

Altered Cost

Altered Cost is an optional feature of the system that allows management to show a specified cost on the screen at selected terminals. The terminals this will show on are set by a flag in TERMINAL DISPLAY CONTROL DEFAULTS on the DEF menu. The cost or the calculation for the cost are set in ALTERED COST MAINTENANCE on the S/M menu. These tasks must be done by the system security officer. When these are added to the file they take affect immediately.

Prior to release 7B, altered cost could only be entered by commodity code and manufacturer. In release 7B, we have added the option to allow them to be entered by individual item, and we track the altered cost at the time the order is entered, through the invoicing process, and in the sales history. This is important because in the last few releases we allow orders and invoices to be saved for years in the system and as the cost changes over time the software was still calculating the altered cost at the time of document display based upon the current cost. So it became important to record the altered cost at the time the order/quote was entered and not re-calculate it thereafter.

Altered Cost

1. Altered cost can be entered per branch.
2. Altered cost can be entered per item.
3. Altered cost is tracked on orders and quotes at the time they are entered.
4. Altered cost is tracked in the Product Transaction History File.
5. Altered cost is the same as order cost on specials.
6. Altered cost is tracked on invoices from the customer orders.
7. Order inquiry, quote inquiry, invoice inquiry all show altered cost that is tracked in the file if the terminal is set to display altered cost.
8. If the salesperson is authorized to change cost on an order or quote and they change it, then the altered cost is changed also. However, rebate cost is only changed if the cost they enter is less than the rebate cost that is set up in the price exception file.
9. Item history display shows altered cost, at the time the order/quote/invoice was processed, if the terminal is set to display altered cost.
10. If an item on a customer order has an altered cost and is tied to a p.o., then the altered cost on the customer order is changed to match the p.o. cost when it is updated.
11. Altered Cost Individual Item records can be downloaded from a file. See the new option CREATE IND ITEM ALTERED COST FROM FILE on the FLI menu.

From Chapter 2: DEFAULTS

TERMINAL DISPLAY CONTROL/DEFAULTS

Terminal Control Maintenance is used to identify each terminal and to determine the operations that can take place at each terminal. For example, you can prevent a terminal from displaying the A/R menu.

TERMINAL

Enter the terminal number (i.e. T5) that the Terminal Control information is being entered for. The right hand side of the customer Terminal Default screen contains the terminal number which is running the Terminal Default program.

```
12/08/12                TERMINAL CONTROL MAINTENANCE
  UTTRM3

  TERMINAL: T1      CURRENT LOGIN: WALDEN SERVICES

  DESCRIPTION: TERMINAL T17

15. ORDER PROCESSING DEFAULT SOURCE CODE: 02 - COUNTER
16. FORCE TERMINAL TO LOG OFF ? (P/T/N): NO
17. PRINT BANNER HEADINGS ON REPORTS (Y/N): N
18. DISPLAY ALTERED COST ON SCREEN (Y/N): N
19. LOG USER PROGRAM ACCESS (Y/N): N
20. ALLOW TERMINAL TO PRINT HARD COPY OF SCREEN (Y/N): Y
21. USE A DOT (.) SCAN (Y/N/R/B)?: R
22. FAX DEVICE (1-99):                N
23. NUMBER OF MONTHS ALLOWED FOR DOCUMENT ENTRY?
24. BAR CODE SCANNER (Y/N)
25. # OF ITEMS ON PRODUCT SEARCH:    200
26. USE GRAPHICAL USER INTERFACE? (Y/N)      N

                                OPTIONS: (AB,CL,DE,RE,UP,##): __
```

18. DISPLAY ALTERED COST ON SCREEN (Y/N)

An altered cost multiplier and cost column can be assigned to a specified manufacturer, commodity code, and matrix sell. These cost multipliers and cost columns create an adjusted cost which can be displayed on selected terminals. The main reason the adjusted cost is used is to prevent operators from selling products at the order cost which would result in low margins on that item. If the Sales Order Entry Default #7 (Margin Calculator) is set to 'Yes', then altered costs cannot be displayed on the terminal and this parameter is set to 'No'.

Y Display altered costs on the terminal.

N Display the order costs on the terminal.

From Chapter 3: UTILITIES

ALTERED COST MULTIPLIER MAINTENANCE

The Altered Cost Multiplier Maintenance program allows an operator to display a “phony” cost during Order Processing. This helps to prevent salesmen from lowering a price so much that the profit is lost. Altered costs are set up here, and then field #18. DISPLAY ALTERED COST OF SCREEN in TERMINAL DEFINITIONS on the DEF MENU must be set to a ‘Y’. An operator must have an Order Processing security level of 3 in order to access this program.

```
08/10/12                ALTERED COST MULTIPLIER MAINTENANCE                PRACMT
      BY COMMODITY CODE                ***** COLUMN CODES *****
      OR INDIVIDUAL EXCEPTION (C/I) ?   * 1 = COLUMN 1                *
      COMMODITY CODE:                   * 2 = COLUMN 2                *
      MANUFACTURER'S ID:                * 3 = COLUMN 3                *
                                          * 4 = LIST                    *
                                          * 5 = COST                    *
                                          * 6 = ORDER BASE              *
                                          * 7 = REPLACEMENT COST       *
                                          *****
LN   MATRIX   DESCRIPTION                COST      COST
###  SELL     COLUMNS                   COLUMN    MULTIPLIER
=====
```

Altered costs can be entered by Commodity Code or Individual Item. Commodity codes are assigned to items in the Product Master File and allow the altered costs to be assigned to groups of items. If the option for Individual Item is selected then the operator is taken to a prompt for the item. If the option for commodity code is selected, then the operator is taken to the prompt for the commodity code.

Individual Item

| LN | MATRIX | DESCRIPTION | COST COLUMN | COST MULTIPLIER |
|----|--------|-------------|----------------|--------------------|
| 1 | SELL | | 5 | |

| LN | MATRIX | DESCRIPTION | COST COLUMN | COST MULTIPLIER |
|----|--------|-------------|----------------|--------------------|
| 1 | SELL | | 5 | |

COST COLUMN

The cost column codes are displayed in the right hand corner of the screen. The default for a new multiplier is the Trade Service Cost (column #5). The column code entered here tells the computer where to get the base cost from.

1. Trade Service Column 1
2. Trade Service Column 2
3. Trade Service Column 3
4. Trade Service List Price
5. Trade Service cost
6. Order Base
7. Replacement Cost

COST MULTIPLIER (.0001 TO 9.9999)

The multiplier and the cost from the selected COST COLUMN are multiplied to obtain the altered cost. For example, if the base cost is \$10 and the multiplier is .5, then the displayed cost will be \$5. If, however, the multiplier is 1.5, then the displayed cost is \$15. The cost multiplier default is 1.

OPTIONS: (AB, DE, CR, ##)

- <CR> -If there are more altered cost multipliers to display for the commodity code and Manufacturer Id, then they are listed. Otherwise, the operator is taken to the MATRIX SELL prompt so he can enter another multiplier.
- AB -Abort the process. The altered cost information is not updated into the computer. The operator is returned to the ITEM prompt.
- ## -The operator is taken to the line number specified so they can maintain the information.
- DE -Delete an altered cost for the item.

Commodity Code

```

04/02/12                ALTERED COST MULTIPLIER MAINTENANCE                PRACMT

                                ***** COLUMN CODES *****
                                * 1 = COLUMN 1                *
                                * 2 = COLUMN 2                *
                                * 3 = COLUMN 3                *
                                * 4 = LIST                    *
                                * 5 = COST                     *
                                * 6 = ORDER BASE              *
                                * 7 = REPLACEMENT COST        *
                                *****

COMMODITY CODE: **** - FOR ALL COMMODITY CODES
MANUFACTURER'S ID: HUB - HUBBELL INC

LN  MATRIX      DESCRIPTION                COST      COST
###  SELL                               COLUMN     MULTIPLIER
=====
  1   200 - IDE CABLE TIES                5          .9000

                                *****

                                OPTIONS: (AB,DE,CR,##): ___

```

COMMODITY CODE

If the operator enters a commodity code which is not set up in the Commodity Code Description program, then they are notified and returned to this prompt. Once a valid commodity code is entered, then the commodity code description is displayed.

*** -The Altered Cost Multiplier is for all commodity codes.

MANUFACTURER ID:

Enter the three (3) character manufacturer/vendor code. If the operator enter a code which is not set up in the Vendor File, then they are notified and returned to this prompt. Once a valid vendor code is entered, then the vendor name is displayed.

*** The Altered Cost Multiplier is for all manufacturers

MATRIX SELL

Matrix sell numbers are used to determine the pricing and are set up in Matrix File Maintenance. Once a valid sell number is entered, then the Matrix sell descriptions is displayed.

<CR> -The operator is taken to the OPTIONS.

*** -The altered cost multiplier is for all matrix sells.

COST COLUMN

The cost column codes are displayed in the right hand corner of the screen. The default for a new multiplier is the Trade Service Cost (column #5). The column code entered here tells the computer where to get the base cost from.

8. Trade Service Column 1
9. Trade Service Column 2
10. Trade Service Column 3

11. Trade Service List Price
12. Trade Service cost
13. Order Base
14. Replacement Cost

COST MULTIPLIER (.0001 TO 9.9999)

The multiplier and the cost from the selected COST COLUMN are multiplied to obtain the altered cost. For example, if the base cost is \$10 and the multiplier is .5, then the displayed cost will be \$5. If, however, the multiplier is 1.5, then the displayed cost is \$15. The cost multiplier default is 1.

OPTIONS: (AB, DE, CR, ##)

- <CR>** -If there are more altered cost multipliers to display for the commodity code and Manufacturer Id, then they are listed. Otherwise, the operator is taken to the MATRIX SELL prompt so he can enter another multiplier.
- AB** -Abort the process. The altered cost information is not updated into the computer. The operator is returned to the COMMODITY CODE prompt.
- ##** -The operator is taken to the line number specified so he can maintain the information.
- DE** -Delete an altered cost multiplier.

ENTER A LINE TO DELETE

If the operator enters a line number currently displayed on the screen, then the Specified line is deleted. Otherwise, the computer will remain at this prompt.

- AB** -Abort the process. The operator is returned to the OPTIONS.

ALTERED COST MULTIPLIER REPORT

The Altered Cost Multiplier Listing program takes the multipliers entered in Altered Cost Multiplier Maintenance and displays the information on the screen or prints it. An operator needs an Order Processing security level of 3 in order to access this program.

DO YOU WISH TO DISPLAY THE INFORMATION ON PAPER OR SCREEN (P/S/AB)?

- AB** -The operator is taken to a menu.
- S** -Display the altered costs on the terminal.
- P** -Print the report

PRINTER SELECTION

| LN | MFGR | MATRIX | COST | COST |
|--|-------------------|----------------------------|------------|------------------|
| ### | ID | SELL | MULTIPLIER | COLUMN |
| COMMODITY CODE: **** - FOR ALL COMMODITY CODES | | | | |
| 1 | HUB/HUBBELL INC | 200 - IDE CABLE TIES | .9000 | COST |
| COMMODITY CODE: 2000 - CONDUIT ACCESSORIES | | | | |
| 1 | HUB/HUBBELL INC | 200 - IDE CABLE TIES | .9500 | COST |
| COMMODITY CODE: 8000 - BUILDERS PRODUCTS | | | | |
| 1 | DEX/** UNKNOWN ** | 110 - *UNKNOWN MATRIX SELL | 2.0000 | Replacement Cost |

End of Altered Costs - <CR> to return to Menu

If the report is being printed, then the report heading consists of the current date, company name, page number, and report title (ALTERED COST MULTIPLIER REPORT). A new page is started for each commodity code.

1. **COMMODITY CODE:** The commodity code and description that the multiplier is for.
2. **LINE #:** 99 Multipliers can be entered for a commodity code.
3. **MFGR ID:** The Manufacturer ID and vendor name.
4. **MATRIX SELL:** The matrix sell number the adjustment was entered for.
5. **COST MULTIPLIER:** The assigned multiplier (.0001 to 9.9999).
6. **COST COLUMN:** The column (1-7) and description, which is used as the base for the altered cost.

If the listing being displayed on the screen, then the operator is notified if there is no more information to be displayed.