

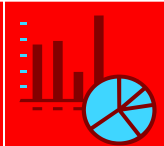
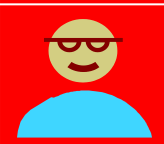





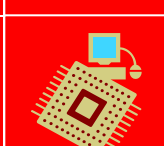


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**JD Edwards EnterpriseOne  
Advanced Pricing Overview**

# JD Edwards EnterpriseOne Footprint

Financials			Analytics
Human Capital			Project Management
Customer Relationship Mgmt			<b>Order Management</b>
Manufacturing			Supply Chain Execution
Supply Management			Supply Chain Planning
Food & Beverage Producers			Capital Asset Management
Real Estate/Home Construction			Tools and Technology

# Advanced Pricing Benefits

- Maintain centralized control over pricing to ensure profitability and competitiveness
- Use powerful capabilities to implement pricing strategies that advance your product and marketing goals
- Ensure pricing configurations meet your organization's strategy with innovative visibility and mass maintenance tools

# Advanced Pricing Features

- User defined price drivers
  - Item and item groups
  - Customer and customer groups
  - Order detail attributes
- Powerful and flexible discount schemes
  - Basket pricing
  - Volume incentives
  - Effective dates
- Product promotions
  - Free goods or gifts
  - Related items
  - Basket discounts
- Unlimited discounts or surcharges
- Rebates and accruals

# Core Functionality

Adj. Detail A

Adj. Detail B

Adj. Detail C

Adj. Detail D

Adj. Detail E

Adj. Detail F

Adj. Detail G

Adj. Detail H

Adj. Detail I

Adj. Detail J

Adj. Detail K

Adj. Detail L

**Adjustment details define the amount of a discount or surcharge, the items affected, and the customers included**

## Options for Off Invoice or Rebate amounts:

- Percent of list or percent of net
- Specified amount
- Date effective variables
- Formulas based on sales order attributes
- Cost plus or percent of cost
- Override the price
- Target profit margin
- Free goods
- Build your own (without modifying base code)

# Core Functionality

- Adj. Detail A
- Adj. Detail B
- Adj. Detail C
- Adj. Detail D
- Adj. Detail E
- Adj. Detail F
- Adj. Detail G
- Adj. Detail H
- Adj. Detail I
- Adj. Detail J
- Adj. Detail K
- Adj. Detail L

## Adjustment 1

Defines some high level parameters  
 How should handle

Preference Hierarchy - Preference Hierarchy Revisions

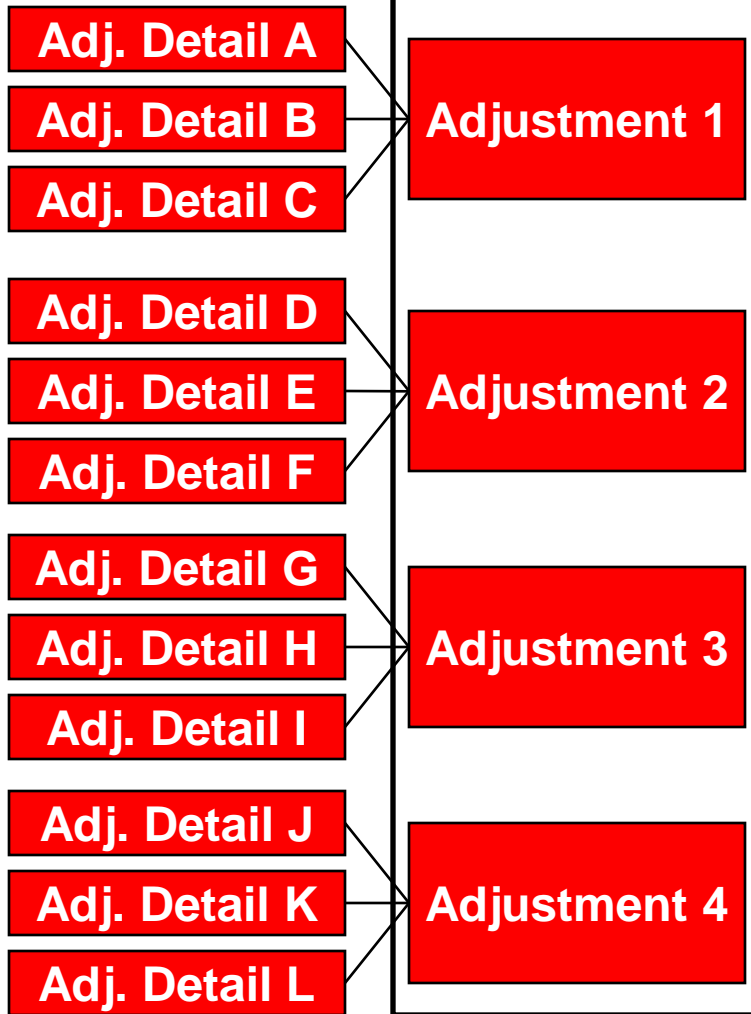
OK Cancel Form Tools

Preference Type		Sold to, Item		
		Item Number	Item Group	All Items
Ship To	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sold To	Customer Number	<input type="text" value="1"/>	<input type="text" value="2"/>	<input type="checkbox"/>
	Customer Group	<input type="text" value="3"/>	<input type="checkbox"/>	<input type="checkbox"/>
Parent	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All Customers		<input type="checkbox"/>	<input type="checkbox"/>	<input type="text" value="4"/>

Price?  
 or accrual?  
 level breaks?  
 ed at run time?  
 includes settings  
 the system should  
 stment details

# Core Functionality

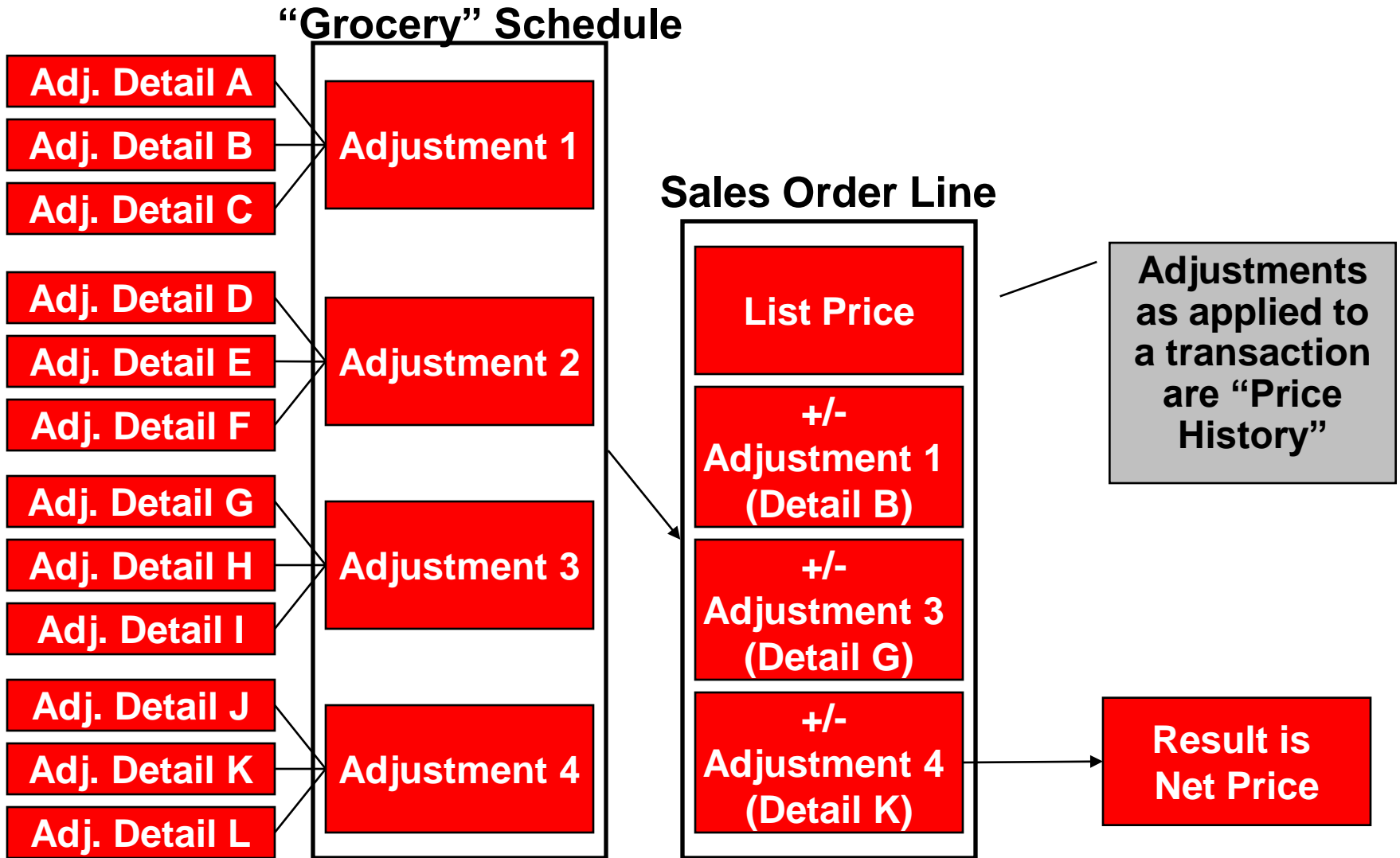
## “Grocery” Schedule



The schedule groups and sequences the adjustments

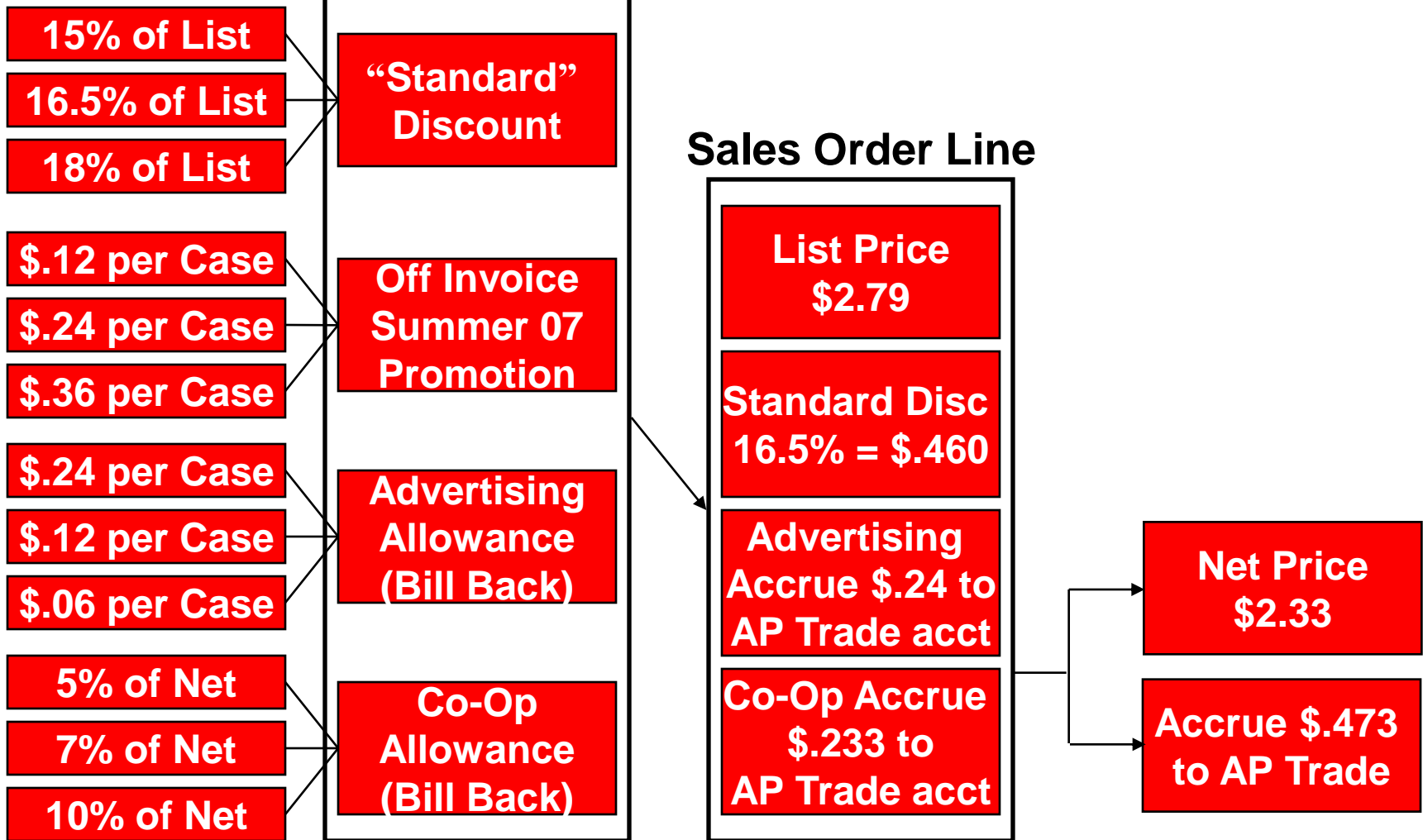


# Core Functionality



# Core Functionality Example

## "Grocery" Schedule



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