

# Pricing User Guide

## 1. Maintaining Pricing Condition Records

### Definition

This user guide shows how Pricing condition records are maintained in system.

### Prerequisite:

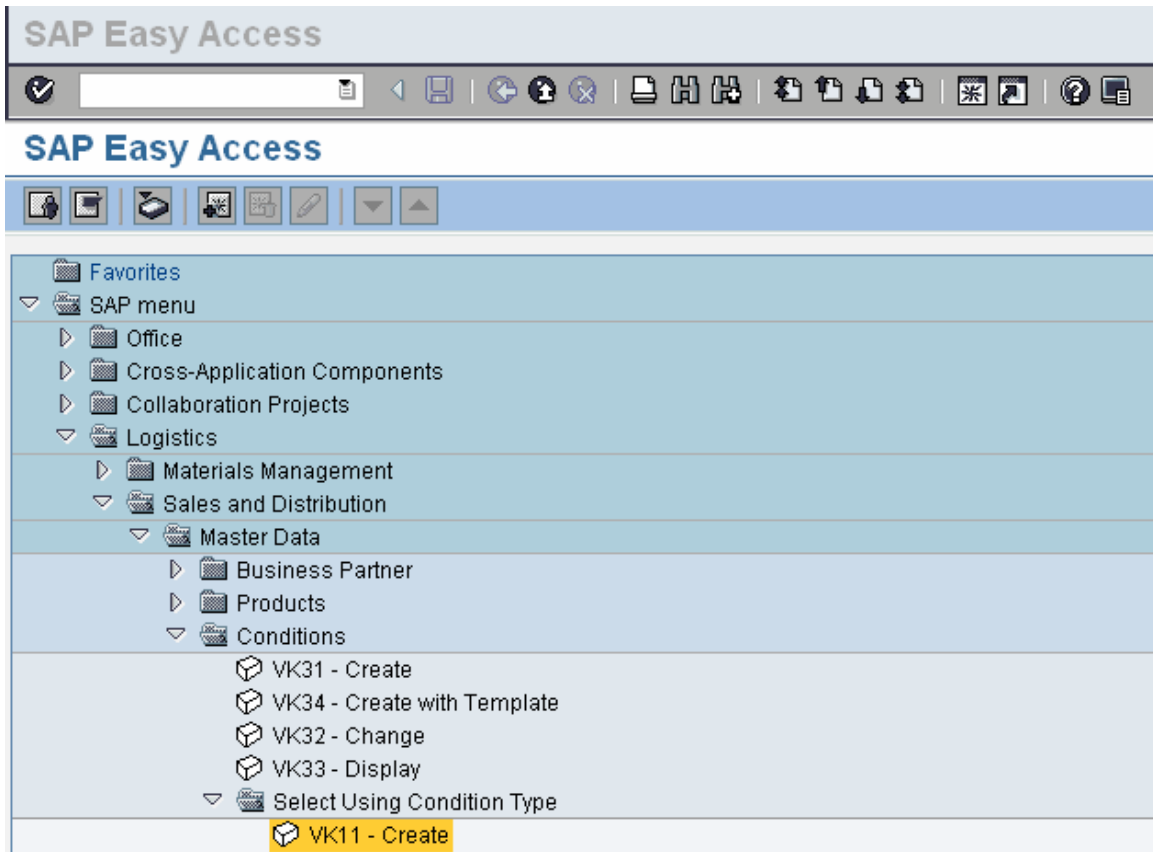
Customizing for Condition types, Access Sequences is setup.

Following master data is required

1. Customer master data.
2. Material master data.

Menu Path:

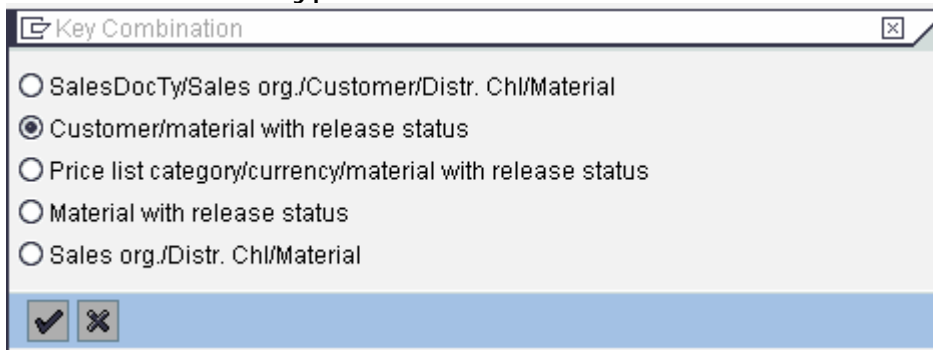
Logistics → Sales and Distribution → Master Data → Conditions →  
Select Using Condition Type → VK11 - Create




Double click 'Create'

Enter Condition Type 'PR00' and click on

Key Combination



List of Access is displayed where condition records can be maintained. Select option 'Customer/material with release status' and click 

Enter Sales Organization, Distribution Channel, Customer on Header screen

**Create Price Condition (PR00) : Fast Entry**

Sales Organization: 3000 USA Philadelphia  
 Distribution Channel: 10 Final customer sales  
 Customer: 300713 Brighton Inc

Customer/material with release status

Material	Status	Description	Proc. stat	Amount	Unit	per	U...	C...	S	Valid From	Valid to	D.	S.	S.	T...	E...	Pa...
<input checked="" type="checkbox"/>												<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>												<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
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<input checked="" type="checkbox"/>												<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>												<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>												<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			

0 / 0

List of Materials can be entered at Item level with amount.  
 Enter M-10 in Material and 150 in 'Amount' field and click


**Create Price Condition (PR00) : Fast Entry**

Sales Organization: 3000 USA Philadelphia  
 Distribution Channel: 10 Final customer sales  
 Customer: 300713 Brighton Inc

Customer/material with release status

Material	Status	Description	Proc. stat	Amount	Unit	per	U...	C...	S	Valid From	Valid to
M-10		Flatscreen MS 1775P		150.00	USD		1	PC	C	11.12.2006	31.12.9999

Unit USD is copied by system. Valid From is taken as creation date and Valid-to is default 31.12.9999, this can be changed as required.

For Maintaining Scales select the Material Line and follow Menu Goto → Scales or click on .

Create Price Condition (PR00) : Scales

Create Price Condition (PR00) : Scales

Variable key

SOrg	D...	Customer	Material	Description
3000	10	300713	M-10	Flatscreen MS 1775P

Validity

Valid From: 11.12.2006  
Valid to: 31.12.9999

Control data

ScaleBasis: C Quantity scale  
Check: A Descending

Scales

Scale Type	Scale quantity	U...	Amount	Unit	per	UoM
From		PC	150.00	USD	1	PC
	100		140.00			
	200		130.00			

Here Ascending or Descending Scale can be maintained depending on Customizing of Condition Type.

Here From 0 – 100 PC rate is 150 USD  
From 100 – 200 PC rate is 140 USD  
From 200 onwards rate is 130 USD.

Click  and then  to save the condition record.

Similarly Condition Records for Other condition types can be maintained.

## 2. Pricing in Sales Order

### Definition

This user guide shows how Pricing is carried out in Sales order.

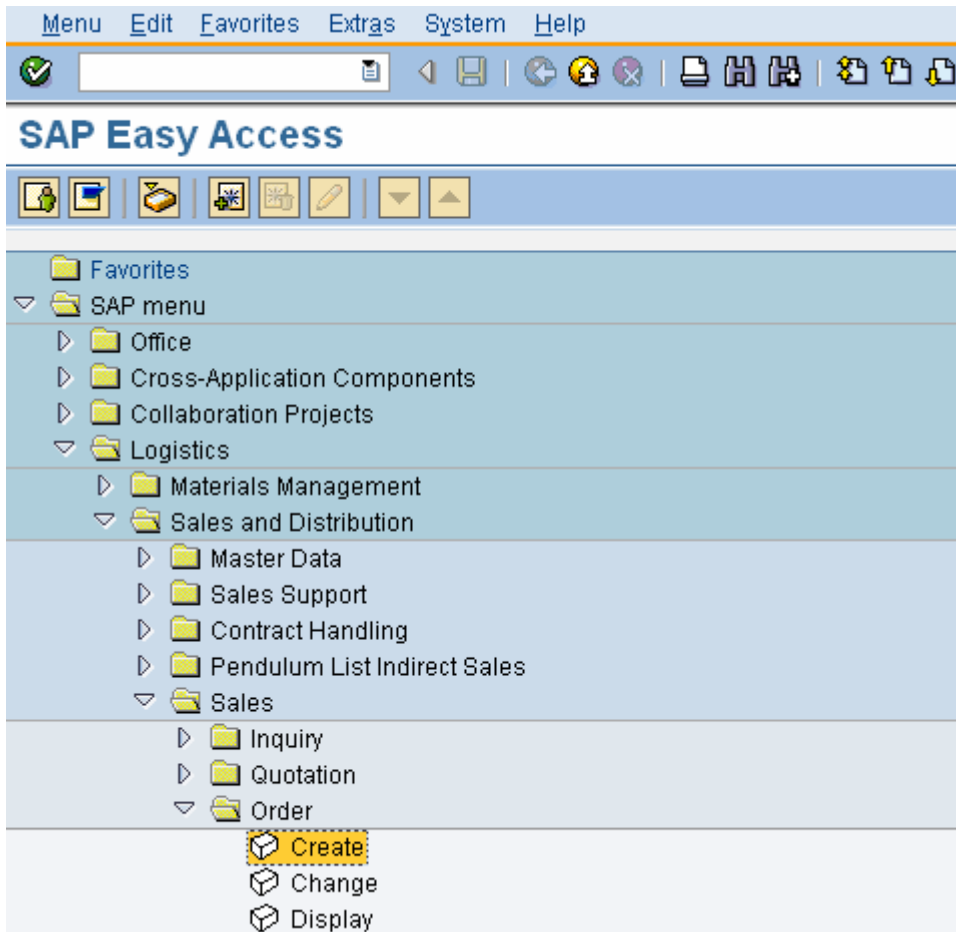
### Prerequisite:

Following master data is required


1. Customer master data.
2. Material master data.
3. Pricing condition records.

Menu Path:

Logistics → Sales and Distribution → Sales → Order → Create



Double click 'Create'

Enter Order type, Sales Organization, Distribution Channel & Division and click 

### Create Sales Order: Initial Screen

Order Type  Standard Order

**Organizational data**

Sales Organization  USA Denver

Distribution Channel  Final customer sales

Division  Cross-division

Sales Office

Sales Group

Enter Sold-to party or Ship-to party and PO number as customer reference and press enter or click 

### Create Standard Order: Overview

Standard Order  Net value  USD

Sold-to party  Brighton Inc / 225 SYCAMORE ROAD / VESTAL NY 13850

Ship-to party  Brighton Inc / 225 SYCAMORE ROAD / VESTAL NY 13850

PO Number  PO date

**Sales** | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv.date  Deliver.Plant

Complete div. Total Weight  KG

Delivery block  Volume


Billing block  Pricing date

Payment card  Exp.date

Payment terms  Incoterms

Order reason

Sales area  USA Denver, Final customer sales, Cross-division

Enter Material no and Order quantity and press enter or click 

Standard Order		Net value	6,670.00	USD
Sold-to party	300713	Brighton Inc / 225 SYCAMORE ROAD / VESTAL NY 13850		
Ship-to party	300713	Brighton Inc / 225 SYCAMORE ROAD / VESTAL NY 13850		
PO Number	Pricing UG	PO date		


**Sales** | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv.date	D	11.12.2006	Deliver.Plant	
<input type="checkbox"/> Complete delv.			Total Weight	205.00 KG
Delivery block			Volume	0.000
Billing block			Pricing date	11.12.2006
Payment card			Exp.date	
Payment terms	ZB01	14 Days 3%, 30/2...	Incoterms	FOB From the Plant
Order reason				
Sales area	3020 / 10 / 00	USA Denver, Final customer sales, Cross-division		

All items

Item	Material	Order quantity	SU	Description	S	Customer Material Numb	ItCa	DG...	HgLvt	C	First date	Plnt
	10M-10	10	PC	Flatscreen MS 1775P	<input checked="" type="checkbox"/>		TAN				D 11.12.2006	3200

Pricing is automatically determined.

To view the Item Pricing details select item and follow Menu path Goto → Item → Conditions or click on icon 



Create Standard Order: Item Data



Create Standard Order: Item Data



Sales Document Item: 10  
 Item category: TAN Standard Item  
 Material: M-10 Flatscreen MS 1775P

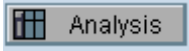
Sales A Sales B Shipping Billing Document **Conditions** Account assignment Schedule lines Partners Texts Order D

Qty: 10 PC  
 Net: 6,670.00 USD  
 Tax: 0.00

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC
PR00	Price	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
Z200	Campaign Price CRM		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
	Gross	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
Z201	CampaignDiscount CRM		%			0.00	USD	0		0		0.00	
RC00	Quantity Discount		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
	Discount Amount	0.00	USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
	Rebate Basis	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
	Net Value for Item	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
	Net value 2	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
	Total	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
	Total	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
VPRS	Cost	382.50	USD	1	PC	3,825.00	USD	1	PC	1	PC	0.00	
ED11	Cust.expected price		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
ED12	Cust.expected value		USD			0.00	USD	0		0		0.00	

Condition rec. Analysis Update

Here price 'PR00' is determined from Condition record. To check from which record it was determined and general analysis click on icon



## Analysis Pricing

### Analysis Pricing

Procedure	Description
▼ RVCXUS	Standard - USA /with...
▶ PR00	Price
▶ ZC01	Price Contract CRM
▶ Z200	Campaign Price CRM
▶ PB00	Price (Gross)
▶ EK01	Costs
▶ VA00	Variants
▶ ZA00	General variants
	Gross
▶ KA00	Sales Promotion
▶ Z201	CampaignDiscount ...
▶ K032	Price Group/Material
▶ K005	Customer/Material
▶ K007	Customer Discount
▶ K004	Material
▶ K020	Price Group
▶ K029	Mat.Pricing Group
▶ K030	Customer/Mat.Pr.Grp
▶ K031	Price Grp/Mat.Pr.Grp
▶ RA01	% Disc.from Gross
▶ RA00	% Discount from Net
▶ RC00	Quantity Discount
▶ RB00	Discount (Value)
▶ RD00	Weight Discount
	Discount Amount
▶ PN00	Net Price
▶ PMIN	Minimum Price
▶ R100	100% discount
	Rebate Basis
	Net Value for Item

Overview		
Condition type	Message	Description
PR00	208	Condition record has been found
ZC01	102	Access not made (initialized field)
Z200	207	Condition has been found (without condition record)
PB00	001	Manual condition
EK01	001	Manual condition
VA00	102	Access not made (initialized field)
ZA00	102	Access not made (initialized field)
Gross	200	Subtotal
KA00	009	Condition record is missing
Z201	207	Condition has been found (without condition record)
K032	102	Access not made (initialized field)
K005	009	Condition record is missing
K007	009	Condition record is missing
K004	109	Condition record is missing
K020	002	Access not made (initialized field)
K029	109	Condition record is missing

There are four levels of condition determination in the overview tree shown: Procedure (pricing procedure, output determination procedure, strategy), condition type, condition access and condition record.

The upper right-hand side of the screen shows detailed information on the condition type that you have marked.

Click on  to expand the condition type to get details.

## Analysis Pricing

Procedure	Description
▼ RVCXUS	Standard - USA /with...
▼ PR00	Price
▶ 05(PR02)	SalesDocTy/Sales o...
▶ 10(PR02)	Customer/material ...
▶ 20(PR02)	Price list category/cu...
▶ 30(PR02)	Price list category/cu...
▼ 40(PR02)	Material with releas...
	667.00 US
▶ 60(PR02)	Sales org./Distr. Chl...
▶ ZC01	Price Contract CRM
▶ Z200	Campaign Price CRM
▶ PB00	Price (Gross)
▶ EK01	Costs

Access details 40 ( PR00 )		
Access	Message	Description
40	208	Condition record has been found
Access	(complete)	
Field in condition table	Field in document	Value in doc.
Sales Organization	Sales Organization	3020
Distribution Channel	Distribution Channel	10
Material	Pricing ref.material	M-10
Pricing date		11.12.2006



The Price from condition type PB00 is activated and Net value of 7000 gets determined


**Create Standard Order: Item Data**

Sales Document Item: 10      Item category: TAN      Standard Item  
 Material: M-10      Flatscreen MS 1775P

Sales A   Sales B   Shipping   Billing Document   **Conditions**   Account assignment   Schedule lines   Partners   Texts   Order Data

Qty: 10 PC      Net: 7,000.00 USD      Tax: 0.00

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
PR00	Price	667.00	USD	1	PC	6,670.00	USD	1	PC	1	PC	0.00	
Z200	Campaign Price CRM		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
PB00	Price (Gross)	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
	Gross	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
Z201	CampaignDiscount CRM		%			0.00	USD	0		0		0.00	
RC00	Quantity Discount		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
	Discount Amount	0.00	USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
	Rebate Basis	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
	Net Value for Item	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
	Net value 2	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
	Total	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
	Total	700.00	USD	1	PC	7,000.00	USD	1	PC	1	PC	0.00	
VPRS	Cost	382.50	USD	1	PC	3,825.00	USD	1	PC	1	PC	0.00	
EDI1	Cust.expected price		USD	1	PC	0.00	USD	1	PC	1	PC	0.00	
EDI2	Cust.expected value		USD			0.00	USD	0		0		0.00	

In this case the condition type 'PR00' gets inactive. To check status of condition type, select condition type and click on 

## Item - Conditions - Detail

Item	10	Application	V	
Condition type	PR00	Price	CondPricingDate	11.12.2006

Condition values				
Amount	667.00	USD	/ 1	PC
Cond.base value	10.000	PC		
Condition value	6,670.00	USD		


  

Control data			
Condition class	B	Prices	
Calculat.type	C	Quantity	
Condit.category			
Cond.control	A	Adjust for quantity variance	
Condit.origin	A	Automatic pricing	
Inactive	Y	Inactive because of subsequent price	

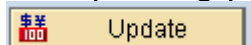
Account determination	
Account key	ERL

In this case Condition type is marked inactive due to a subsequent price by system.

Click  to go back to Conditions screen.

Similar way other conditions can be added.

For updating pricing after changing condition record click on





Pricing type (3) 25 Entries found

Pricing type	Short text
A	Copy price components and redetermine scales
B	Carry out new pricing
C	Copy manual pricing elements and redetermine the others
G	Copy pricing elements unchanged and redetermine taxes
H	Redetermine freight conditions
I	Redetermine rebate conditions
J	Redetermine confirmed purch. net price / value (KNTYP=d)
K	Adopt price components and cose. Redetermine taxes.
M	Copy pricing elements, turn value
N	Transfer pricing components unchanged, new cost
O	Redetermine variant conditions (KNTYP=O)
U	Redetermine precious metal conditions (KNTYP=U)
X	Customer reserve X
Y	Customer reserve Y
Z	Customer reserve Z
1	Customer reserve 1
2	Customer reserve 2
3	Customer reserve 3
4	Customer reserve 4
5	Customer reserve 5
6	Customer reserve 6
7	Customer reserve 7
8	Customer reserve 8
9	Customer reserve 9

25 Entries found

Select pricing type 'B' and click on  to update prices.

Click  to go back to Sales Overview screen and click on  to save the Sales Order.