



Configuring Pricing Exceptions

INDEX



Pricing Exceptions Overview	3
Beginning of Guide	4
Editing Pricing Exceptions	8
Effective Pricing	9
FAQ	10

Overview of Pricing Exceptions

Pricing Exceptions are a simple and intuitive way of further implementing pricing control over items in your corporate price book. Like with **Pricebook Zones**, **Pricing Exceptions** allow you to manage price points on items in specific stores from your corporate system. Where **Pricebook Zones** aid you in grouping stores and setting specific prices to each zone, **Pricing Exceptions** will allow you to dynamically manage specific item prices by *each store*, not just zones, on a more granular level.

An example of this would be:

*When using **Pricebook Zones**, you have 9 stores. Within your 9 stores, you have broken your retail area into 3 parts, or **Pricebook Zones** - A, B and C. Out of your 9 stores, 3 are in zone A, 3 are in zone B and 3 are in zone C.*

Each of these 3 zones has different retail prices for items -

Zone A - packs of Brand X Cigarettes are \$3.50

Zone B - packs of Brand X Cigarettes are \$4.00

Zone C - packs of Brand X Cigarettes are \$4.50

This means that the 3 stores assigned to zone A sell Brand X for \$3.50, zone B stores sell for \$4.00, etc.

With **Pricing Exceptions**, you can further manage Brand X's price by store, despite zone association.

An example of utilizing **Pricing Exceptions** in the previous scenario follows -

Store 1, in zone A, needs to price packs of Brand X Cigarettes at \$3.35 due to neighboring competition or regional demand.

Instead of changing the entire zone price (or creating a new zone for this one store), set an exception. The other 2 stores in zone A will continue to honor the price of \$3.50 for a pack of Brand X while store 1 is able to sell for \$3.35. This also means that store 1 will continue to observe price book changes made for zone A, with the allowance being that of items set to an exception.

This functionality allows your price book to be flexible while providing you a linear form of granular item management. However, **Pricing Exceptions** are not limited to singular items for singular stores.

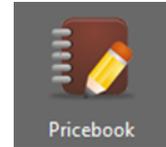
If, again using our example above, 1 store from each zone required a unique price for our pack of Brand X, you can set *one exception to carry 3 levels*, 1 for each store. The stores not assigned an exception will continue to observe their respective default zone prices, happily unaware of any changes!

Please use the following documentation to assist you in creating and utilizing Pricing Exceptions.

The following guide will demonstrate the setup of a singular item, at 2 exceptions for 2 stores as example.

Pricing Exceptions Guide

1. After logging into FasTrax Director, choose the "Pricebook" module

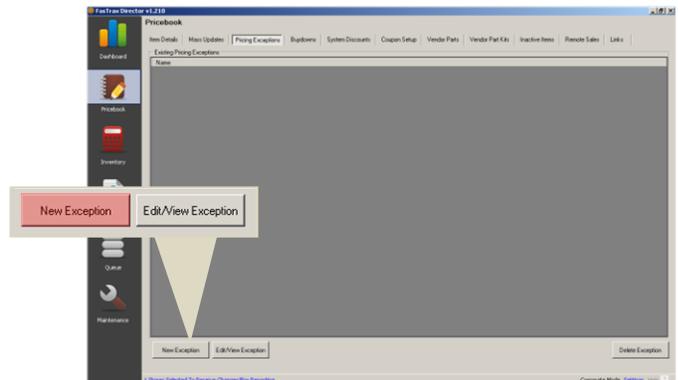


2. From the "Pricebook" module, choose the Pricing Exceptions tab.



3. Choose the New Exception button located at the bottom of the "Existing Pricing Exceptions" window.

After creation, return here and choose the "Edit/View Exception" button to edit any existing Pricing Exceptions.



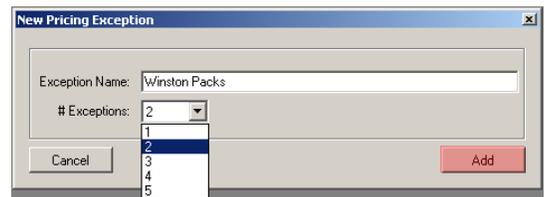
4. This will open a small window for you to enter the applicable "Exception Name" and "# of Exceptions".

Enter a name applicable to your usage.

In this example, I will name it "Winston Packs" representing the specific item I wish to set an exception for.

For "# of Exceptions", I am choosing 2 since my Winstons require 2 retail prices different from my existing zone price(s).

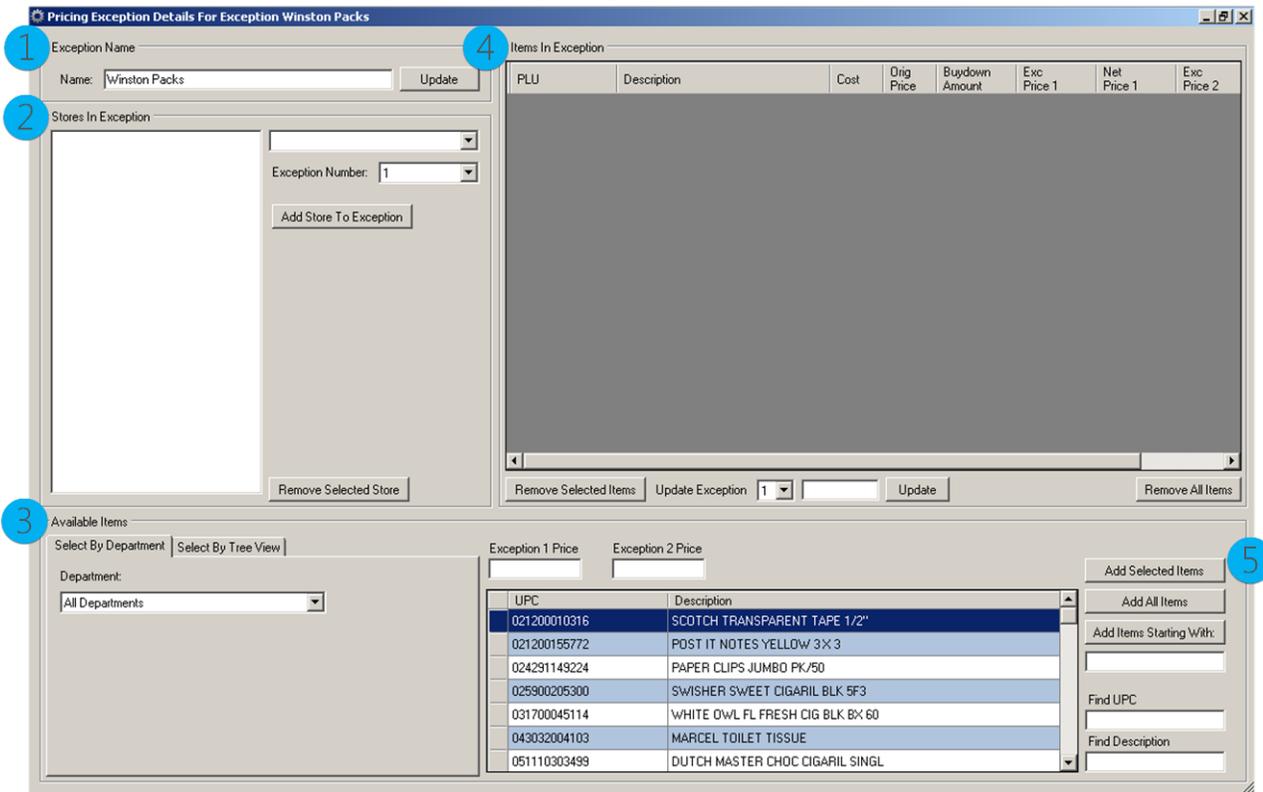
Once you are satisfied with the name and exception count, choose the "Add" button.



Be mindful when naming your exceptions. This will aid you when returning to edit or remove exceptions.

The "# of Exceptions" is in reference to how many levels or exception prices your item(s) require. Currently there is a max of 5 levels per exception.

5. This will open a "Pricing Exception Details for..." worksheet window.



1 Exception Name – This displays the name of the exception you are viewing.

If you wish to change the name, simply enter the new name and choose the "Update" button.

2 Stores In Exception – This section allows you to choose which store(s) are assigned to applicable exceptions. Since you can have multiple exceptions under a single definition, you can choose which price exception a store receives.

In our guide example, I am setting up 2 exceptions for a pack of Winstons. We will have each of our 2 stores assigned to 1 of the exceptions.

3 Available Items – This section is for filtering to the item(s) you wish to assign an exception price. This filter functions the same as in **Mass Updates**. You can either choose to show all items in a specific department or utilize your tree view categorizations you have set on items via **Item Details**.

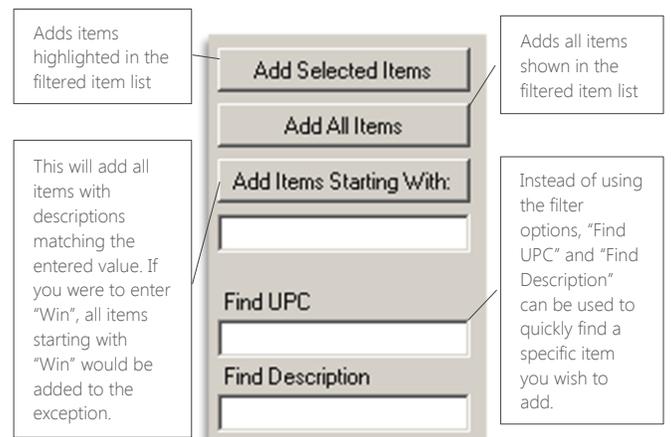
Notice, there are 2 price entry points for "Exception Price 1" and "Exception Price 2". This is due to our example being created for 2 exceptions. Enter the applicable exception price you wish this item to be.

4 Items In Exception – Once you have set your stores and added your item(s) via the "Available Items" section, this list will show those items and their exception prices.

From this section you can remove one or all of the listed items as well as update a specific exceptions price.

5 This section is for use with the "Available Items" area of this worksheet. If additional, more specific filtering is necessary, this section will assist you.

See below for explanation –



- From the "Stores In Exception" section, choose the stores and exception number you wish for each store to observe.

Choose the "Add Store To Exception" button when you have picked and matched the correct store and exception number.

Notice in our example, we have added our 2 stores that will have exceptions for this item. Since we plan to have 2 exceptions, we need to assign the applicable exception number to its store. Our example has Store 1 set to "Exception Number" 1 and Store 2 set to "Exception Number" 2. It is not necessary to create an Exception Number for each store; multiple stores can be assigned a singular Exception Number if necessary.

Later, when we choose our item, we will add the price for each exception number.

- Next, move down to the "Available Items" section.

You have two choices for filtering available; **Select By Department** or **Select By Tree View**

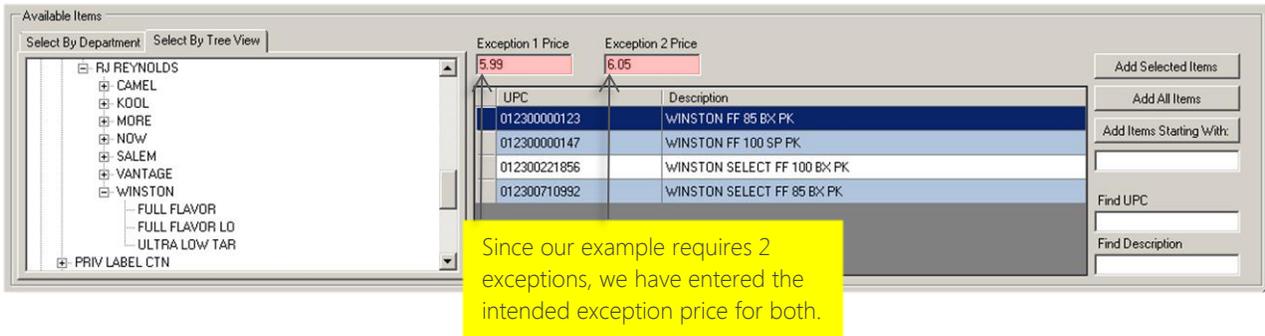
Department filtering will list every item assigned to a specific department where the ***Tree View** option will filter closer to a specific item level.

*Tree View option is only as good as the information you create and assign to items. For more information on categorizations and Tree View, review the Pricebook document.

In our example picture below, we have used **Select By Tree View** as our filter. Using the categorizations assigned via **Item Details**, we are able to narrow down our search for the correct item

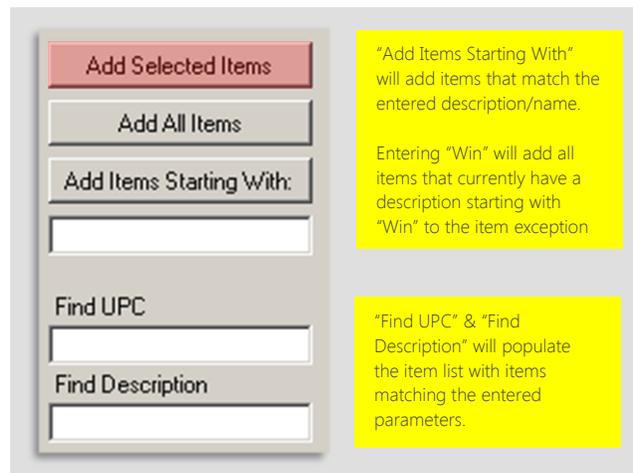
UPC	Description
012300000123	WINSTON FF 85 BX PK
012300000147	WINSTON FF 100 SP PK
012300221856	WINSTON SELECT FF 100 BX PK
012300710992	WINSTON SELECT FF 85 BX PK

8. After filtering to your exception item(s), enter the intended exception price(s).

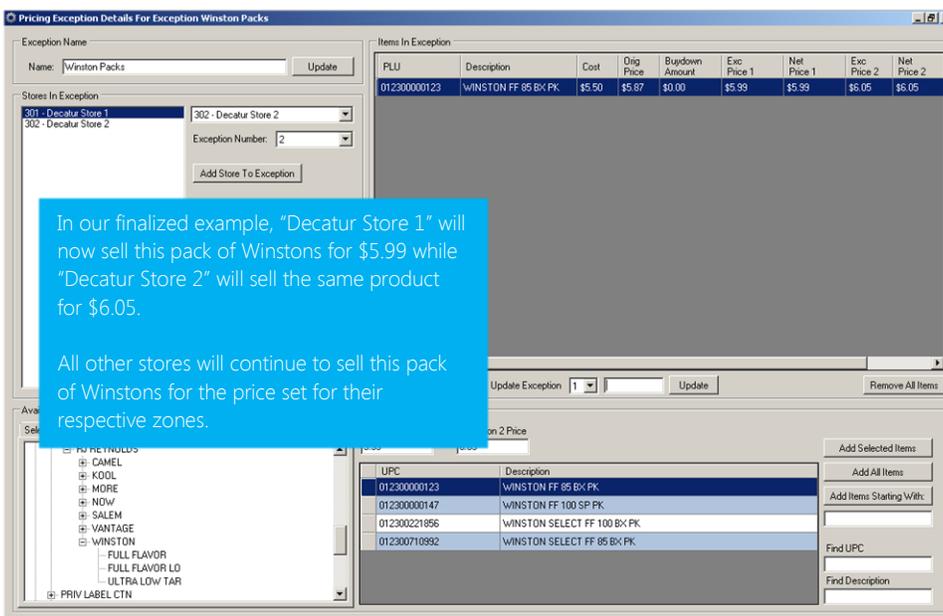


9. After highlighting the intended item and entering the applicable price exceptions, choose the "Add Selected Items" button.

If you have filtered to a group of items that will all share a pricing exception, choose the "Add All Items" button.



10. After choosing to add your selected items, your worksheet will now resemble the example below. Remember to send exceptions and their changes to your stores via the Queue module!



Notice under the "Item In Exception" list, you have a breakout of information for the applied items.

The "Cost" and "Orig Price" fields refer to the Default Zone cost and pricing data. Any current **Buydowns** are listed as reference for the "Net Price" fields.

The "Net Price" fields are reflective of the final retail price this item will sell for, counting both **Buydowns** and **Exception Pricing**.

More detailed information for the results of exception pricing can be found in **Item Details** under the "Effective Price" hyperlink of your applicable item.

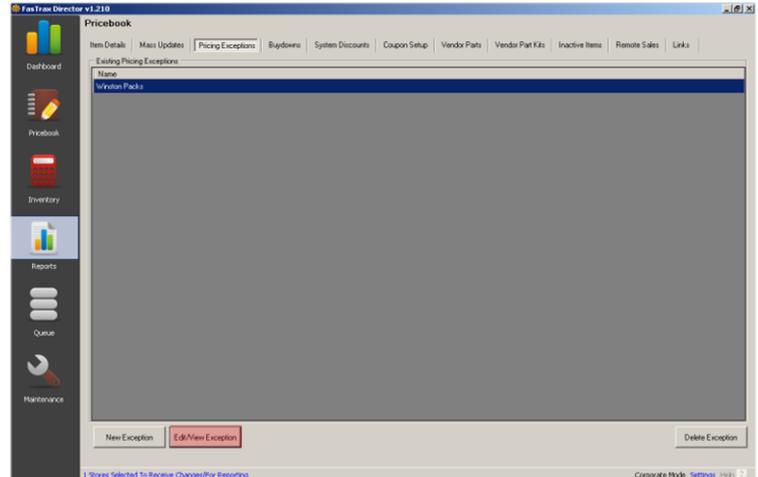
Editing Pricing Exceptions

After creating a **Pricing Exception**, you may need to edit or remove it. Editing **Pricing Exceptions** functions much the same as initially creating them.

1. Return to the **Pricing Exceptions** utility via the **Pricebook** module.

Once there, you will see your existing **Pricing Exceptions** listed. Simply highlight the applicable **Pricing Exception** and choose the "Edit/View Exception" button located at the bottom-left of your utility window.

If you wish to delete an exception, highlight the applicable **Pricing Exception** and choose the "Delete Exception" button.



2. If you are choosing to edit an existing **Pricing Exception**, once you have chosen the "Edit/View Exception" button, the worksheet window for the applicable exception will open; just as when you originally created it.

! Changes to exceptions will require you to send to stores from your Corporate Queue module before they will take affect at applicable stores.

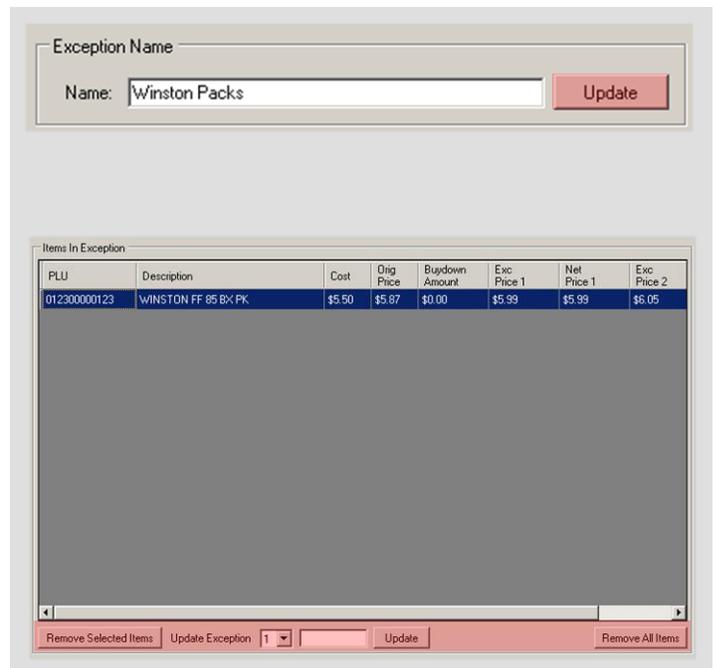
- a. If you wish to change the name of the exception, this can be accomplished via the "Exception Name" section.

Simply enter the new name and choose the "Update" button.

- b. If multiple items were set, you can remove these via the "Item In Exception" window.

Highlight the applicable item and choose "Remove Selected Items". If multiple items are assigned to this exception and you wish to remove all, choose the "Remove All Items" button.

- c. If you wish to change the price for an exception, choose the correct exception number from the "Update Exception" dropdown, enter the new price and choose the "Update" button.



Effective Pricing

Effective Price is a price-centric informational quick view available via the **Item Details** module.

After entering the **Item Details** module and searching for an item, the "Effective Price" hyperlink can be found in the "Pricing Information" section.

The screenshot shows the FasTrax Director v1.210 Pricebook interface. The 'Pricing Information' section is highlighted, showing a 'Price' of 5.87 and a red 'Effective Price' button. A blue arrow points to this button. Other sections include 'General Information' (UPC Number: 01230000123, Description: WINSTON FF 85 BX PK), 'Tree Information' (Major Category: CIGARETTES, Category: PREMIUM PACK), 'Link Information' (Purchase: 012300112130, WINSTON RED 85 BX +), and 'Vendor Part Information' (Vendor: 1 - ZUCCA INC., Part #: 2008, # Units: 1, Part Cost: \$5.1290).

Choosing the hyperlink will display an information breakout similar to the list view in **Pricing Exceptions**. This list does provide data such as **System Discounts** and **Margins** specific to the applicable item.

Effective Price By Store

01230000123 - WINSTON FF 85 BX PK

Store #	Store Name	Cost	Base Price	Buydown	Buydown Name	Exception Price	Exception Name	Sys Discount	Discount Name	Effective Price	Effective Margin
301	Decatur Store 1	\$5.00	\$5.87	\$0.50	WINSTON PACKS	\$5.99	Winston Packs	\$0.00		\$5.49	8.85%
302	Decatur Store 2	\$5.00	\$5.87	\$0.50	WINSTON PACKS	\$6.05	Winston Packs	\$0.00		\$5.55	9.84%
303	Decatur Store 3	\$5.00	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	6.82%
305	Madison Store 1	\$5.42	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	0.00%
307	Madison Store 2	\$5.42	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	0.00%
309	Huntsville Store 1	\$5.10	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	5.03%
311	Huntsville Store 2	\$5.10	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	5.03%
312	Huntsville Store 3	\$5.00	\$5.87	\$0.50	WINSTON PACKS	\$0.00		\$0.00		\$5.37	6.82%

Close

FAQ

Q – *Is there a limit to the amount of items I can set to an exception?*

A – No, **Pricing Exceptions** were implemented with families of items in mind. Normally, most, if not all, SKUs of a specific brand share a price point.

Q – *Is there a limit to the amount of exceptions under a definition I can set?*

A – Yes, **Pricing Exceptions** are limited to 5 per definition at the moment. If more exception levels are required, a new definition can be created for these items and stores.

Q – *Can individual stores control their Pricing Exceptions?*

A – No, **Pricing Exceptions** are intended for corporate use only.

Q – *Can a single store setup use Pricing Exceptions?*

A – No, **Pricing Exceptions** are intended for corporate-to-multiple store systems/setups. There are a multitude of other utilities available to manage pricing for items in single store setups; Item Details, Mass Updates, System Discounts, Buydowns, Mix-Match, Pick-A-Pack, etc.

Q – *Will items under a Price Exception still observe Buydowns and System Discounts?*

A – Yes, **Pricing Exceptions** effectively replace the “Retail Price” set for the zone/item (visible in **Item Details**). **Buydowns** and **System Discounts** still apply to items.

Q – *Are Buydowns calculated in Effective Pricing?*

A – Yes, **Buydowns** & **System Discounts** are calculated against the **Exception Price** to provide you final **Effective Price** (sell price) and **Effective Margin** (final price versus cost).