

Manual Pricing

It was created initially for technology solutions. Currently, Novecare is also using it.

The objective of manual pricing report is to determine the ratio of manually priced sales orders (invoiced orders) and sales orders that have been priced with automatic (system price). These results give the overview of pricing approach each business takes.
This report can also be used as a tool to do various analysis regarding how frequently each customer/product record is used in sales orders with manual price and then escalate this information to appointed customer service representative and sales account manager to agree/clarify whether price should or should not be added in the system as customer special price.
This report gives access to extract data in mass and see those cases where pricing data can be updated to avoid manual pricing in sales orders in the future.

Key Figures for Manual Pricing

Manual Pricing: Percentage of items with manual pricing
TOTAL of billing item: Total of billing items in the perimeter
ASP Gross Sales: $\text{Average Sales Price Gross Sales} = \text{Invoiced Gross Sales} / \text{Invoiced QTY}$
Credit memo: Credit memo(s) issued to the customer referring to previously invoiced order
Debit memo: Debit memo(s) issued to the customer referring to previously invoiced order
ASP Net Sales: $\text{Average Sales Price Net Sales} = \text{Invoiced Net Sales} / \text{Invoiced QTY}$