SALES

INTRODUCTION TO COMMERCIALS

A **commercial** is an agreement with a customer, as to how much you will sell your products / parts and services for. It is a list of **parts** and **labour** with *pricing details*.

The pricing details specified for a commercial are the defaults that will reflect when creating sales documents e.g. a sales invoice for a customer linked to the commercial.
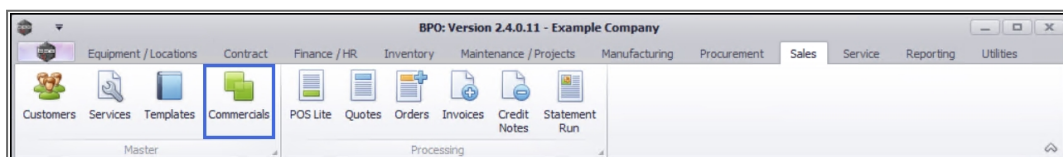
There are two types of commercials in **BPO**:

✅ Pricing by Item

✅ Pricing by Type / Class

For the commercial type - **Pricing by Item** you can only specify the discount and / or selling price per Craft, individual Parts or individual Service item.
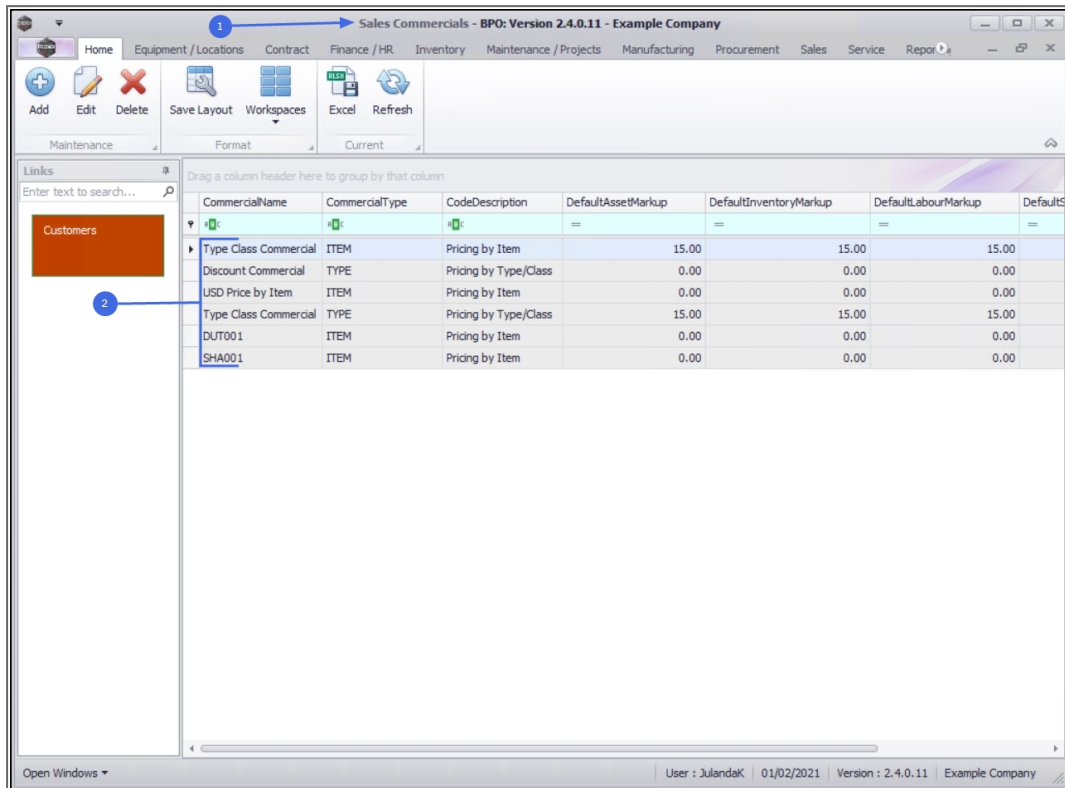
For the commercial type - **Pricing by Type / Class** you can only specify markups and / or selling price per Craft, per Part Category or per Service Item Type.

Customers are linked to Commercials and any updates to commercials will affect the associated customers.

Ribbon Access: *Sales > Commercials*

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1. The *Sales Commercials* listing screen will display.
2. From here you can view a list of all the sales commercials and the specified default mark ups.

SALES COMMERCIALS SCREEN

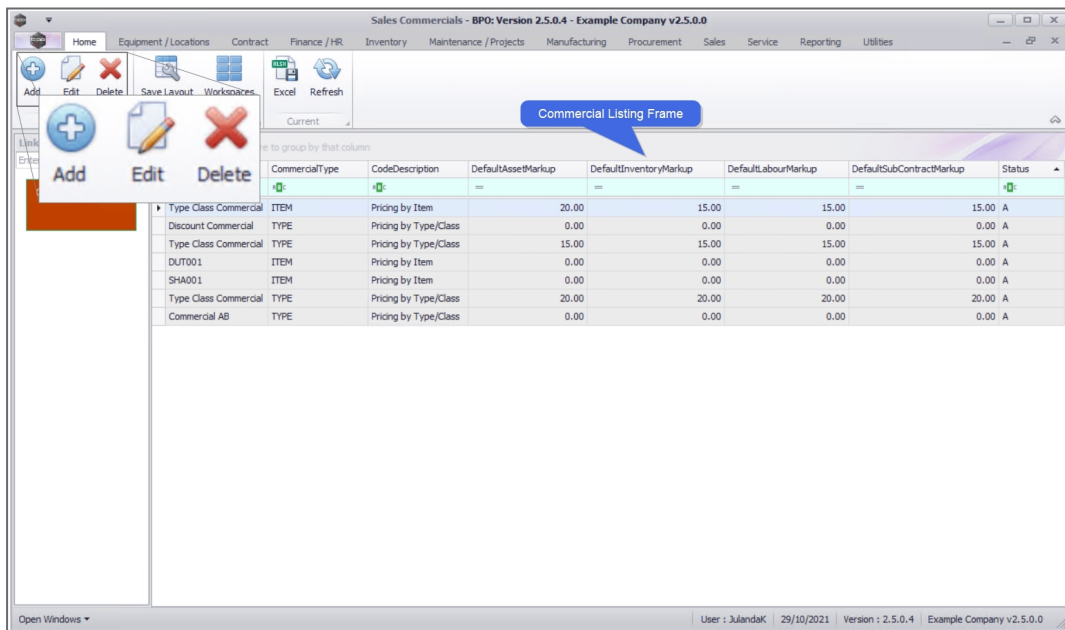The Commercials Listing screen has been divided into 3 frames;

COMMERCIAL LISTING FRAME

- **CommercialName:** The name of the commercial to identify it by, e.g Discount Commercial.
- **CommercialType:** The commercial type is set to *TYPE* for pricing by Type/Class or *ITEM* for pricing by Item.
- **CodeDescription:** A description linked to the commercial type e.g ITEM - Price by Item and TYPE - Price by Type/Class.

- **DefaultAssetMarkup:** The column display the default markup for a *serialised part sale*.
- **DefaultInventoryMarkup:** The column display the default markup for a *non-serialised part sale*.
- **DefaultLabourMarkup:** The column will display the default markup for a *labour sale*.
- **DefaultSubContractMarkup:** The column will display the default markup for a *third-party subcontract sale*.
- **Status:** The column will display the status for the commercial.

RIBBON TOOLBAR

- Click on *Add* to create a new commercial. Refer to Commercials - Add Commercial.
- Click on *Edit* to make changes to the information on an existing Service. Refer to Edit Commercial
- Click on *Delete* to remove or deactivate a Service that is no longer required. Refer to Commercials - Delete (Deactivate) Commercial

LINKS FRAME

From the Customers tile you can view a list of the **Sales Commercial Customers** that have been linked to the selected **Sales Commercial**. Refer to suppliers linked to the service Commercials - Link Customer to Commercial

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