

### 4.2.1e - Price

There are many prices in DP but the one that is most used is the "Invoiced price". It's calculated by DFU and it's based on file BW\_IH (Invoiced History), which takes the invoiced documents starting from January 1st of Year-3 (if we are in April 2021, we take the documents starting from January 2018).

> For the past: using the Invoiced volumes + Invoiced Gross/Net Sales, we can calculate the historical Invoiced price month by month in the past = Invoiced Gross/Net Sales / Invoiced quantity.

> For the current month/future: there is a calculation in DynaSys DP who takes the last Invoiced price and extends it into the current month and future.

This is the initial price that is used to value the Forecast or Budget volumes in DP (some GBUs allow the Sales rep team to force/override this price)

[illegible]