

As a comprehensive ERP solution, Centerprism fully addresses Pricing Management operations with all the critical information and analysis required to increase your profits and grow your business. Using the Centerprism ERP, you can easily accommodate complex pricing strategies while adapting to needs of contractors, service plans, promotions, E-Commerce, and Order Entry with real-time inventory and wireless warehouse management capabilities. Your team members can have immediate access to key details about customer pricing plans, items, sales history and vendors, allowing them to make better decisions optimizing order work-flow and fulfillment.

Plans beyond GP Extended Pricing - Centerprism can help you manage pricing down to the item and customer levels. Multiple calculation methods also include: manual, margin, markup, discount, list, and cost plus. Price Calculations can be based on percentage or dollar amount and use either current or standard cost.



Promotional Campaigns

This functionality centers around temporary pricing events or campaigns where products are discounted. Campaigns are created, assigned a group or collection of products, a promo price schedule, and a start and stop date.

- **Measure ROI** - track & compare the impact of promotions on sales.
- **Create Campaigns in advance** using any combination of item range, class, vendor, or catalog.
- **Alerts** - Campaigns assigned to future dates can trigger an alert at order entry notifying user of a future price increase or decrease.
- **Campaign history** - Campaigns are archived and stored in a reference table and are tagged 'active', 'inactive', or 'pending'. Filtering tools are available to manage multiple campaigns in a grid.
- **Campaigns can be copied and/or rescheduled** to be used at a future date.
- **Promotional plan pricing can be disabled by customer** in cases where certain customers have conflicting plans such as pricing contracts.
- **Unlimited Campaigns** can be created.
- Item and price **import tool** available.



Contract Management

Centerprism enables users to structure price contracts for specific customers. Customers with contract plans get special prices at Order Entry. Contract pricing is designed to be a unique collection of products with special prices for a unique customer or set of customers.

- **Multiple contracts can be assigned to the same customer.**
- **Multiple customers can be assigned to the same plan.**
- **Easy Set-up** - Plans can be created by using parameters such as item ranges, classes, vendor ranges, and other plans.
- **Plans can be copied to other plans.**
- **Other price conventions can be ignored**, for example, customers assigned to contract pricing plans could be exempt from promo pricing.
- **Custom Price hierarchy** - The hierarchy determining pricing at order entry can be set globally or by customer.
- **Customer Pricing PrismView™ Management screen** allows users to view all customer pricing including Contracts, Price Levels, Rebates, or Special pricing in one place.



Rebates & Special Pricing

Rebates: Rebate pricing plans enable a company to offer unique and competitive pricing programs which provide for a delayed discount that is directly applied to an item. Rebate plans can be custom tailored for individual customers or groups of customers. Rebates can contain items, classes of items, or item vendors. Rebates can also be tied to campaigns.

- **Build Vendor or Customer rebates.**
- **Customized Vendor Rebate Reporting.**
- **Items can contain unlimited vendor costs** to accommodate multiple rebate plans by vendor.

Special Pricing: Centerprism Special pricing functionality accommodates unique scenarios not available in other pricing tools such as 'Matrix' pricing by UOM. A Special Pricing Item grid is provided by item to manage such pricing challenges.

- **Matrix Pricing is linked to commissions.**
- **UOM Pricing** can be assigned by item. At Order Entry, the Unit of Measure (UOM) feature allows the ability for an item to be priced by a UOM that is different than how it is regularly sold.



Price Memorization

This functionality captures incidences when a price for an item is overridden at Order Entry. For each occurrence, the SPECIAL PRICE table for the customer is updated capturing the item number, current price, price override, quantity, date of occurrence, and the user who did the override.

- **Override Source** - price overrides are tracked by the source of the override. For example, price overrides at Order Entry are Date, Time, and User stamped.
- **Overrides can be viewed by customer** - a complete history of price overrides is stored in a PrismView grid.
- **Memorization of Override for the next order-** at Order Entry, a popup box displays asking the user the following questions: (1) Do you want to use this price upon the next purchase for this item for this customer, Yes, or No? (2) How long? (an expiration date or # of days can then be chosen by the user indicating when the new price would revert back to the original price).
- **Price Memorization is Optional** and controlled by Roles-Based security.

According to a Grant Thornton study, the average *SGA% for a distributor is 17.8% and having a dedicated ERP system reduces SGA% by 3.6%. A company using Centerprism software reduces administration costs by an estimated \$3,600 for every \$100,000 of revenue.

*SGA% is the amount of administrative costs for every dollar of revenue produced.

About Centerprism

Centerprism delivers a low cost, fully integrated software application dedicated to reducing Enterprise Resource Planning (ERP) complexities for small to mid-sized businesses. This all-in-one product replaces multiple software solutions often cobbled together to accomplish the same business objectives.

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