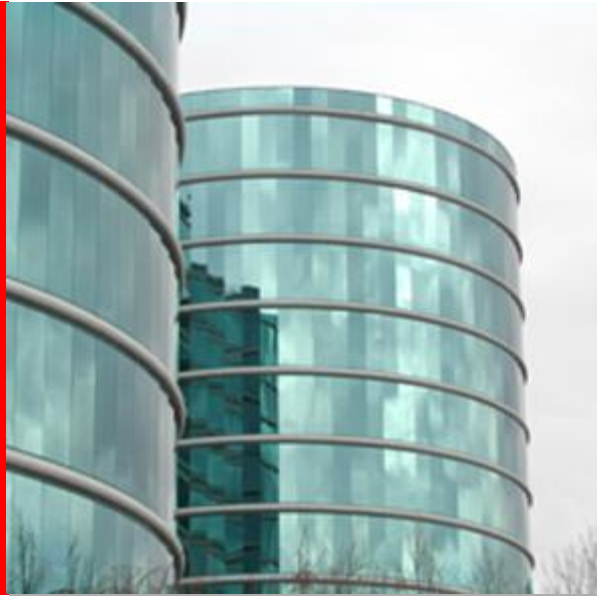



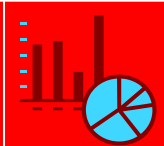
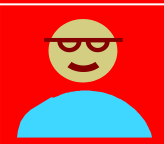






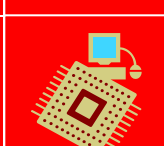




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**JD Edwards EnterpriseOne
Advanced Pricing Overview**

JD Edwards EnterpriseOne Footprint

Financials			Analytics
Human Capital			Project Management
Customer Relationship Mgmt			Order Management
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

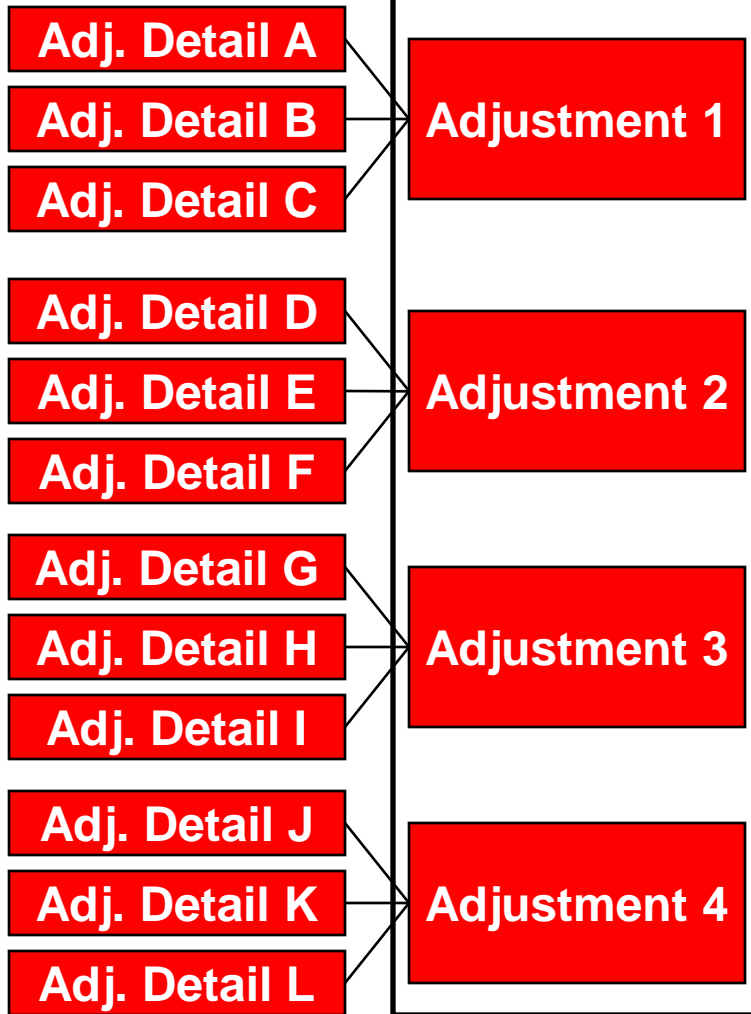
OK Cancel Form Tools

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

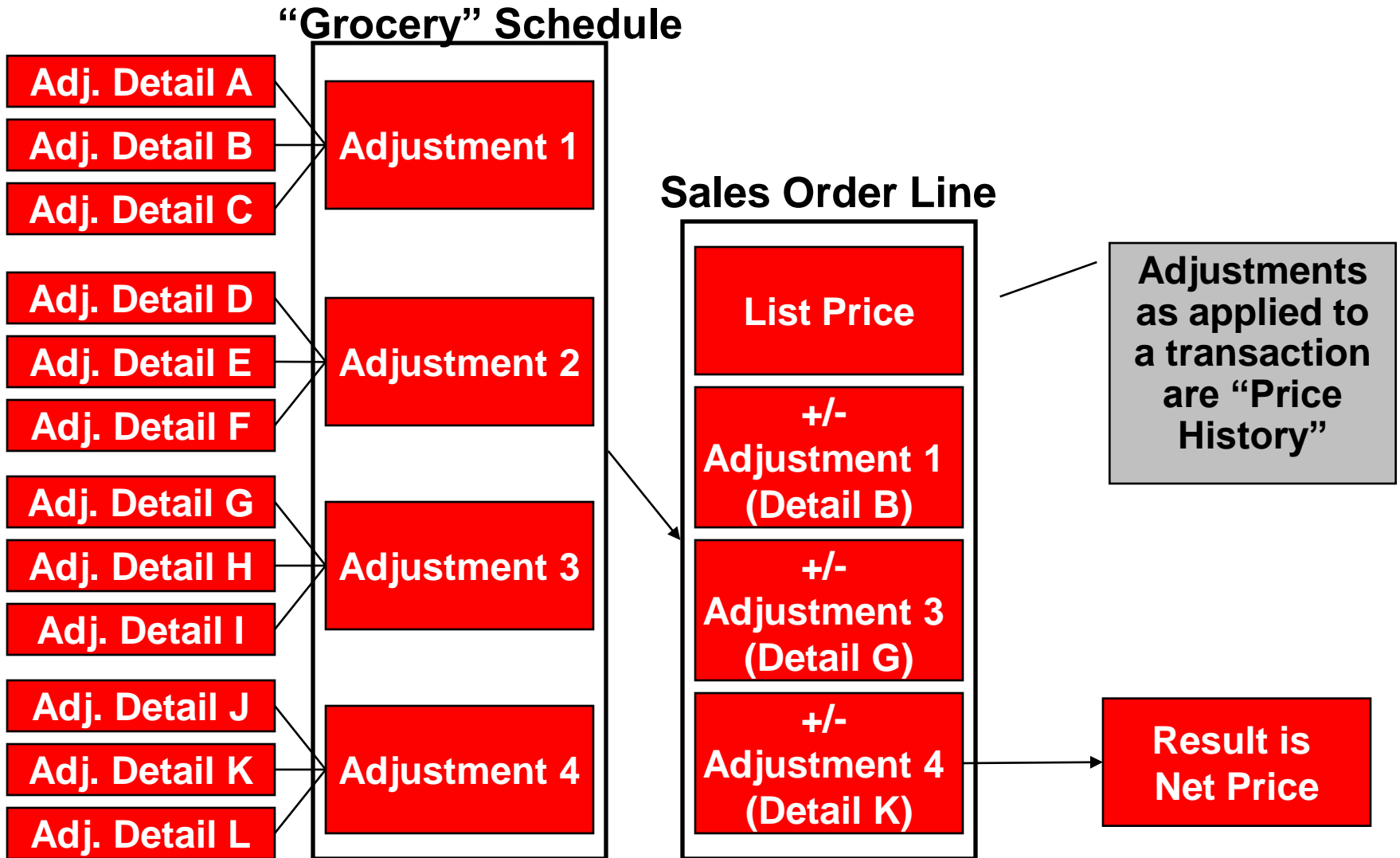
Core Functionality

“Grocery” Schedule



The schedule groups and sequences the adjustments

Core Functionality



Core Functionality Example

"Grocery" Schedule

15% of List

16.5% of List

18% of List

\$.12 per Case

\$.24 per Case

\$.36 per Case

\$.24 per Case

\$.12 per Case

\$.06 per Case

5% of Net

7% of Net

10% of Net

"Standard"
Discount

Off Invoice
Summer 07
Promotion

Advertising
Allowance
(Bill Back)

Co-Op
Allowance
(Bill Back)

Sales Order Line

List Price
\$2.79

Standard Disc
16.5% = \$.460

Advertising
Accrue \$.24 to
AP Trade acct

Co-Op Accrue
\$.233 to
AP Trade acct

Net Price
\$2.33

Accrue \$.473
to AP Trade

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