

# Microsoft® Navision Attain®

## Pricing

*Microsoft Navision Attain for pricing gives you the freedom to focus on increasing sales and the tools to minimize your purchasing costs.*

### Key Benefits:

#### Sales:

- Targets specific customer segments
- Gains your customers' trust by delivering consistent pricing
- Minimizes the cost of price maintenance

#### Purchasing:

- Provides full transparency of purchasing options
- Enables effective maintenance of purchase prices and line discounts
- Builds up effective relationships with vendors



## Microsoft Navision Attain for Pricing

### Sales

Microsoft Navision Attain for pricing enables you to offer flexible and consistent price structures with a minimum investment of effort.

### Tailor Pricing to Customers

Use pricing as a strategic means to satisfy customers and move merchandise from your shelves into their hands. Pricing for Microsoft Navision Attain gives you pricing flexibility, so you can price to meet the needs of specific customer segments. It is easy to price an item for an individual customer, or issue blanket orders to support multi-item, long-term agreements in Microsoft Navision Attain for pricing. Simply open the price agreement from the customer card, and enter quantity breaks and other conditions for the price agreement in the fields provided. Once recorded in the program, the terms of the pricing agreements are retrieved and applied automatically to any future sale to your customers.

You can also easily price items for a customer group. For example, you may have a large customer whose several branch outlets each need individual monthly invoicing. Determine a pricing agreement with the head office, and Microsoft Navision Attain for pricing will automatically apply that price agreement to the branch outlets. Change the pricing agreement with the

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head office, and the change is automatically and immediately registered for the associated branch outlets as well. You save time and effort every time you invoice, and you are ensured absolute pricing consistency.

You can also price particular merchandise items specially. Price an item or item discount group so you can offer special promotions for new merchandise, or move slow merchandise out of your warehouse faster.

In addition, item discount groups can be set up per customer discount group (as well as for individual customers). The entry point for entering or altering data here is the discount group table, from which you can easily drill down to the line discount by clicking on the table's menu button. All you need to do then is select which discount group the customer belongs to.

Grouping in this way is handy for those large customers with branch outlets – a discount registered on the head office agreement is automatically applied to the branch outlets in the group as well. Nevertheless, with Microsoft Navision Attain for pricing you can always overrule the general discount structures you create, thereby maintaining your pricing flexibility.



*With Microsoft Navision Attain for pricing, you can set up sales line discounts from the customer card with just a couple of mouse-clicks.*

### Ensure Pricing Consistency

From retail outlet to the Internet, from mail order to telemarketing, customers' diverse preferences for modes of shopping and purchasing can make it difficult to maintain price consistency across all channels. But with Microsoft Navision Attain for pricing this problem disappears. Once you've established a price, that information is kept current, in real-time, throughout the fully integrated Microsoft Navision Attain business solution.

The Microsoft Navision Attain business logic is housed in its C/SIDE development environment, so Microsoft Navision Attain for pricing is seamlessly integrated with E-commerce, and the pricing rules you establish will also apply for Internet orders on the Commerce Portal. This means that regardless of whether you have multiple price agreements, the program will always pick one price – the best price – for transactions with your customers, and all authorized users of Microsoft Navision Attain have instant access to all pricing information. So regardless of the sales channel, or whether you use a Portal or

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another interface, everyone on your sales team sees exactly the same data when dealing with customers and can present accurate and reliable pricing information.

Complete business solution integration also means that you can evaluate an increase or decrease in sales volume, or fluctuations in profit margin, as a function of your pricing policy – so you can optimally tune your pricing policy to better elicit the level of sales you want. This enables you to be creative, flexible, and make exceptions in your pricing agreements while being confident that your pricing is consistent in your recurring interactions. For example, you can set up multiple prices per customer as a function of currency used in sale, quantity, or sales unit of measure; enter the variables that affect the line discount and the percentage of discount, and let Microsoft Navision Attain perform the necessary calculations.

Microsoft Navision Attain for pricing will see to it that your customers receive the best price under all circumstances, and your customers can feel confident that no matter how they choose to do business with you – through a retail outlet, mail order, on the Internet or whatever – they are getting the best, consistent, and latest price.

Customer confidence is also secured because pricing information is quickly accessible when your

employees need to offer quotes or perform invoicing. Price structures are visible to your staff, so they can easily see how a price was derived. Does your customer have a question about why she is being charged at a certain rate? It is simple for any user, from sales manager to sales clerk, to quickly address the customer's concern. From the sales line, you can look up the price agreement used for the selected unit price or line discount.

Visible pricing possibilities also mean that it is fast and easy to simulate different price scenarios with a customer over the phone – thus increasing your sales opportunities. Just plug in the variables determining price until you create a mutually satisfying price agreement. And when a sale is closed, the agreed prices will always be the ones retrieved for the invoice, so once again, you are guaranteed totally consistent price information for your customers.

### **Minimize Cost of Price Maintenance**

Microsoft Navision Attain for pricing is designed to handle general pricing tasks as well as exceptions you would like to make for individuals or customer groups. Introducing new prices and product mixes is quick and easy, as is updating price agreements. The sales price or line discount can be attached to more than one customer or group, so any changes need to be updated in only one place. Integration and automation take care of funneling the changes to all the necessary places, immediately and consistently.



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Microsoft Navision Attain - Sales Prices

General | Options

Sales Type Filter: None

Sales Filter: 768C-A, 768C-B

Starting Date Filter: 01-01-01

Sales Type	Sales Code	Item No.	Currency Code	Minimum Quantity	Unit Price	Starting Date	Ending Date
All Customers	768C-A	EUR	8,00	30,00	01-01-01	31-12-01	
All Customers	768C-A	EUR	18,00	80,00	01-01-01	31-12-01	
All Customers	768C-B	EUR	8,00	27,00	01-01-01	31-12-01	
Customer	0140044	EUR	8,00	80,00	01-01-01	31-12-01	
Customer	0140044	EUR	18,00	78,00	01-01-01	31-12-01	
Customer	0140044	EUR	8,00	75,00	01-01-01	31-12-01	
Customer Price Gr.	9473046	EUR	8,00	30,00	01-01-01	31-12-01	
Customer Price Gr.	9473046	EUR	18,00	78,00	01-01-01	31-12-01	
Customer Price Gr.	9473046	EUR	8,00	25,00	01-01-01	31-12-01	

*Details of customer price agreements are easy to find and work with in Microsoft Navision Attain for pricing.*

## Purchasing

Before you sell your merchandise, it first has to be manufactured. In manufacturing, you draw diverse types of materials in various quantities from varied sources. For example, different vendors offer different price agreements – price as a function of amount purchased, or duration of purchasing contract. You then need different individual purchase agreements for each vendor. All this can make maintenance of purchase prices, line discounts and general management of purchasing agreements a complex, resource-demanding task.

The cost of materials has a direct impact on your manufacturing costs, your fixed finished product price, and the degree of profitability you can expect. Therefore, support of production and sale of your merchandise begins with efficient purchasing practices.

Microsoft Navision Attain for pricing has functionality to help you keep your purchasing costs to a minimum, freeing your competitive advantage from the drag of purchasing inefficiency. With Microsoft Navision Attain for pricing you can find alternative prices when an item can be purchased from different vendors, because it lets you see which components affect the price. You can ensure that agreed prices or line discounts are actually granted by your vendor, and maintain purchase prices and line discounts with a minimum of effort.

## Transparency in Purchasing Options

Microsoft Navision Attain for pricing provides your purchasing managers and employees with full transparency in purchasing options. You can centralize all your data in one location, rather than in proliferating files, spreadsheets, e-mails, local databases and other options. You get a clear overview of which vendors offer the best service – be that price, discount rates, delivery times, capable to promise – for each item. With this information, you can better plan purchasing to harmonize with your production requirements. You know who offers the goods you need, at the price you want, and can deliver them when you require. You enjoy the ripple effect of optimal purchasing (efficient and cost-effective purchasing leads), optimal manufacturing, optimal sales and greater profit.

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## **Effective Maintenance of Purchase Prices and Line Discounts**

Managing your purchasing through Microsoft Navision Attain for pricing also streamlines the work involved in maintenance of purchase prices and line discounts. It is easy and efficient to register and keep current your diverse purchasing agreements. The purchasing functionality is symmetrical with the sales functionality: if you can use sales, you can use purchasing, because wherever applicable the two functionalities mirror each other in structure. This symmetry and ease-of-use makes maintaining and tracking agreements based on price and/or line discounts quick and accurate.

In the purchasing functionality, you can register all your agreements, and have Microsoft Navision Attain instantaneously perform price calculations according to the terms of your purchase agreement if you suspect you have been invoiced incorrectly. You can trust your vendor has accurate records on your price agreements, or you can maintain your own records simply and effectively in Microsoft Navision Attain for pricing.

## **Build Up Effective Relationships with Vendors**

With your own information in order, you are better equipped to negotiate effectively with your vendors, securing the best possible price for your purchases and creating effective and confident relationships with your vendors. You are always sure you are charged the agreed price, and you maintain control over your

purchasing so that your costs are minimized and your purchasing efficiencies are maximized.

## **Ask Your Partner**

To learn more about Microsoft Navision Attain for pricing, contact your local Navision Solution Center. They have the expertise to design a solution that fits your specific business needs. Or, visit our Web site at [www.microsoft.com/BusinessSolutions](http://www.microsoft.com/BusinessSolutions)

## **About Microsoft Business Solutions**

Microsoft Business Solutions, which includes the businesses of Great Plains®, Microsoft bCentral™ and Navision a/s, offers a wide range of business applications designed to help small and midmarket businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications automate end-to-end business processes across financials, distribution, project accounting, electronic commerce, human resources and payroll, manufacturing, supply chain management, business intelligence, sales and marketing management, and customer service and support. More information about Microsoft Business Solutions can be found at:

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# Data Sheet – Pricing

Key Features	Description
<b>Sales</b> <ul style="list-style-type: none"> <li>• <b>Sales Line Pricing</b></li> <li>• <b>Sales Line Discounting</b></li> </ul>	<ul style="list-style-type: none"> <li>• Set up specific sales prices and line discounts for individual customers.</li> <li>• Manage general sales prices and line discounts for groups of customers or all of your customers.</li> <li>• Apply pricing to specific items and/or groups of items.</li> <li>• Base sales prices and sales line discounts on a monetary value or a discount percentage.</li> <li>• Manage sales prices and sales line discounts by period of validity.</li> <li>• Set up sales prices and sales line discounts for one occurrence or as a recurring agreement.</li> <li>• Trace how a sales price or a sales line discount was calculated.</li> <li>• Simulate a sales price or a sales line discount before it is implemented.</li> <li>• Apply a sales price or a line discount to more than one customer.</li> </ul>
<b>Purchasing</b> <ul style="list-style-type: none"> <li>• <b>Purchase Line Pricing</b></li> <li>• <b>Purchase Line Discounting</b></li> </ul>	<ul style="list-style-type: none"> <li>• Set up specific purchase prices and purchase line discounts for individual vendors.</li> <li>• Base purchase prices and purchase line discounts on a monetary value or a discount percentage</li> <li>• Manage purchase prices and purchase line discounts by period of validity.</li> <li>• Set up purchase prices and purchase line discounts for one occurrence or as a recurring agreement.</li> <li>• Trace how a purchase price or a purchase line discount was calculated.</li> <li>• Simulate a purchase price or a purchase line discount before it is implemented.</li> </ul>
<b>Additional Application Areas of Microsoft Navision Attain</b>	<ul style="list-style-type: none"> <li>• Financial Management</li> <li>• Manufacturing</li> <li>• Distribution</li> <li>• CRM Marketing and Sales</li> <li>• CRM Service</li> <li>• User Portal</li> <li>• Commerce Gateway</li> <li>• Commerce Portal</li> </ul>

## System Requirements

Microsoft Exchange Server (min. version 5.5 with service pack 4) for E-Mail Logging for Microsoft Exchange.  
Microsoft Navision Attain supports graphical 32-bit technology and genuine client server, multitasking environment. The following operating systems are supported:

Client 32-bit: Windows XP, Windows 2000, Windows NT, and Windows 98

Server: Microsoft Navision Attain Database Server: Windows 2000, Windows NT, IBM AIX, IBM OS/400

Microsoft SQL Server Option for Microsoft Navision Attain: Any operating system supported by MS SQL Server 2000.

Please refer to the detailed system requirements document for more information.)



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