

# Types of Price Levels

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## Overview

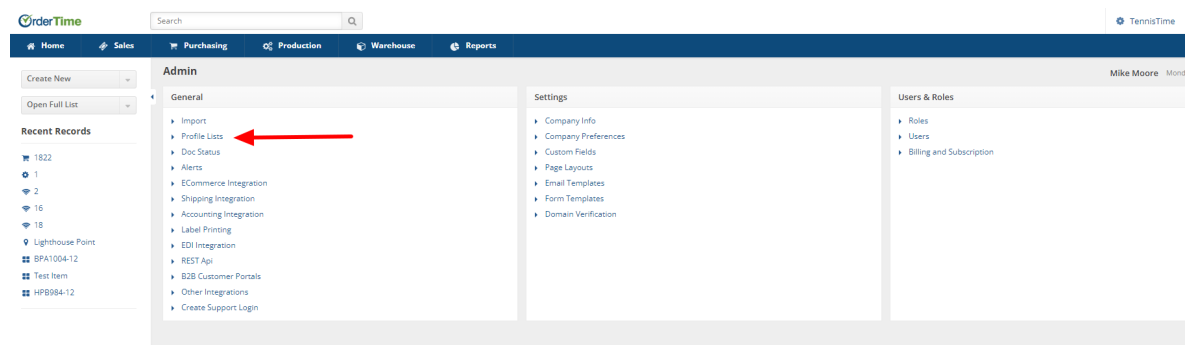
The **Price Levels** profile list helps you set up and track discounts (reductions) and markups (increases) of your regular pricing for the goods and services you sell.

There are 4 classes of price levels as follows:

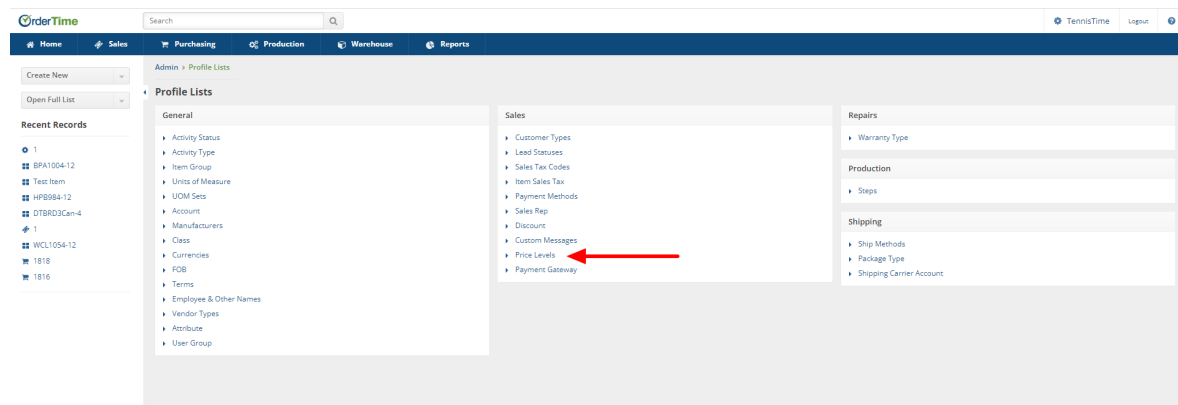
- **Company** - applies to all items and customers
- **Item** - price level assigned to items (e.g volume discounts)
- **Customer** - price levels that are assignable to customers
- **Vendor** - price levels that are assignable to vendors

## Accessing Price Levels

Accessing the Price Levels can be accomplished by going to Admin and selecting Profile Lists from the General column.



Then select Price Levels from the Sales column.



The [Price Levels](#) screen will present multiple options from the Drop Down menu in the **Type** field.

The screenshot shows the 'Price Level' form in the OrderTime application. The 'Type' dropdown menu is open, displaying a list of options. A red arrow points to the dropdown field. The options include:

- Company Wide - Discount that apply to all customers and all items
- Customer Discount - Discount from standard price
- Customer Markup - Markup on standard cost
- Customer Item Price - Specific prices per item
- Item Markup - Markup from standard cost per item
- Volume Discount by Percentage - Prices that change depending on quantity
- Customer Item Group Discount - Discount from standard price per item group
- Currency Price - Price for a specific currency
- Customer Item By Percentage - Modify item prices up/down based on a percentage per item. Assigned on a customer by customer basis.
- Customer Pricing Group - A set of price level in aggregate. Assigned on a customer by customer basis.
- Customer Stacked Percentages - A set of percentage based price levels in aggregate. Assigned on a customer by customer basis.
- Volume Discount By Price - Prices that change depending on quantity
- Vendor Discount - Discount from Standard Cost
- Vendor Volume Percentage Discount - Costs that change depending on quantity per Vendor
- Vendor Volume Cost Discount - Costs that change depending on quantity per Vendor
- Customer Item Group Markup - Markup over standard cost per item group
- Customer Item Volume Pricing - Specific pricing per item per customer that is set depending on quantity
- Customer Item Volume Percentage Discount - Specific percentage discounts per item per customer that is set depending on quantity
- Vendor Volume Tiered Cost - Specific cost that is set depending on the quantity

## Types

Depending on the **Type** you have chosen, the rest of the tab will vary greatly. Below are the different Price Level types:

- **Company Wide (Company).** The Company Wide price level applies a specified discount to the price after all other price levels have been applied. Only one 'Company Wide' price level can exist.

The screenshot shows the 'Company Wide' price level form. The 'TypeRef' field is set to 'Company Wide - Discount that apply to all customers and all items'. The 'Active' checkbox is checked. The 'Assign Start/End Dates' checkbox is checked. The 'Start Date' and 'End Date' fields are empty. The 'Discount that apply to all customers and all items' section is highlighted with a red box, showing 'This Price Level will' followed by a dropdown menu and 'item prices by' followed by a text input field and a percentage sign.

- **Customer Discount (Customer).** The Customer Discount applies a specific discount (or markup) to the price after all item level price levels have been applied. The Customer Discount will be applied to all items' standard prices for a specific customer. Once created, go to the Customers List to apply a customer discount to a specific customer.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

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Discount from standard price

This Price Level will  item prices by  %

- **Customer Markup (Customer).** The Customer Markup is a markup % that is applied to the cost of an item for a specific customer. Once created, go to the Customers List to apply a customer markup to a specific customer.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

---

Markup on standard cost

This Price Level will  item costs by  %

- **Customer Item Price (Customer).** The Customer Price is a list of prices for all items for a specific customer. The Customer Price allows more flexibility than the Customer Markup or Customer Discount, as a specific price can be set for each item for a customer with the created price level. Once created, go to the Customers List to apply a customer price to a specific customer.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

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Name  Search Items

<input type="checkbox"/>	ITEM	DESCRIPTION	STD. PRICE	STD. COST	NEW PRICE
Adjust price of marked items to be <input type="text" value="0"/> % <input type="text" value="Lower"/> than its <input type="text" value="Standard Price"/> <input type="button" value="Adjust"/>					

- **Item Markup (Item).** The Item Markup is a markup % that is applied to the cost of specific items. Only one Item Markup price level could exist.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

---

Name  Search Items

<input type="checkbox"/>	ITEM	DESCRIPTION	STD. PRICE	STD. COST	RATE	NEW PRICE
Adjust price of marked items to be <input type="text" value="0"/> % <input type="text" value="Lower"/> <input type="button" value="Adjust"/>						

- **Volume Discount By Price (Item).** The Volume Discount is a discount that can be applied to a subset of an item's from the company's inventory. By specifying a quantity minimum and maximum, all items included in the Volume Discount that fall into one of the quantity ranges will receive the discount specified by the appropriate range. For example, a Volume Discount is created that specifies a discount of 10% for quantities from 10 to 15 and 20% for quantities from 16 to 20. If the item "Screw" is added to the new Volume Discount and 13 are shipped, that item may have a 10% discount applied to it. Important - Each item in a company's inventory can only exist on a single price level at a time.

Name

TypeRef **Volume Discount By Price - Prices that change depending on quan** ▾

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

From	To	Discount %	Delete

- **Customer Item Group Discount (Customer).** This is similar to the Customer Discount, except that you can set a percentage on a per Item Group basis. Additionally, this discount remains true to its name as a discount-only feature - you can only reduce the standard price, not raise it.

Name

TypeRef **Customer Item Group Discount - Discount from standard price per** ▾

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

Name ▾ Search Item Group

<input type="checkbox"/>	GROUP	RATE	ACTIONS

- **Currency Price (Company).** A discount or markup can be applied to individual items when purchased in a different currency, often useful for off-setting the costs of international banking or keeping your prices more in line with local markets. This list references the [Currencies](#) profile list. NOTE: When currency prices are not set, the system will convert the standard price using the foreign exchange rate defined in the Currencies profile list.

Name

TypeRef **Currency Price - Price for a specific currency** ▾

Currency

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

Name ▾ Search Items

<input type="checkbox"/>	ITEM	DESCRIPTION	STD. PRICE	STD. COST	NEW PRICE

Adjust price of marked items to be  %  than its

- **Customer Item By Percentage (Company).** The Customer Item By Percentage is a list of percentage based markups or markdowns for all items for a specific customer. The Customer Item By Percentage allows more flexibility than the Customer Markup or Customer Discount, as a specific positive or negative percentage can be set for each item for a customer with the created price level. Once created, go to the Customers List to apply a customer price to a specific customer.

Name

TypeRef Customer Item By Percentage - Modify item prices up/down basec

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

Adjust based on item's ☐ Price ☒ Cost

Name

<input type="checkbox"/>	ITEM	DESCRIPTION	STD. PRICE	STD. COST	RATE
Adjust price of marked items to be <input type="text" value="0"/> % <span>Lower</span> <input type="button" value="Adjust"/>					

- **Customer Pricing Group (Customer).** The Customer Pricing Group can be used to aggregate multiple customer specific price levels into a single price level which can be assigned to a customer. When finding a price for a customer, if more than one of the price levels in the group have an assigned price for a specific item, the group can select the price based on which one is the lowest, which one is the highest, or the last one found based on the order of the price levels in the group.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

A set of percentage based price levels in aggregate. Assigned on a customer by customer basis.

Select final price based on ☐ Lowest Price  
☐ Heighest Price  
☐ Last Found Price

Price Level

Price Levels

- **Customer Stacked Percentages (Customer).** The Customer Stacked Percentages can be used to aggregate multiple price levels, such as combined discounts, to arrive at a final price. For example, there are 2 discounts for a specific item, a 15% sale discount and a 10% voucher discount. The discounts will be applied to different entities but the same transaction, such that the 15% sale discount will be applied to the original price, then the 10% voucher discount will be applied to the reduced price.

Name

TypeRef

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

A set of percentage based price levels in aggregate. Assigned on a customer by customer basis.

Base Price Level

Price Level

Price Levels 

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- **Volume Discount By Price (Item).** Prices that change depending upon quantity.

Name

Type

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

From	To	Discount \$	Delete
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

- **Vendor Discount (Vendor).** Discount from Standard Cost for a Vendor.

Name

Type

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

Discount from standard cost

This Price Level will  item costs by  %



- **Vendor Volume Percentage Discount (Vendor).** Costs that change depending upon quantity per Vendor.

Name

Type **Vendor Volume Percentage Discount - Costs that change depend** ▼

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

From	To	Discount %	Delete
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

- **Vendor Volume Cost Discount (Vendor).** Costs that change depending upon quantity per Vendor.

Name

Type **Vendor Volume Cost Discount - Costs that change depending on** ▼

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

From	To	Discount \$	Delete
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

- **Customer Item Group Markup (Customer).** Markup over standard cost per Item Group.

Name

Type **Customer Item Group Markup - Markup over standard cost per it** ▼

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

<input type="checkbox"/>	GROUP	PERCENTAGE (%)	ACTIONS
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

- **Customer Item Volume Pricing (Customer).** Specific pricing per Item per Customer that is set depending upon quantity.

Name

Type **Customer Item Volume Pricing - Specific pricing per item per cust** ▼

Active ☒

Assign Start/End Dates ☒

Start Date

End Date

<input type="checkbox"/>	ITEM	DESCRIPTION	STD. PRICE	STD. COST	NEW PRICE	VOLUME QUANTITY	ACTIONS
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

- **Customer Item Volume Percentage Discount (Customer).** Specific percentage discounts per item per customer that is set depending upon quantity.

Name

Type: Customer Item Volume Percentage Discount - Specific percentag

Active
☒
Assign Start/End Dates
☒
Start Date
End Date

ITEM	DESCRIPTION	STD. PRICE	STD. COST	PERCENTAGE (%)	NEW PRICE	VOLUME QUANTITY	ACTIONS
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- **Vendor Volume Tiered Cost (Vendor).** Specific cost that is set depending upon the quantity.

Name

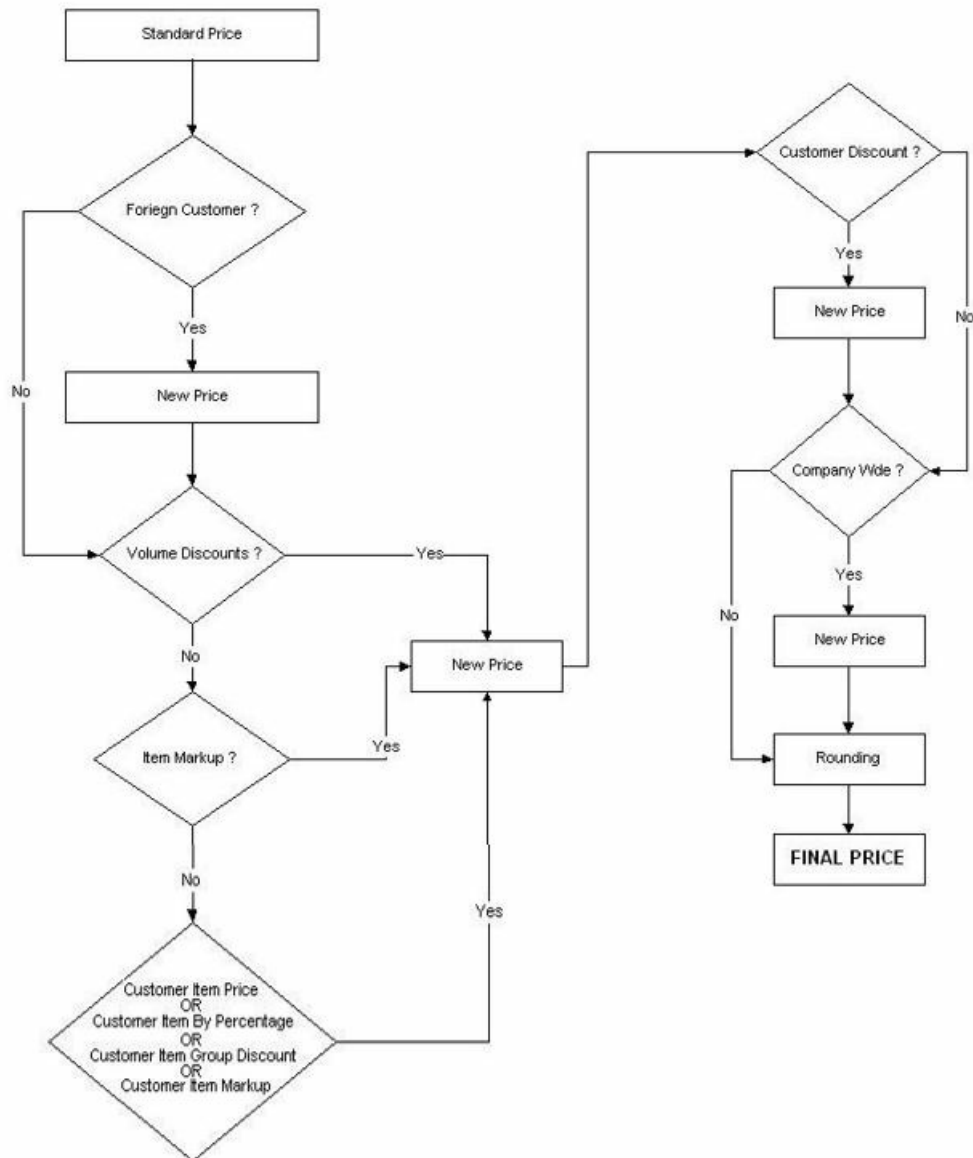
Type: Vendor Volume Tiered Cost - Specific cost that is set depending c

Active
☒
Assign Start/End Dates
☒
Start Date
End Date

From	To	New Cost	Delete

## Applying Price Levels

Below is an illustration of how pricing is applied to items:



**NEXT: Adding Price Levels**