



Data Sheet

myridas™

PRICE NEGOTIATION

In many distribution environments it is not always possible to work from fixed price lists. It is important to be able to negotiate and agree prices with customers, sometimes over the telephone. To do this effectively the sales negotiator needs to be armed with all possible relevant information and have a tool that enables adjustment of any of the three key variables, price, cost and margin and see the overall result. Price Negotiation provides all of these facilities.

Key Features

New Price Negotiation Window

This window can be opened independently or from within Sales Transaction Entry so that price negotiation can take place in the context of a quote or order, or simply to answer a one-off query.

Information Access

The Price Negotiation window pulls together all of the information that may assist the

salesperson to make a decision on price. This includes:

- All relevant cost fields – including a predicted weighted average cost that rolls together current stock value with known purchase commitments
- Detailed transaction history, of previous Purchase Orders and sales of an item to that specific customer, including cost and margin

Price Change Input

The price calculator will initially hold the price to that customer as it would be populated into Sales Transaction Entry, likewise margin and cost. The user can then amend any of these variables and see the result immediately eg reduce margin by x% and see the new price, increase potential cost and see the margin reduced etc.

Audit & Track

The new price resulting from the negotiation can be transferred back into the order. At the same time the result of the negotiation is written to an audit file so that there is a full audit available of all sales negotiation activity.

Application Power

Real-Time Negotiation

An experienced salesperson can now negotiate and agree a price immediately with the customer and be confident of the margin achieved.

Sales Person Performance Tracking

The audit capability enables managers to see how much has been discounted against list or agreed prices and by whom.

Handling Customer Queries

The online access to detailed history enables the salesperson to see immediately the history of sales of that item to that customer and see trends in prices, costs and margins.

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