHG).
- Sending EDI Standard Business Documents.

9.12.1.5 Alternate Tax Rate/Area Assignment Functionality in Ship and Debit Claims

The alternate tax rate/area assignment functionality enables you to use an alternate tax rate/area when the country of the branch/plant and the country of the supplier are European Union countries. To enable the alternate tax rate/area functionality, you enable a constant and set up alternate tax rate/area definitions. See "Setting Up Alternate Tax Rate/Area Assignment Functionality" in the *JD Edwards EnterpriseOne Applications Tax Processing Implementation Guide*.

You can have the system assign the alternate tax rate/area when you create vouchers for the ship and debit claims if the item is taxable and:

- You set up the alternate tax rate/area assignment functionality.

When you set up the alternate tax rate/area definitions, you specify whether to have the system generate no message, a warning message, or an error message if validations fail. The error handling that you set up determines whether the system assigns the alternate tax rate/area to the vouchers you create from the Ship and Debit Claims program.

- You set the Apply Tax to Voucher processing option in the Ship and Debit Claim program (P4576) to apply tax.

If the alternate tax rate/area assignment company constant is enabled, the system:

- Assigns the alternate tax rate/area for the voucher if no errors exist.
- Assigns the tax rate/area associated with the supplier if the system generates a warning message.
- Does not create the voucher if an error exists.

If the alternate tax rate/area assignment functionality is not enabled, the system assigns the tax rate/area associated with the supplier when you generate a voucher from the Ship and Debit Claim program.

9.12.2 Understanding Ship and Debit Adjustment Details

Ship and debit adjustment details provide the parameters that the system uses to calculate adjustments. Adjustment details contain basis codes that allow for added flexibility. The basis code, or factor value method, that you select for the ship and debit adjustment must equal 1 or 4.

When deciding which factor value method to select, consider whether the supplier dictates cost or percentage discount. Select a factor value method that matches the supplier's practices.

When setting up ship and debit adjustments, you can specify that the system track the cost of an item after the debit has been subtracted. You can further define adjustment details when you add adjustment definitions to adjustment schedules.

You review the Adjustment Balances table (F45715) to see the quantities and dates that apply to the ship and debit adjustments. You can also review the ship and debit adjustment detail, including the supplier, branch/plant, based on cost information and calculation formulas.

You can change quantity information from the Adjustment Balances program (P45715). You can also prorate expiration dates for adjustments.

You first set up adjustment balances for the ship and debit adjustments. You then set the parameters and assign relationships between the balances and the detail of the adjustments when you set up adjustment detail balances to the ship and debit adjustments.

9.12.3 Prerequisites

Before you complete the tasks in this section:

- Set up a preference master and pricing hierarchy for ship and debit adjustments.
See [Setting Up Advanced Pricing Hierarchies](#).
- Set up the supplier's list price for the ship and debit items on Supplier Catalog Maintenance.
See [Setting Up Supplier and Item Information](#).
- Verify that you have Advanced Sales Pricing turned on.
See [Setting Up Advanced Pricing Constants](#).

9.12.4 Forms Used to Work with Ship and Debit Adjustments

Form Name	Form ID	Navigation	Usage
Document Type Revisions	W40040B	<p>Ship and Debit Processing (G4511), Document Type Maintenance</p> <p>Click the Add button on the Work With Document Type form.</p> <p>You can also locate the document type to set up to process ship and debit transactions and click the Select button.</p>	<p>Set up ship and debit document types.</p> <p>You must set up document types to enable ship and debit processing before using ship and debit functionality.</p>
Set Inclusion or Exclusion	W4513C	<p>Ship and Debit Processing (G4511), Ship and Debit Items</p> <p>Locate an item on the Work with Ship and Debit Items form and select Set Rule from the Form menu.</p>	<p>Set up ship and debit items.</p> <p>You cannot change the inclusion or exclusion rule if records exist.</p>
Modify Adj. Controls	W4071C	<p>Ship and Debit Processing (G4511), Adjustments Definition</p> <p>Click the Add button on the Work with Adjustment Types form.</p>	Define ship and debit adjustments.
Price Adjustment Definition	W4071A	<p>Select the Ship and Debit option on the Modify Adj. Controls form and click the OK button.</p> <p>Select price adjustment options about the ship and debit adjustment, such as whether the adjustment applies to a specific price group.</p>	Enter price adjustment information about the ship and debit adjustment.
Balance Revisions	W45715B	<p>Ship and Debit Processing (G4511), Adjustment Balances</p> <p>Enter the name of the adjustment on the Work with Adjustment Balances form and click the Add button.</p> <p>Select a preference on the Preference Hierarchy Selection form and click the Select button.</p>	Set up ship and debit adjustment balances.

Form Name	Form ID	Navigation	Usage
Work with Adjustment Balances	W45715A	Ship and Debit Processing (G4511), Adjustment Balances	Set up ship and debit adjustment detail balances.

9.12.5 Defining Ship and Debit Adjustments

Access the Modify Adj. Controls form.

After you have made a ship and debit agreement with the supplier, you must define the information about the adjustment that the agreement creates within the system.

Target Application

Select the JD Edwards EnterpriseOne system, such as Sales Order Management or Procurement, that the price adjustment supports.

9.12.6 Setting Processing Options for Adjustment Balances (P45715)

Processing options enable you to specify the default processing for programs and reports.

9.12.6.1 Display

These processing options control whether the system displays records within the Adjustment Balances program. They can also be used to control when the system displays agreement expiration warning messages.

1. Adjust Balance Records

Specify which adjustment balance records the system displays. Values are:

Blank: Display all.

1: Display only active.

2: Display only inactive.

2. Minimum Quantity Percentage

Specify the minimum percentage of quantity that the system permits before displaying an expiration warning message. The system displays the quantity columns (for the adjustments that have passed the minimum quantity percentage) in a different color.

3. Minimum Remaining Quantity

Specify the minimum remaining quantity that the system permits before displaying an expiration warning message. The system displays the quantity columns (for the adjustments that have passed the minimum quantity) in a different color.

4. Minimum Percentage of Remaining Days

Specify the minimum percentage of remaining days that the system permits before displaying an expiration warning message. The system displays the expiration date columns (for adjustments that have passed the minimum percentage of remaining days) in a different color.

5. Minimum Number of Remaining Days

Specify the minimum number of remaining days that the system permits before displaying an expiration warning message. The system displays the expiration date columns (for the adjustments that have passed the minimum number of remaining days) in a different color.

9.12.6.2 Process

This processing option controls whether you can make changes to the adjustment balance records.

1. Adjustment Balance Changes

Specify whether the system permits you to change adjustment balance records. Values are:

Blank: Do not permit changes to adjustment balance records.

1: Permit changes to adjustment balance records.

9.12.7 Setting Up Ship and Debit Adjustment Balances

Access the Balance Revisions form.

Send Claim To

Enter the Address Book number to specify where correspondence and resulting claims are sent regarding this agreement.

Claim Method

Specify the method to use to send resulting claims back to the supplier.

Based On Cost

Enter the cost to base this agreement on if it is different from the cost in the F4105 table.

Factor Value Method

Specify the factor value method that the system uses in claim calculations.

For ship and debit adjustments, you must select a factor value (basis code) of either **1** or **4** only.

Maximum Authorized Quantity

Enter the maximum number of units allowed for an agreement.

Minimum Quantity To Qualify

Enter the minimum number of units of an item to be ordered per transaction to qualify for this agreement.

Working with Repricing

This chapter contains the following topics:

- [Section 10.1, "Understanding Repricing"](#)
- [Section 10.2, "Reviewing Price and Adjustment Changes"](#)
- [Section 10.3, "Working with the Basket Master"](#)
- [Section 10.4, "Applying Adjustments to Items in an Enhanced Basket"](#)
- [Section 10.5, "Creating Order-Level Adjustments"](#)
- [Section 10.6, "Repricing Sales Orders"](#)
- [Section 10.7, "Repricing Purchase Orders and Receipts"](#)
- [Section 10.8, "Revising Adjustments"](#)

10.1 Understanding Repricing

You can set up adjustments to reprice sales orders. You reprice sales orders for these reasons:

- To allow additional discounts or markups on groups of items.
- To give different pricing to special items or customers.
- To give global discounts based on the total quantity, weight, or amount of items within a product family.

You set up repricing based on the amount of the order, weight of the items, or the total quantity of all items in an order. In the definition for each adjustment, you must specify whether you want to use the adjustment for basket or order repricing. You can repeatedly reprice an order line. You must set a reprice processing option in the reprice program you use to enable order detail lines to be repeatedly repriced.

Note: You can only use reprice adjustments for sales orders. If you use JD Edwards EnterpriseOne Advanced Pricing and Procurement, you cannot reprice purchase order adjustments.

10.2 Reviewing Price and Adjustment Changes

This section provides overviews of these reports:

- Price Adjustment Maintenance (R41840).
- Orders Affected by Price Change (R40821).

The reports list all adjustments and the changes made to the adjustments. The reports also include any new adjustments, effective dates, and new factor values.

Note: When running the adjustment reports, you must include the Unit of Measure field in data selection so that the system applies the update or addition adjustment value consistently.

The Price Adjustments Maintenance program includes the versions for these adjustment reports:

- Price Adjustment Report.
- Price Adjustment Revisions Report.
- Future Adjustments Additions Report.

You can run the Price Adjustments Maintenance program (R41840) in proof or in final mode. Run the program in proof mode to review the report and make changes before you run the program in final mode. You can run this program in proof mode as many times as necessary.

When you set up the version of the Price Adjustments Maintenance program, you can choose fields that the system selects from the based-on table. Choosing specific fields is especially helpful if you do not want to print or update all of the information.

You can also print the Orders Affected by Price Change Integrity report (R40821) to review orders that could potentially change due to changes to adjustments.

10.2.1 Understanding the Price Adjustment Report

When you run the Price Adjustments Maintenance program, the system prints only existing adjustments for each record that it selects. It does not make changes or updates. To run this version, leave all processing options blank.

10.2.2 Understanding the Price Adjustment Revisions Report

You can make individual changes to adjustments using the Price Adjustment Detail Revisions form. Alternately, you can change adjustments or add adjustments using the Price Adjustments Maintenance program. The system bases new adjustments on the current adjustment selected by the report writer.

You choose the Price Adjustments Revisions version of this report. You can run this version in proof or final mode.

When you run this program, the system prints a report that shows the old and new factor values for each adjustment. You create this version by entering an adjustment factor and setting up processing options.

10.2.3 Understanding the Future Adjustments Additions Report

To create new adjustments, select the Future Adjustments Additions version of the Price Adjustments Maintenance program. In the processing options for this version, enter the effective dates of the new adjustments. You can also specify whether the system updates the Price Adjustment Detail table (F4072) in the processing options.

The system bases new adjustments on the existing adjustment with the most recent expiration date. It assumes that the adjustments you want to create are effective on a future date. To avoid problems, do not create adjustments for past dates. Do not

change the sequencing for versions that create new adjustments. Changing sequencing causes the system to use the incorrect record.

You can change the new adjustment before the system writes it to the table by entering the adjustment type and factor in the processing options. The system uses this information to change the new adjustment.

If you leave the adjustment type and factor blank, the system copies the adjustments from the current adjustment. It does not create a new adjustment. You must specify a from and a through date or the system does not process the information.

Proof mode prints a listing of the additions that occur if you process these adjustments. Final mode lists the additions made when you selected final.

10.2.4 Understanding the Orders Affected by Price Change Report

The Orders Affected by Price Change integrity report (R40821) lists the orders that could potentially change based on changes to adjustments, variables, or formulas since the order creation date.

Print the Orders Affected by Price Change for sales orders only.

10.2.5 Understanding Pricing at Settlements

You can change a price adjustment made during receipts entry. The system records the appropriate journal entries to record these variances.

See Processing Advance Payments.

10.3 Working with the Basket Master

This section provides an overview of the basket master, lists a prerequisite, and discusses how to

- Set up basket master information.
- Create basket-level adjustments.

10.3.1 Understanding the Basket Master

Use the Basket Master program (P4550) to enter and maintain baskets. You can define all characteristics of a basket, including the basket name (set up in user defined code (UDC) 40/PI) and all of the items and item groups that are part of the basket. The same item can be part of multiple baskets, and you can apply multiple baskets to a qualifying order.

You also can use the Basket Master program to define the item characteristics, such as criteria for accumulations and adjustments; and pricing rules for the items and item groups.

When you set up the criteria for accumulations, you specify a basket accumulation rule (set up in UDC 45/BA) that determines how the system applies adjustments to the baskets. The basket pricing rule (set up in UDC 45/BP) that you specify also determines how the system applies adjustments.

10.3.1.1 Basket Master Information

To use enhanced basket functionality, you must perform setup tasks for determining how the system applies the basket adjustments. First, you must indicate which items and item groups belong in the basket. You must also specify a basket accumulation

rule and a basket pricing rule for the items that are contained in the basket. By doing so, you can specify discounts that apply to a particular item or item group as opposed to specifying a single discount for the entire basket.

The options for the basket accumulation rule are:

- 0: Include the item or item group in basket summary; no minimum required.
- 1: Include the item or item group in basket summary; minimum required.
- 2: Exclude the item or item group from basket summary; no minimum required.

The options for the basket pricing rule are:

- 0: Standard basket adjustment.
- 1: Exception pricing.
- 2: Neither standard nor exception pricing.

The Basket Master program enables you to specify the unit of measure for accumulation, the basket accumulation rule, the basket pricing rule, and effective and expired dates as default information in the header portion of the form that displays by default into the detail area, where the contents of the basket are itemized.

The system stores master basket information in the Basket Master Header table (F4550).

10.3.1.2 Basket-Level Adjustments

Basket repricing enables you to modify the price for items based on a basket repricing group. The system searches the detail lines of a sales order to determine whether the items are in a basket repricing group. When it finds items that belong to the group, it updates the order line with the new price.

You reprice sales orders:

- Through a batch program after order entry.
The system bases new prices on the price in the original sales order detail line. It performs basket repricing first and then order repricing.
- Interactively during order entry by choosing the appropriate option from Sales Order Entry Detail (P4210).
The batch program performs basket repricing first and then order repricing.
- Automatically at order entry when you set the Auto Order Repricing processing option on the Process tab if the Sales Order Entry Detail program.

When you enter an order for items included in the basket repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the appropriate function to reprice the order. Changes to the base price reflect the repricing adjustment.

You can also indicate whether the adjustment is an enhanced basket adjustment by selecting the appropriate option. If you specify an enhanced basket adjustment, the system provides you with the Adjustment Per Basket Item form, where you can enter the exception adjustment details. Otherwise, the system applies standard basket repricing.

10.3.2 Prerequisite

To enable enhanced basket functionality, ensure that you have selected the Enable Basket Master option in the Price Adjustment Definition program (P4071).

10.3.3 Forms Used to Work with Basket Master Information

Form Name	Form ID	Navigation	Usage
Basket Master Revisions	W4550C	Adjustment Setup (G4231112), Basket Master. Click the Add button on the Work with Basket Master form.	Set up basket master information.
Modify Adj. Controls	W4071C	Adjustment Setup (G4231112), Price Adjustment Definition. Click the Add button on the Work with Adjustment Types form. Specify the name, type, and control code for a basket adjustment.	Create basket-level adjustments.

10.3.4 Setting Up Basket Master Information

Access the Basket Master Revisions form.

Basket Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item receives the same pricing structure defined for the inventory price group.

In order for the system to interactively calculate discounts and markups on sales or purchase orders, you must assign an inventory price group to the supplier or customer, and the item.

Basket Unit of Measure

Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, **CS** (case) or **BX** (box).

A code that specifies the unit of measure for which the enhanced basket group is accumulated. The system searches for price adjustments for the basket group in the unit of measure that you specify here. If you leave this field blank, the system accumulates the group based on the sales-price retrieval unit of measure of the first qualifying line on the sales order.

Accumulation Rule

Enter a code to specify whether an item or an item group is included for basket-level summation or item-level summation, or both. Values are:

Blank: Include the item or item group for summation. The system does not require an order minimum when using this value.

1: Include the item or item group for summation. The system requires an order minimum when using this value.

- 2: Exclude the item or item group from summation.

Pricing Rule

Enter a code to indicate whether the system applies a standard basket adjustment or exception pricing to an item or an item group. Values are:

Blank: Apply a standard basket adjustment.

- 1: Apply exception pricing.

- 2: Do not apply standard basket adjustments or exception pricing.

10.3.5 Creating Basket-Level Adjustments

Access the Modify Adjustment Controls form.

Do not Print on Document

Select and the system does not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

Print on Document

Select to print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

Add to Sales Detail File

Select to update the F4211 table with adjustment detail line information. The system does not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

Accrued to G/L (accrued to general ledger)

Select to create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

Rebate

Select to create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

Print on Invoice - Detached

Select to print the adjustment on the invoice. The system adds the adjustment to the order total but does not include it in the unit price. The system posts separate general accounting and accounts receivable entries for this adjustment during Sales Update.

Supplier Proof of Sales

Select to create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

Rounding Adjustment

Select to create a rounding adjustment, based on the rounding rules set up in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

10.4 Applying Adjustments to Items in an Enhanced Basket

This section provides an overview of item-level adjustments in enhanced baskets, lists a prerequisite, and discusses how to apply adjustments to items in an enhanced basket.

10.4.1 Understanding Item-Level Adjustments for Items in an Enhanced Basket

The enhanced basket repricing feature enables you to create item-level (including item group-level) adjustments for the items in an enhanced basket so that you can apply various discounts to the items or item groups rather than applying one standard adjustment to the entire basket. You enter exception information by using the Price Adjustment Detail Revisions program. The information that you can enter depends on the basket accumulation and the basket pricing rules you set up in the Basket Master program.

After you enter exception information for the items or item groups in the enhanced basket, you cannot delete or change the corresponding records using the Basket Master program. When changing basket master information, you must delete the exception information using the Price Adjustment Detail Revisions program.

If you specify that a minimum quantity of an item or item group is a requirement in the basket accumulation rule and you do not specify that minimum quantity when entering exception information, the system does not apply the adjustment.

10.4.2 Prerequisite

Ensure that you have chosen the option for enabling the enhanced basket repricing feature on the Price Adjustment Definition form. You access this form when working with the Price Adjustment Type program.

10.4.3 Form Used to Apply Adjustments to Items in an Enhanced Basket

Form Name	Form ID	Navigation	Usage
Adjustment Per Basket Item	W4072C	<p>Adjustment Setup (G4231112), Price & Adjustment Detail Revisions</p> <p>Enter an adjustment name on the Work with Adjustment Detail form and click the Add button.</p> <p>Select a preference on the Preference Hierarchy Selection form and click the Select button.</p> <p>Enter an item group and any other information necessary to enter an adjustment on the Price Adjustment Detail Revisions form, select a row, and then select Adjustment Per Basket Item from the Row menu.</p>	Apply adjustments to items in an enhanced basket.

10.4.4 Applying an Adjustment to Item in an Enhanced Basket

Access the Adjustment Per Basket Item form.

Quantity From

Enter a number to specify the value at which the system applies an adjustment or preference. The value can be a quantity, weight, or amount, depending on how you have defined level breaks.

For non-sliding rate adjustments, the system applies adjustments when the value equals the level break. For example, if the value is a quantity of 10, then the system applies the adjustment when a quantity of 10 or greater is ordered.

For sliding rate adjustments, the system does not apply the adjustment until a value greater than the level break is ordered. For example, if the value is a quantity of 10, then the system applies the adjustment when a quantity of 11 or greater is ordered.

Depending on the basket accumulation rule and the basket pricing rule that you specified in the Basket Master program, you can update the information in this field. If you do not enter any exception information for the items in the enhanced basket, the system applies standard basket repricing.

10.5 Creating Order-Level Adjustments

This section provides an overview of order-level adjustments and discusses how to create an order-level adjustment.

10.5.1 Understanding Order-Level Adjustments

You use order repricing to reprice items based on order groups. The system uses information in each detail line of an order to determine items in an order group. For items that belong to the group, the system creates an adjustment for the order as a whole and creates a new order detail line with the amount of the adjustment.

You can use order-level repricing to add a line for freight costs. The weight, number, or some other variable of the items you enter determines the amount of the additional line item. The line the system adds is for freight costs.

When you enter an order using Sales Order Entry (P4210) for items in the order repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the Reprice Order option from the Form menu on the Sales Order Detail Revisions form. Changes to the base price reflect the repricing adjustment. You can also apply the line item to order groups.

10.5.2 Form Used to Create an Order-Level Adjustment

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Setup (G4231112), Price Adjustment Definitions Click the Add button on the Work with Adjustment Types form. On the Modify Adj. Controls form, enter an adjustment, select the Add to Sales Detail File option and click the OK button	Create an order-level adjustment.

10.5.3 Create an Order-Level Adjustment

Access the Price Adjustment Definition form.

10.5.3.1 Order Reprice Adjustment for All Items

You can set up an order level adjustment for all items on a sales order. The system accumulates all items on the sales order regardless of whether the items belong to any reprice group, and compares the accumulated totals to the appropriate level breaks of the all items order reprice adjustment. If the totals qualify for an additional discount, the system reflects the discount as a flat dollar amount in a new sales order line. This supplements the repricing function and operates in the same repricing batch and interactive program.

The system only allows an all items order reprice adjustment to be set up as a weight or amount level break adjustment. This adjustment must be for the sales order. The system allows only one basis code for all level breaks within each all items order reprice adjustment.

Note: If the adjustment detail lines have more than one basis code, then the system issues an error message when saving the adjustment details.

Also, the system does not support basket adjustments for all items order reprice adjustments.

An all items order reprice adjustment can be set up with all other types of adjustments in a schedule.

To set up an all items order reprice adjustment, you set up a pricing hierarchy in the Preference Hierarchy program (P40073) that has hierarchy levels for all items. You enter numbers in the All Items column (third column) to enable the hierarchy for all items.

Next, you set up a weight or amount level break adjustment definition in the Price Adjustment Type program (P4071). You must select either the Weight Level Break or Amount Level Break option in the Level Break Type group box in order for the system to display the all items hierarchy for you to choose when creating the adjustment details.

When you set up the adjustment detail for the all items order reprice adjustment using the Price Adjustment Detail Revisions program (P4072), the system displays the All Items hierarchy levels in addition to the Item Group hierarchy levels for you to select from.

If you select the All Items Hierarchy level, then the Price Adjustment Detail Revisions form does not display the Order Reprice Group field for input. Thus, the adjustment details set up is not for any particular reprice group. The adjustment is for all items and customer; all items and customer group; or all items and all customers depending on the hierarchy set up and selection.

10.6 Repricing Sales Orders

This section provides an overview of repricing sales orders and discusses how to apply basket- or order-level adjustments.

10.6.1 Understanding Sales Order Repricing

You can provide a discount for the customer by repricing sales orders. You reprice the order using one of these three methods:

- Reprice after inquiring on an order.
- Reprice at basket or order level.
- Reprice automatically.

10.6.2 Repricing After Inquiring On Order

After accepting the order and re-inquiring on the order, click Form and then Reprice Order.

10.6.3 Repricing at Basket or Order Level

You can evaluate a sales order and apply basket-level and order-level adjustments by running the Order and Basket Level Pricing program (R42750). The system writes basket adjustments to the Price Adjustment Ledger File table (F4074) and displays the information in the Price History program (P4074). A basket adjustment may produce free goods, which the system adds as a new detail line to the sales order. Order-level adjustments are not written to the F4074 table. The system adds an order-level adjustment as a new detail line to the sales order. Order level adjustments may create free goods, which the system adds to the sales order as a new detail line.

You can use the Reprice from Scratch processing option on the Process tab in the Order and Basket Level Pricing program to remove existing basket and order adjustments before re-creating them. If you do not want to change or delete free goods when re-pricing from the start, set the Preserve Free Goods processing option on the Process tab.

10.6.4 Reprice Automatically

After accepting the order and re-inquiring on the order, click Form and then Reprice Order.

10.7 Repricing Purchase Orders and Receipts

This section provides an overview of repricing purchase orders and receipts and discusses how to:

- Set processing options for Reprice Procurement/Receipts (R45620).
- Reprice purchase orders and receipts.

10.7.1 Understanding Repricing Purchase Orders and Receipts

Occasionally you might want to change your pricing and include those changes on a batch of purchase orders or receipts that you select. Using the Reprice Procurement/Receipts program (R45620), you can change the base price or price adjustments and the system processes these price changes on purchase orders and receipts records. You choose a version of this program to indicate whether you want to process purchase order records, receipt records, or both. If a purchase order record or receipt record fails to update, the system creates an error message identifying the record and sends this message through the Workflow process. When you update prices on purchase orders, the system processes each line in the purchase orders and

then saves only changes to the lines in the Purchase Order Detail File table (F4311). When you update prices on receipts, the system processes each line in the receipt and then saves only changes to the lines in the Purchase Order Receiver File table (F43121). Additionally, when the adjustment amount changes, the system updates the variances into the proper general ledger accounts. The system does not reprice purchase order lines that are:

- Closed
- Received
- Transfer Orders
- Direct Ship Orders
- Intercompany lines.
- Lump sum lines.
- A price override set, without the Apply on Override Price option set.
- A price override set and the Apply on Override Price option set without the Procurement Pricing on Override Price system constant set.

The system does not reprice receipt lines that are:

- Reversed.
- Matched to a voucher (partially or fully).
- Transfer orders
- Direct ship orders
- Intercompany orders
- Landed costs lines.
- Lump sum lines.
- Lines that are in receipt routing.

The report includes several features:

- A message indicating that the system did not reprice a line and the reason.
- Contract Code column if a Contract ID exists for any purchase order or receipt lines.
- Harvest Name column if the JD Edwards Grower Management system is active and if a Harvest ID exists for any purchase order or receipt lines.
- Totals by harvest block if the JD Edwards Grower Management system is active.

10.7.2 Using JD Edwards EnterpriseOne Advanced Pricing and Blend Management

If you use the JD Edwards Blend Management system, you can use the Reprice Procurement/Receipts program (R45620) to change the base prices on receipts. For example, you might make changes to a contract in the JD Edwards Grower Management system and apply those prices to all receipts that correspond to the contract. You might also add additional charges, such as hauling charges to an adjustment and apply those prices to all receipts.

You can run the Reprice Procurement/Receipts program (R45620) from the Contracts Detail program (P43C11). Only if purchase orders exist that correspond to the contract, can you click Reprice PO/Receipts on the Contract - Harvest form to run the Reprice Procurement/Receipts program.

You determine which version of the Reprice Procurement/Receipts program runs by setting the Reprice Purchase Orders/Receipts Batch (R45620) processing option on the Versions tab of the Search for Contracts program (P43C00). If you choose XJDE0001, only corresponding receipts reprice. If you choose XJDE0002, only corresponding purchase orders reprice. If you choose XJDE0003, corresponding purchase orders and receipts reprice. If you must create a version of this program to suit your business needs, it is recommended that you copy only one of these versions.

See Managing Grower Contracts.

10.7.3 Setting Processing Options for Reprice Procurement/Receipts (R45620)

Use these processing options to control repricing of purchase orders and receipts.

10.7.3.1 Process

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Receipt Landed Cost

Leave blank or enter **0** to enable the system to reprice a receipt line that has a landed cost.

Enter **1** and the system does not permit repricing of a receipt line that contains a landed cost.

2. Preserve Free Goods on Purchase Order

Leave blank and the system does not preserve free goods on a purchase order.

Enter **1** to preserve free goods on purchase order.

3. Recost Blend Lots

Use this processing option to specify whether to call the Recost Blend Lots Batch (R31B30) when repricing receipts. Values are:

Blank: Call the Recost Blend Lots Batch program.

1: Do not call the Recost Blend Lots Batch program.

4. Reprice Date

Specify the date that the system uses to reprice the purchase order receipt. The system uses this date to determine the adjustments that apply from the advanced pricing adjustment schedule attached to the associated purchase order. Values are:

Blank: The system uses the receipt transaction date (TRDJ) from the Purchase Order Receiver File table (F43121) as the reprice date.

1: The system uses the receipt date (RCDJ) from the Purchase Order Receiver File table (F43121) as the reprice date.

2: The system uses the date that you run the Reprice Procurement/Receipts program as the reprice date.

10.7.3.2 Versions

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Purchase Order Entry (P4310)

Enter the version of the program the system runs. If you leave this processing option blank, the system uses ZJDE0001 as the default.

2. Receipt (P4312)

Enter the version of the program the system runs. If you leave this processing option blank, the system uses ZJDE0001 as the default.

3. Recost Blend Lots Batch (R31B30) Version

Use this processing option to specify the version of the Recost Blend Lots Batch program (R31B30) to use. If you leave this processing option blank, the system uses the default version (XJDE0001).

10.7.3.3 Print

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Tolerance Level (as a percentage)

Enter a user-defined tolerance as a percentage.

10.7.4 Repricing Purchase Orders and Receipts

Enter BV in the Fast Path.

10.8 Revising Adjustments

This section provides an overview of adjustment revisions, lists prerequisites, and discusses how to:

- Add adjustments during order entry.
- Change price level breaks during order entry.
- Review customer rebate information.

10.8.1 Understanding Adjustment Revisions

Adjustment revisions allow you to make additional adjustments and to revise adjustments to purchase and sales order adjustments.

You can add an adjustment that applies to the current order detail line. You might do this in response to a negotiated discount; you can create a manual adjustment for any amount.

During sales order entry, you can change the level of discount a customer receives for an order. The price-level change applies only to the current order.

Based on the rebate accrual adjustment definition, the system calculates rebates based on the total amount, quantity, or weight of multiple orders, which accumulate to a volume history file. During order entry, you can access the volume history file to provide additional information to the customer.

Pricing and availability of inventory items is crucial for placing a sales order. Use the Work with Price and Availability form to review pricing and availability of inventory items. Using this form, you can quickly review the price adjustments the system applied to an order line for a specific item.

You can also review the quantity breaks defined for an adjustment type or specify a different quantity break for the current order. To access the Adjustment Quantity Break form during sales order entry, access the form through the Work with Price and Availability form.

You can access the Check Price and Availability program (P4074) from the Sales Order Entry program. If you use Advanced Pricing, you must enter a version of Check Price and Availability in the processing options.

When making a change, you must also enter a code to provide a reason for the change.

10.8.1.1 Using JD Edwards EnterpriseOne Advanced Pricing and Procurement

For purchase orders, you can use Check Price and Availability to check price adjustments before entering a purchasing order. Use the Work with Price and Availability form to review pricing of inventory items. Using this form, you can quickly review the price adjustments the system applied to an order line for a specific item.

You can also review the quantity breaks defined for an adjustment type or specify a different quantity break for the current order. To access the Adjustment Quantity Break form during purchase order entry, access the form through the Work with Price and Availability form.

You can access the Check Price and Availability program from the Row menu in the Purchase Orders program (P4310).

10.8.2 Prerequisites

Before you complete the tasks in this section:

- Set the Advanced Sales (or Procurement) Pricing field to **yes** on the Pricing Constants form.
- Set processing options in the Sales Order Entry program (P4210) to display prices and enable price changes.
- Set up a sales order that contains price adjustments.

10.8.3 Forms Used to Revise Adjustments

Form Name	Form ID	Navigation	Usage
Price History	W4074D	Sales Order Processing (G4211), Sales Order Detail Locate an order to which you want to add the price adjustment on the Customer Service Inquiry form and click the Select button. Select a record on the Sales Order Detail Revisions form, and select Price History from the Row menu.	Add adjustments during order entry.

Form Name	Form ID	Navigation	Usage
Check Price and Availability	W4074D	<p>Sales Order Processing (G4211), Sales Order Detail</p> <p>Locate an order to which you want to add the price adjustment on the Customer Service Inquiry form and click the Select button.</p> <p>Select a record on the Sales Order Detail Revisions form, and select Check Price from the Row menu.</p>	Change price level breaks during order entry.
Rebate Volume History	W4078A	<p>Sales Order Processing (G4211), Sales Order Detail</p> <p>Locate an order on the Customer Service Inquiry form and select Rebate History from the Form menu.</p>	Review customer rebate information.
Volume History by Sales Details	W4078C	<p>Specify the address number and the effective date to locate a record on the Rebate Volume History form and then click the Select button.</p>	Review the rebate history for the Sold To address.

10.8.4 Adding Adjustments During Order Entry

Access the Price History form.

10.8.5 Changing Price-Level Breaks During Order Entry

Access the Check Price and Availability form.

10.8.6 Reviewing Customer Rebate Information

Access the Rebate Volume History form.

Using Promotion IDs

This chapter contains the following topics:

- [Section 11.1, "Understanding Promotion IDs"](#)
- [Section 11.2, "Setting Up Promotion Status"](#)
- [Section 11.3, "Entering and Updating Promotion Information"](#)
- [Section 11.4, "Associating Promotions"](#)

11.1 Understanding Promotion IDs

Promotion IDs enable you to associate advanced pricing adjustments, sales order lines, and price history to trade promotions. If you have a promotion that is available for a limited time, you can set up a promotion, including effectivity dates, and then either associate it to the adjustment or directly to the sales order detail line. The system then tracks the promotion information in the Price Adjustment Ledger File (F4074) table.

You can use promotions in JD Edwards EnterpriseOne Procurement as well. If suppliers are offering you promotions, you can set up and define the promotion information and associate the promotion to the adjustment or directly to the purchase order detail line. The system then tracks the promotion information in the F4074 table.

11.1.1 Prerequisite

Activate the Promotion Constants on the Pricing Constants form.

11.2 Setting Up Promotion Status

This section provides an overview of promotion status and discusses how to set up promotion statuses.

11.2.1 Understanding Promotion Status

Set up statuses to organize and control promotions. Only one promotion status can be active at a time. When you define promotions, you specify the promotion status.

11.2.2 Forms Used to Set Up Promotion Status

Form Name	Form ID	Navigation	Usage
Add Status	W40P02C	Pricing Constants (G4231111), Promotion Status Maintenance Click Add on the Search for Promotion Status form.	Set up promotion statuses.

11.2.3 Adding a Promotion Status

Access the Add Status form.

Status Description

Enter a remark which defines the meaning of a promotion status code.

Active Status

Select if the promotion status is active. Only one promotion status can be active at a time.

11.3 Entering and Updating Promotion Information

This section provides an overview of setting up promotion information and discussed how to add a promotion.

11.3.1 Understanding Promotion Maintenance

Use the Promotion ID Maintenance program (P40P03) to define promotions, including promotion effectivity dates.

11.3.2 Forms Used to Add Promotions

Form Name	Form ID	Navigation	Usage
Add Promotion ID	W40P03B	Adjustment Setup (G4231112), Promotion ID Maintenance Click Add on the Search for Promotion ID form.	Enter and update promotion information.

11.3.3 Adding a Promotion

Access the Add Promotion ID form.

Promotion Name

Enter a name for the promotion.

11.4 Associating Promotions

This section provides an overview of associating promotions and discusses how to:

- Associate a promotion to an adjustment.

- Associate a promotion to an order

11.4.1 Understanding Promotion Association

You can associate promotions, for JD Edwards EnterpriseOne Sales Order Management and JD Edwards EnterpriseOne Procurement, using one of these methods:

- Attaching the promotion ID to the adjustment definition.

When you enter a sales or purchase order, the system first validates the adjustment effectivity dates and then validates the promotion effectivity dates. If the promotion is active, the system records the promotion information in the F4074 table.

- Entering the promotion ID on the sales order or purchase order detail line.

You can attach multiple promotions to each detail line.

The system copies the promotion information if you copy detail lines that include promotions or if you release blanket or quote orders that contain promotions.

11.4.2 Forms Used to Associate Promotions

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), Price Adjustment Definition Locate the adjustment to attach the promotion, and click Select.	Associate the promotion to the adjustment.
Sales Order Detail Revisions	W4210A	Sales Order Processing (G4211), Sales Order Detail. Click Add on the Customer Service Inquiry form.	Enter sales order detail information.
Price History	W4074D	Select a detail line, and select Price History from the Row menu on the Sales Order Detail Revisions form.	Associate a promotion to a sales order detail line.
Order Detail	W4310A	Purchase Order Processing (G43A11), Enter Purchase Orders Click Add on the Work With Order Headers form. Enter purchase order information and click OK.	Enter purchase order information.

Form Name	Form ID	Navigation	Usage
Price History	W4074D	Enter purchase order detail information, select a detail line, and select Price History from the Row menu on the Order Detail form.	Associate a promotion to a purchase order detail line.

11.4.3 Associating a Promotion to an Adjustment

Access the Price Adjustment Definition form. Click the Additional Options tab.

Figure 11–1 Price Adjustment Definition form (1 of 2)

Price Adjustment Definition

✓✗↶Form⚙️Tools

Adjustment Controls

Adjustment Name

PROMO

Item Promotion

Target Application

Sales Order Management

Adjustment Control Code

2

Print on Document

☐ Use Price Matrix

Adjustment Level

☒ Line Level Adjustment

☐ Basket Level Adjustment

☐ Order Level Adjustment

☐ Volume Level Adjustment

Figure 11–2 Price Adjustment Definition form (2 of 2)

OptionsAdditional OptionsQuality Results

Mutually Exclusive

Exclusive Group

DEAL

☒ Mutually Exclusive

Rebate Beneficiary

Rebate Beneficiary

Beneficiary Tier

Beneficiary Address

Supplier Rebate Type

Rebate/Volume Incentives

Accumulate at Tier

Min/Max

☒ None

☐ Min Adjustment

☐ Max Adjustment

Min/Max Rule

Reporting Codes

Reporting Code 1

Reporting Code 2

Reporting Code 3

Reporting Code 4

Reporting Code 5

Reporting Code 6

Price List

Price List Group

☐ Exclude From Price List

11.4.4 Associating a Promotion to an Order

Access the Price History form.
Sales order is used in this example.

Figure 11–3 Price History form

Price History

Customer Service Inquiry **Price History**

Form Row Tools

Currency Code	USD	<input type="checkbox"/> Foreign	Line Number	1.000
Address Number	4242	Capital System	Branch/Plant	30
Ship To	4242	Capital System	Price Effective	09/26/11
Item Number	210	Mountain Bike, Red	Adjustment Schedule	NATIONAL
Quantity From	3.0000	EA	Pricing UOM	EA
Exchange Rate				

Records 1 - 4

<input type="checkbox"/>		Seq No.	New Base Price Flag	Adj Name	Desc Adj Name	Factor Value Numeric	Unit Price	B C	Desc BC
<input type="checkbox"/>			<input type="checkbox"/>		Base Price		798.0000		
<input type="checkbox"/>		10	<input type="checkbox"/>	PROMO		1.0000-	7.9800-	1	% of Base Price
<input type="checkbox"/>		100	<input type="checkbox"/>	REBATE	Rebate	2.0000-	15.9600-	1	% of Base Price
<input type="checkbox"/>			<input type="checkbox"/>						

Unit Cost 99.9882 Unit Price 798.0000 Profit Margin 87.47

Delivered Workflow for JD Edwards EnterpriseOne Advanced Pricing

This appendix contains the following topic:

- [Section A.1, "Delivered Workflow for JD Edwards EnterpriseOne Advanced Pricing"](#)

A.1 Delivered Workflow for JD Edwards EnterpriseOne Advanced Pricing

This section discusses the JD Edwards EnterpriseOne Advanced Pricing workflow.

A.1.1 Price Approval

This section discusses the Price Approval workflow.

A.1.1.1 Description

Workflow Description

When a user adds a new price record or changes a pricing record, the system updates the status of the record to pending. The system then sends a workflow message to a specified person, requesting approval of the changed record. The pricing record remains at pending status until the change is approved.

Workflow Trigger

The workflow is triggered when a user adds a new price record or changes a pricing record.

Workflow Action

The specified approver receives a message in the workcenter that a price change has occurred. For the new price to become effective, this person must approve the change.

A.1.1.2 Workflow Objects

System

45

Workflow Object Name

JDEPRAPPR

Object ID

N4502280

Event Description / Function Name

ProcessPriceChangeApproval

Sequence / Line Number

129

Glossary

Accumulate at Tier

Enter the tier level at which amounts or rebates are accumulated in the buying structure. You must specify the accumulate-at-tier value at a level equal to or lower than the beneficiary tier value. In a buying structure, a tier level 1 represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

The system displays the Accumulate at Tier field if you have set up the Buying Structures structure type for sales pricing in the Pricing Constants program (P41001). The system uses this field to accumulate volume incentive deal for the accumulate at address number that is defined at this specified tier.

Adjustment Control Code

Select the code that specifies additional processing features related to an adjustment.

Select Do not Print on Document and the adjustment does not print on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

Select Print on Document and the adjustment prints on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

Select Add to Sales Detail File to update the F4211 table with adjustment detail line information. The system does not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

Select Accrued to G/L to create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

Select Rebate to create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

Select Print on Invoice - Detached and the system adds the adjustment to the order total but does not include it in the unit price. The system posts separate general ledger and accounts receivable entries for this adjustment during Sales Update.

Select Supplier Proof of Sales to create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during sales update.

Select Rounding Adjustment to create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

Adjustment Level

Specify the level at which the system calculates price adjustments.

Select Line Level and the system calculates the adjustment based on information in the sales order detail line.

Select Basket Level and the system calculates the adjustment based on information accumulated from all sales order detail lines that you have identified as a basket pricing group. You define the basket reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program (P41026) or by using the Basket Master program (P4550). If you are defining a basket or order level adjustment, leave the **Item Group** and **Order Detail Group** fields blank.

Select Order Level and the system calculates the adjustment based on information accumulated from all the sales order detail lines you have identified as an order pricing group. You define the order reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program. If you are defining a basket or order level adjustment, leave the **Item Group** and **Order Detail Group** fields blank.

Select Volume Level and the system calculates the adjustment based on the accumulated value of multiple sales orders. The accumulated value is based on how you define the adjustment in the Price Adjustment Type program (P4071).

If you are working with the Agreement Management system, for Agreement Penalty Schedules, select Line Level to calculate the penalty at the sales order detail-line level.

Adjustment Name

Enter a value from UDC 40/ TY to identify an adjustment definition. You define adjustments on Price Adjustment Names.

For Agreement Penalty Schedules, add a definition for each of the four types of penalties:

Minimum quantity

Maximum quantity

Under commitment

Over commitment

BC (basis code)

Enter a code that specifies how the system uses the factor value to calculate the adjustment or penalty schedule. The **Basis Code** field works with the **Factor Value** field. Values are:

0: Calculate the new base price on all adjustment definitions in the adjustment schedule through and including the adjustment definition with the New Base Price selection. If you do not select Set New Base Price from the Row menu on the Price Adjustment Schedule Revisions form, the systems calculates the new base price as it does when you enter **1** in the **Basis Code** field.

1: Multiply the base price by the factor value. The adjusted price is a percentage of the base price.

2: Multiply the current net price by the factor value. The adjusted price is a percentage of the current net price.

3: Multiply the item cost by the factor value. The adjusted price is a percentage of the item cost. You cannot use this basis code for a basket-level or order-level adjustment.

4: Add the factor value to the item cost. You cannot use this basis code for a basket-level or order-level adjustment. If you use basis code 3 or 4, specify the item cost to use in the calculation in the **Cost Method** field in the detail area of the Price Adjustment Detail form.

5: Adjust the price by the factor value. If the value is positive, it increases the price by that amount; if the value is negative, it decreases the price by that amount.

6: Use the adjustment amount from the variable table. You specify the variable table in the **Factor Value** field.

7: Use a formula to calculate the adjustment. You specify the name of the formula in the **Factor Value** field.

To return a field name to the formula, include a field from the F4211 table by accessing the File Field Descriptions form. The system automatically inserts the field name and precedes it with the character you specified in the system constants to identify field names. You cannot use all fields from the F4211 table in a formula.

8: Use a custom, user-defined program to calculate the adjustment. You specify the program ID in the **Object Library** field.

If you define an adjustment that uses a custom program, the program must be one that you developed for this purpose and are prepared to support. JD Edwards EnterpriseOne is not responsible for providing custom programs or for supporting programs that you have developed.

9: Calculate the adjustment so that the resulting unit price has a gross profit margin equal to the factor value. You cannot use this basis code for a basket-level or order-level adjustment, or for a sliding rate adjustment.

For agreement penalty schedules, enter 5 for all penalty schedules.

Beneficiary Address

Enter the Address Book number that the system uses when generating a rebate claim. If this is a sales rebate, the beneficiary address specifies the customer to whom the rebate is to be paid. If this is a procurement rebate or a supplier proof of sale rebate, the beneficiary address specifies the supplier from whom the rebate must be collected.

Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.

Beneficiary Tier

Enter the beneficiary tier level in the buying structure. The beneficiary is the recipient of the accumulated rebate amount. In a buying structure, a tier level value of 1 represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

Customer Group, Cust Price Group (customer price group)

Enter a value from UDC 40/PC to identify the customer group. You can group customers with similar characteristics, such as comparable pricing.

Customer Number

Enter a number that identifies an entry in the Address Book, such as employee, applicant, participant, customer, supplier, tenant, or location.

Expired Date

Enter the date on which a transaction, text message, agreement, obligation, or preference has expired or been completed.

Factor Value Numeric

Enter a code to indicate how the system adjusts an order line. The value in this field works with the **Basis Code** field. How you define the **Basis Code** field determines whether you leave this field blank or enter a number in this field.

For basket adjustments and enhanced baskets, depending on the basket accumulation rule and the basket pricing rule you specified in the Basket Master program, you can update the information in this field. If you do not enter any exception information for the items in the enhanced basket, the system applies standard basket repricing.

If the basis code is

1–5: Enter a positive number for markups. Enter a negative number for discounts. For example, enter **10** for a markup. Enter a negative number for discounts. For example, enter **10–**.

Leave the factor value blank for basis codes 6,7, and 8.

6: You want to base the adjustment on a variable table. Enter the code that identifies the variable table in the **Variable Table** column.

7: You want to use a formula to calculate the price. Enter the code that identifies the formula in the **Formula Name** column.

8: You want to calculate the adjustment using a custom program. Enter the program ID in the **Object Library** column.

9: You want to calculate the adjustment so that the gross profit margin equals the factor value.

From Level

Specify the value at which the system applies an adjustment or preference. The value can be a quantity, weight, or amount, depending on how you have defined level breaks.

For non-sliding rate adjustments, the system applies adjustments when the value equals the level break. For example, if the value is 10, then the system applies the adjustment when a quantity of 10 or greater is ordered.

For sliding rate adjustments, the system does not apply the adjustment until a value that is greater than the level break is ordered. For example, if the quantity is 10, then the system applies the adjustment when a quantity of 11 or greater is ordered.

FV UM (factor value unit of measure)

Enter a value from UDC 00/UM to specify the unit of measure that is associated with the factor value for an advanced price adjustment. For example, you can define a level break of 10 DZ and an adjustment-awards discount of 1 USD per EA.

Item Number

Enter the number that the system assigns to the item. It can be in short, long, or third item number format.

Item Group Item Price Group or Price Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group.

You must assign an inventory price group to the adjustment definition or the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders based on an item group.

Level Break Type

Indicate how level breaks occur in the F4072 table. The system supports these level breaks:

Quantity: The system determines the correct adjustment based on the quantity that is ordered in the sales order. You can set up different adjustment breaks for different units of measure.

Weight: The system uses the weight that is assigned to the sales order detail line item to determine the proper adjustment level break.

Amount: The system uses the extended amount of the sales order detail line to determine the proper adjustment level break. If you select **Currency Conversion**, all amount-level breaks are stored and displayed based on the floating decimals of the currency code.

Order Detail Group

Enter a value from UDC 40/SD to identify a sales order detail group. You use sales order detail groups to create pricing that is based on a field in the F4211 table.

If you enter a code in this field, the system uses this adjustment only for orders with details that match the criteria of the order detail group.

For agreement penalty schedules, a UDC for Penalty must be set up and defined as an order detail group. Enter **Penalty** or the correct UDC that defines the penalty schedules.

Preference Type, Preference Hierarchy

Specify a value from UDC 40/PR to identify a preference type or hierarchy.

In UDC 40/PR, a **1** in the **Special Handling Code** field identifies a preference that the JD Edwards EnterpriseOne System supports. This field is hard coded for each preference.

For Agreement Penalty Schedules, first set up a UDC of PN (penalty). Then enter it in this field.

Price List Group

Enter the code that identifies a group of price adjustments in a price list. For example, price adjustments can be grouped into categories representing discounts, promotions, taxes, or freight. When setting up a price list, you can define which columns appear on the price list. The Price List Column Pattern form determines which price list group names appear in each user-defined column.

Promotion Display Control

Specify whether the system prints the promotion ID for this adjustment on an invoice or on the purchase order print document.

Promotion ID

Promotion ID

Enter the identification number that tracks revenue, costs, and expenses for each promotion.

Promotion Status

Enter a user defined value associated with a Promotion ID. Promotion Status codes are maintained by the Promotion Status Maintenance application.

Rebate Beneficiary

Enter a value from user-defined code (UDC) 40/RA to identify the beneficiary of a rebate. The party that you identify here becomes the recipient of the credit order that you create when a customer reaches a rebate threshold. The customer and the beneficiary may or may not be the same address. The beneficiary becomes the sold to address of the credit order.

Seq No (sequence number)

Enter the order in which the system processes the price adjustments.

The value in this field represents the order in which the system processes the price adjustments. You should leave spaces in the number sequence so you can add adjustments within the price adjustment schedule.

Subledger in G/L (subledger in general ledger)

Enter a UDC (40/SI) to identify the type of information the system uses to update the **Subledger** field in the F0911 table when you use this adjustment type to price a sales order.

Supplier Rebate Type

Enter a value from UDC 45/SR to specify how the system processes rebate claims. Values are:

- 1: Generate a claim by creating a sales order (debit memo).
- 2: Generate a claim by creating a purchase order (credit order).

This field is valid only for standard procurement rebates and supplier proof-of-sale rebates. A standard procurement rebate is an adjustment with a target application of 1 (Procurement) and an adjustment control code of 5 (Rebate). A supplier proof-of-sale rebate is an adjustment with a Sales target application of and an adjustment control code of 7 (Proof of Sale Rebate). Both types of rebates are supplier rebates.

The Generate Rebate Claims program validates the value in this field. The Generate Rebate Claims program determines whether a rebate has been earned and, if so, either invoices the supplier (if the rebate claim type is 1) or creates an accounts payable credit (if the rebate claim type is 2).

Threshold UM (threshold unit of measure)

Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, **CS** (case) or **BX** (box).