

PRO- 2s Page 1 of 3


Category	HOS
Course	Pricing
Version	1.0
Client	Generic
Software	2.14.100

HOS Deals

A deal is a temporary arrangement with the default supplier to provide a specific product or sub-range at a lower 'promotional' cost. A deal usually overlaps with a promotional sell for part of the deal duration.



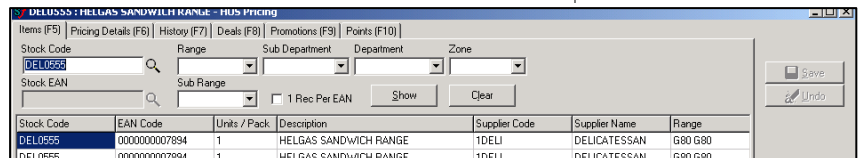
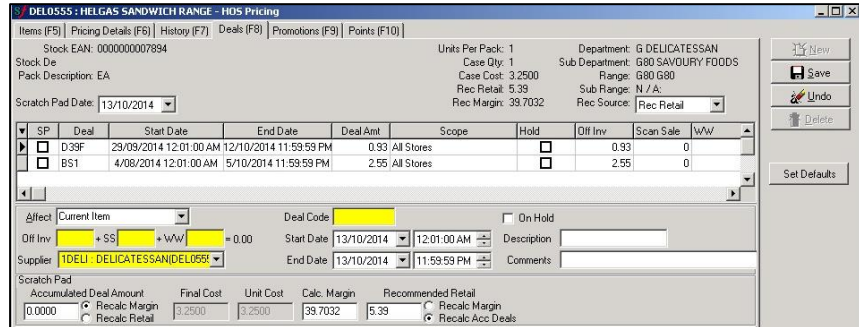


The cost that appears on invoices produced during the period will be inclusive of the deal amount. HOS Pricing cost and GP do NOT reflect deals or rebates.

Hints and Tips

- ✓ If you have to create several deals, you may find it quicker to use the Bulk Promo Utility; refer to the [PRO-2i Create Bulk Promotions or Deals Fact Sheet](#).
 - You'll still use **HOS Pricing Deal** tab to edit a saved deal.
- ✓ **Warehouse suppliers** (e.g. Metcash) import hosted deals directly into SUREfire.
- ✓ A supplier can offer **multiple deals** with overlapping dates. This is usually on a 'best deal applies' arrangement, so this is how SUREfire also works.
 - This calculation is generally checked once a day.
- ✓ Use  on the **Item** tab to set the following defaults:
 - To return to the **Item** tab after saving changes.
 - To set the source used to calculate recommended price on the **Deals** tab.
 - To set which zones display & their order on the screen.
- ✓ Use the **Scratch Pad** section to test the impact of a deal and aid negotiations with the supplier; you can test the impact on margin or retail for a given deal amount, or what deal you need to get to sell the product for a selected retail.
 - Costs are GST incl, and all values are based on the **Rec Source** selected.
 - The **Scratch Pad Date** will select the deal/s active on this date, but remember that best deal logic applies not the cumulative amount.

Procedure to Create a New Deal

Refer to page 3 to edit or delete a deal.

1.	From the Tools menu, select Stock Functions -> HOS Pricing . *Alternatively, select the Show HOS Pricing check box if you're on the Stock screen.*	
2.	Use the search fields to return the product/s that you want to put on deal.	
3.	Click  to display the search results. *To change or narrow your criteria, simply make the new selections (you can click Clear to remove all previous selections), and click Show again; the results override the previous products displayed.* *Select the 1 Rec Per EAN check box to hide duplicate rows for products that have multiple suppliers or zones.*	
4.	Click the product that you want to edit.	
5.	Click the Deals tab. *The grid lists all previous deals; if you want to maintain history, create a new deal rather than edit an old one.*	
6.	Click  if you want to use the same Deal Code and Start Date/End date as a selected deal in the grid (to save date entry).	

Hints and Tips

- ✓ **Important:** If you add SS (sell/scan) or WW (warehouse withdrawal) rebate components to a deal, these are reflected in the new sale cost.
 - Deals that aren't reflected in the invoice cost should be created as **rebates** instead.
 - The system only saves one deal record, but the SS and WW components are separated out in the Bulk Promotion Utility and in MicroStrategy rebate reporting.
 - Refer to the [PRO-2t Create HOS Supplier Rebates Fact Sheet](#).
 - If you use the Bulk Promo Utility to create a rebate, this will record the rebate on the HOS Pricing Deal tab, not as a rebate; Use MicroStrategy rebate reports for analysis.

- ✓ **To transfer the deal to a store:**
 - Changes are **exported** to the affected store/s after scheduled tasks run (usually overnight). To export an immediate change, refer to the [TECH-1e Manually Export Changes from HOS to a Store Fact Sheet](#).
 - HOST processes are also run at the store (automatically or manually, depending on how your system is configured), to import and insert a record on the stock record ->**Deals** tab.
 - The deal is effective on the scheduled date after scheduled tasks have run.
 - The current cost is reduced by the deal amount.
 - A **Deal** icon is displayed in the Summary information on the BOS **Stock Screen**.

Sales for week	6.95	Deal Promotion
Cost	3.27	
Profit	3.68	

7.	Click	
8.	In the Deal Code field, type a code for the deal. <i>*Use any code naming conventions that exist.*</i>	
9.	In the Start Date field, select the date and time that the deal will begin. <i>* Defaults to the current day; See Hints and Tips.*</i>	
10.	In the End Date field, select the date and time that the deal will end.	
11.	Select the On Hold flag if you don't want this deal to be hosted to stores yet. <i>*You'll have to release (unselect the hold) the deal once you're ready for it to be exported to stores.*</i>	
12.	Use the Description and Comments fields if you want to record any instructions.	
13.	In the Affect field, select if the deal applies to only this product or to every product in the same sub-range.	
14.	In the Off Inv field, type the number of dollars per case that's being given off the <u>case</u> cost. <i>*The amount is GST inclusive.*</i> <i>*You can also add any scan (SS) or warehouse withdrawal (WW) components; see hints & tips*.</i>	
15.	Select the location/s the deal applies. <i>*Select the applicable category, and the Deal Active check box against the applicable locations.*</i> <i>*Defaults to All Stores every store.*</i>	
16.	Click . <i>*A summary is displayed if you created this as a sub-range deal; click OK to continue.*</i> <i>*The new deal is listed in the grid.*</i>	
17.	To: create another deal then: return to step 2. finish click	

Procedure to Edit or Delete a Deal

Hints and Tips

- ✓ If you edit a **sub-range** level deal, it applies the change against all the other products in the sub-range as well.
 - If you change the deal to affect ‘single item’, it deletes the deals that were against the other products in the sub-range.
- ✓ If you edit an **active deal**, it won't be changed at the store until HOST processes run (on HOS and BOS).
- ✓ If you **delete an active deal**, it will still be active until the physical deletion utility also runs to remove it (usually automatically overnight).
 - It you want to deactivate a deal **effective immediately**, edit the end-date to the past (rather than delete the deal), and manually export/import the change instead.
 - Refer to [TECH-1e Manually Export Changes from HOS to a Store Fact Sheet](#).

<p>1. From the Tools menu, select Stock Functions -> HOS Pricing.</p> <p><i>*Alternatively, select the Show HOS Pricing check box if you're on the Stock screen.*</i></p>	
<p>2. In the Stock Code or EAN Code field, type, or search for, the product you want to edit.</p>	
<p>3. Click the Deals tab.</p>	
<p>4. Click the applicable deal in the grid.</p> <p><i>*The selected deal is highlighted blue, and the details are populated in the fields.*</i></p>	
<p>5. To: edit the deal</p> <p>then: change fields as required.</p> <p>Click .</p> <hr/> <p>delete the deal</p> <p>Click . A warning message is displayed. Click Yes to proceed, or No to cancel the request.</p> <p><i>*If you clicked Yes, the deal is removed from the grid.*</i></p>	
<p>6. Click .</p>	
<p>7. If you edit an active deal, manually export/import the change if you want it to apply at the store/s immediately.</p> <p><i>*Refer to TECH-1e Manually Export Changes from HOS to a Store Fact Sheet.*</i></p> <p><i>*Active deals <u>deleted</u> revert overnight once the physical deletion utility runs.*</i></p>	