

Pricing in Netsuite | Dana Larson

The pricing of items in NetSuite can be a combination of Price Level (assigned to the customers) and Price Group (assigned to the items) with additional quantity price discounts.

First set up your Price Groups

Go to Setup>Accounting>Lists and filter for Price Groups. Each item will be assigned a Price Group in the Pricing subtab.

Accounting Lists



Then set up your Price Levels

Go to Setup>Accounting>Accounting Lists>filter for Price Levels. The Price levels will be assigned to the customers. Customers can have a different price level for each price group.

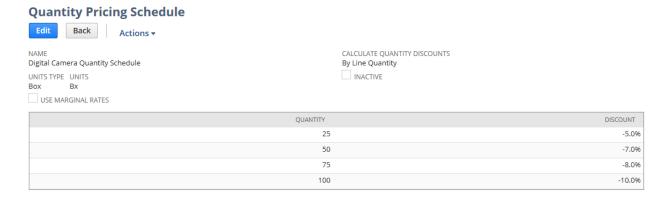


If you want to update all items using this price level, you must also check the Update Existing Prices box. When you create a new item record that uses this price level, the item price automatically updates. If you want this price level to be your online price level, check the Online Price Level box.

To improve performance, NetSuite recommends that you inactivate any price levels you are not using.

Then set up your Quantity Pricing Schedules

Go to Lists>Accounting>Quantity Pricing Schedules. Quantity Pricing schedules can be applied to items in the pricing subtab.



Check the Use Marginal Rate box if you want the quantity discounts in the schedule to be applied to each pricing bracket separately. For example, a schedule offers no discount for the first 100 items sold and a 5% discount if more than 100 are sold. If 150 items are sold, the first 100 are at normal price, and the other fifty items are sold at 5% discount. Leave this box clear if you want the discount to apply to all of the items sold.

In the Calculate Quantity Discounts field, choose how to determine the quantity for the purpose of pricing:

- By Line Quantity pricing is applied according to the quantity included in the line item.
- By Overall Item Quantity pricing is applied for all line items for the same item on a transaction.
- By Overall Parent Quantity pricing is applied for all items with the same parent item on the transaction. This can be useful for applying quantity pricing to matrix items.
- By Overall Schedule Quantity pricing is applied to all items that use the same pricing schedule that are included in the transaction.

Now set up the pricing on each item.

Go to the Pricing Subtab on the item.

To allow customers to choose the amount of an item, such as a donation or a gift certificate, leave this subtab blank, and check the Variable Amount box on the Store subtab. If you enter a price on the Pricing subtab and check the Variable Amount box, the price you set is used as the default amount.



Set the Quantity Pricing Schedule (which will set the Use Marginal Rates and Calculate Quantity Discounts fields). In the Pricing Group field, select the pricing group this item is a member of. Using pricing groups enables you to assign customer-specific price levels for a group of items.



And finally, set up the pricing for each customer.

Go to the customer record and click on the Financial subtab to assign a Price Level. You can also assign a price level per Price Group by going to the Group Pricing subtab. The price level for a pricing group takes precedence over the customer's price level.

