



Pricing Management

bisTrack lets you set optimal prices across all your branches, while allowing you to give rule-based freedom to local managers to set prices according to local competition, supply and inventory situations, and market demand. You achieve:

Centralized control, with local rule-based discretion.

Higher profitability, resulting from optimum prices and inventory turnover.

Powerful pricing rules

bisTrack allows you to create pricing rules that can be as simple or as comprehensive as you like. Our powerful pricing features allow you to control margins while offering flexible customer discounts and promotional pricing. Features include:

- A default selling price for each product, plus as many other prices per product as you need.
- Shared pricing for product groups, e.g. one price for all gallon cans of paint, regardless of color.
- Quantity breaks, with optional aggregation by product group.
- Matrix pricing, whereby a customer type and product type combined will point to a price and/or discount.
- Customer special prices by product or product group, optionally restricted by issuing branch or restricted to a customer site.
- Promotional pricing, with effective to/from dates.
- Support for marketing programs, such as loyalty points and buy-2-get-1-free.

New Selling Price Rule

General Adjustments Messages

Branch: (All Branches)

Rule type: Customer, Price Group and Date

Customer...

Customer address: (All)

Price Group... Timber & Fencing

Date from: 01/31/2004 to: 03/01/2004

Absolute (overrides all other matching price rules)

Price

Calculation: Price Band 3

Discounts: 10 % 0.00 %

Last used: (Unused) Usage: 0 Order lines

Add Close

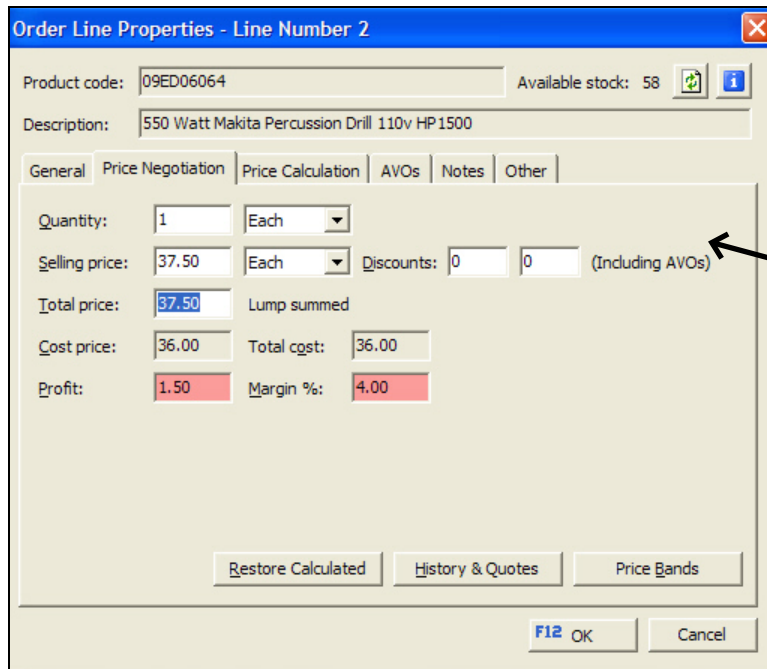
Branch	Customer	Customer address	Price modifier	Price band	Price setup
Wheat City (W-C)	(W-C)	(W-C)	1 - Default Trade	Price Band 3	20 - Clean
Wheat City (W-C)	(W-C)	(W-C)	2 - Retail Builders	Price Band 8	20 - Clean
Wheat City (W-C)	(W-C)	(W-C)	4 - Jobbing Contractors	Price Band 7	1 - Order & Pricing
Wheat City (W-C)	(W-C)	(W-C)	6 - Local Authorities	Price Band 6	20 - Clean
Wheat City (W-C)	(W-C)	(W-C)	7 - Road Trade	Price Band 3	10 - Heavy
Wheat City (W-C)	(W-C)	(W-C)	8 - Small Buis.	Price Band 10 - 65.70% - 5.80%	20 - Clean
Wheat City (W-C)	(W-C)	(W-C)	9 - Trade Price	Price Band 3	20 - Clean

Simple-to-use screens allow you to quickly set default product prices, then use pricing rules and approval levels to accommodate discounting, promotions and special negotiations.



Protect margins easily when negotiating

bisTrack provides a negotiation screen to immediately calculate margins while negotiating pricing with a customer, allowing for flexible price change, yet profitable negotiations.



View margin by line item and total order amount, so you can negotiate the price that will give you the highest profit.

The line item turns red when the margin proposed is below the rule set for minimum allowable margin.

bisTrack's unique negotiation screen lets you view proposed margin by line item or total order, while you generate the quotation or order.

Most flexible system for diversified operation

Your pricing is complex because your operation is complex. You sell to a variety of customer types, offering value-added services and marketing programs to win customer loyalty. bisTrack supports:

Pricing for **value-added services** such as millwork, installation or flexible payment terms.

Multiple **units of measure** for your domestic and international customers.

Progressive Solutions has helped lumber and building material dealers and distributors from around the world improve their processes and their bottom line.

Call us today to find out what we can do for you.

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