



PeopleSoft Order Management Sales Order Margin Manipulation



- Introduction
- Margin Manipulation/Sprinklebacks Overview
- Margin Manipulation/Sprinklebacks Process
- Margin Manipulation/Sprinklebacks Worksheet
- Questions and Answers



- Thales Communications Inc.
- Our PeopleSoft Environment
- Our Business Issues & Challenges



- Highly dynamic company
- Specializes in tactical communications equipment.
- All products are designed, developed and manufactured at one facility
- Located in in Clarksburg, Maryland
- Part of the Thales family of international electronics companies.
- The Thales Group employs over 65,000 people in 50 countries



- Using PSFT FSCM 8.9
 - OM, IN, PO, Mfg, SP, BI, AR, AR, GL, PC...
- HRMS 8.9
- LMS (ELM) 9.0
- Microsoft Shop
 - SQLServer 2000 & 2005
 - SharePoint
- PTC Windchill PLM
- SalesLogix CRM



- CEO “directive” regarding Margins...
- Adoption of PSFT as means to track and Manage Margins
- Training Users
- Reporting on Progress



Provide the ability to quickly and easily manipulate the Sales Order or Quotation to meet specific prices and achieve specific margins in order to secure customer business and meet margin goals



- Known Value Items (KVI) – designated products or groups of products where the selling price cannot be reduced or increased
- Non-discountable Products (NDP) – designated products or groups of products where the selling price cannot be decreased
- Alternate Unit Cost – a “bumped” or padded cost (financial cost + X) that allows alternate margin calculations to preserve the financial cost
- Section – Logical and/or user defined grouping of order lines/schedules that may be used for price manipulation, subtotals or other



Margin Manipulation/Sprinklebacks – Process



Adjusting “Net Unit Price” (NUP)

- At the line level
- At the “section” level
- At the total order level
- Via the Worksheet

Enterprise Pricer

- Does its work initially
- Displays results (NUP, margins, etc...)
- User manually “works” the margins, totals, etc....



Adjusting a single line

- Select “Margins” tab
- See initial results
- Make desired changes

Creating a new section

- Select the “Margins” tab
- Enter section ID
- Section ID optional
 - Will default to sequential number section identifier when the margin adjustment page is displayed
- Subsequent lines will retain these settings until cleared



▼ Price Summary

▼ Margin Adjustments

▼ Cost Summary

Adjustment Parameters

Reason Code:	<input type="text"/>	Cost Basis:	Alternate Cost	<input type="checkbox"/>	Equalize Margin Percentages
Price List ID:	<input type="text"/>			<input checked="" type="checkbox"/>	Set Price Protected Flag

Enter Worksheet Adjustment Values or Formula

Adjustment Type:	Adjust By:	Adjust Amount:	Order Adjustment Formula:
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

[Margin Adjustments Worksheet](#)

Total Cost:	341.6460	
Margin Amount:	<input type="text" value="2645.4940"/>	
Margin Percent:	<input type="text" value="88.56"/>	<input type="button" value="Adjust Order Margins"/>

▼ Order Summary

Gross Order Total:	2928.00	Total Payment Received:	0.00
Line Adjustments:	59.14	Payment Applied:	0.00
Order Adjustment:	0.00		
<hr/>		Order Deposit Balance:	0.00
Total Net Price:	2987.14	Deposit Required Basis:	3166.37
Freight Amount:	0.00	Deposit Percent:	0.00 %
Freight Tax:	0.00		
Tax Amount:	179.23	Deposit Required Amount:	0.00
<hr/>			
Net Order Total:	3166.37 USD	Total Due:	0.00 USD

Margin displays at the Order Line

Line	Product	Fulfillment Data	Margins	Requested Dates	Scheduled Dates	Ship To	Ship To Taxes	Ship Options 1	Ship Options 2	Claimback / St	
*Line	*Status	Product ID	Unit Price	Section	Price Protected	Adjust in Worksheet	Margin Amount	Margin Percent	Extended Amount	Formula	Adjustment Type
1	Open	10000	20.6400		<input type="checkbox"/>	<input type="checkbox"/>	64.6908	26.12	247.6800		Adjust Net Unit Price
2	Open		0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000		Adjust Cost for Price Adjust Extended Amount Adjust List Price Adjust Margin Amount Adjust Margin Percent Adjust Net Unit Price

Adjustment Type	Adjust By	Adjust Amount	New Price List ID	Reason	Calculate
Adjust Margin Percent	To Equal	30.00		PRICE	Calculate
					Calculate
					Calculate
					Calculate
					Calculate

Margin Manipulation/Sprinklebacks –Process



Line	Product	Fulfillment Data	Margins	Requested Dates	Scheduled Dates	Ship To	Ship To Taxes	Ship Options 1	Ship Options 2	Claimback / St	
*Line	*Status	Product ID	Unit Price	Section	Price Protected	Adjust in Worksheet	Margin Amount	Margin Percent	Extended Amount	Formula	Adjustment Type
1	Open	10000	20.6400		<input type="checkbox"/>	<input type="checkbox"/>	64.6908	26.12	247.6800		
2	Open		0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000		

Ship To	Ship To Taxes	Ship Options 1	Ship Options 2	Claimback / Supply Source	Configuration	Buying Agreement / PO	Margin Amount	Margin Percent	Extended Amount	Formula	Adjustment Type	Adjust By	Adjust Amount	New Price List ID	Reason	Calculate
							64.6908	26.12	247.6800		Adjust Margin Percent	To Equal	30.00		PRICE	Calculate
							0.0000	0.00	0.0000							Calculate
							0.0000	0.00	0.0000							Calculate
							0.0000	0.00	0.0000							Calculate
							0.0000	0.00	0.0000							Calculate

Land & Joint Systems

Margin Manipulation/Sprinklebacks –Process



Line	Product	Fulfillment Data	Margins	Requested Dates	Scheduled Dates	Ship To	Ship To Taxes	Ship Options 1	Ship Options 2	Claimback / St	
*Line	*Status	Product ID	Unit Price	Section	Price Protected	Adjust in Worksheet	Margin Amount	Margin Percent	Extended Amount	Formula	Adjustment Type
1	Open	10000	20.6400		<input type="checkbox"/>	<input type="checkbox"/>	64.6908	26.12	247.6800		
2	Open		0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000		

Product ID	Unit Price	Section	Price Protected	Adjust in Worksheet	Margin Amount	Margin Percent	Extended Amount
10000	21.7844		<input checked="" type="checkbox"/>	<input type="checkbox"/>	78.4208	30.00	261.4100
	0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000
	0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000
	0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000
	0.0000		<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.00	0.0000

