

PALADIN DATA CORPORATION™

# Biz Coach Webinars

FREE ADVANCED TRAINING



TECHNICAL LEVEL:

EASY

INTERMEDIATE

ADVANCED



## Draw outside the lines: Reference margins and rounding schemes



- What is a reference margin?
- Set up a reference margin for a manual PO
- Add a reference margin to an inventory item
- Use reference margins to automate quantity discounts
- Set up a rounding scheme
- Apply a rounding scheme to an item
- Set up a rounding scheme for a supplier



Draw outside the lines:  
Reference margins and rounding schemes

## What is a reference margin?



A reference margin maintains a set margin between a fluctuating cost and the retail price.

- The benefits of using a reference margin are:
  - Increased efficiency
  - Fewer human errors
  - Automation! Automation! Automation!



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## Set up a reference margin for a manual PO



1. Open Paladin Point of Sale.
2. On the **File** menu, click **Setup**.
3. In the **Paladin Configuration** window, click the **Company** tab.
4. Scroll to the **Purchase Orders** pane, and then click the following checkboxes to select them:
  - **Update retail pricing based on receiving cost and reference margin**
  - **Force PO Received cost to Market cost**
5. Click **Save**, and then click **Close**.





## Draw outside the lines: Reference margins and rounding schemes

### Add a reference margin to an inventory item



1. Open Paladin Point of Sale.
2. On the top ribbon, click the **Inventory** module.
3. Find and view the item that you want to edit.
4. Click the **Pricing** tab.
5. In the **Pricing Levels** pane, in the **Ref** column, enter the reference margin percentage as a whole number without a percent sign. The percentage is used to calculate the retail price from the cost.
6. On the bottom ribbon, click **Save**.

**Example:** If the and item has a market cost of \$10 and a reference margin of 50%, the retail price will be \$20. If an EDI process updates the market cost to \$20, the retail price will change to \$40.



## Draw outside the lines: Reference margins and rounding schemes

Use reference margins to  
automate quantity discounts



1. Open Paladin Point of Sale.
2. On the top ribbon, click the **Inventory** module.
3. Find and view the item that you want to edit.
4. Click the **Pricing** tab.
5. In the **Pricing Levels** pane, in **row 1**, in the **Sale Price** column, enter the single-item price.
6. In the row for each quantity greater than 1 that you want to discount, in the **Ref** column, enter a negative percentage as a whole number without the percentage sign. You cannot discount the single-item price.
7. On the bottom ribbon, click **Save**.
  - **Example:** To apply a 10 percent discount off of the single-item price for buying two items, in the **Ref** column, enter -10.



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## Set up a rounding scheme



1. Open Paladin Point of Sale.
2. On the **File** menu, click **Setup**.
3. Click the **Rounding** tab.
4. In the **Rounding** pane, in the **Scheme Name** box, enter the name for the scheme.
5. Click **Add**. The name of the scheme will be added to the rounding list.
6. In the list of rounding schemes, highlight your new scheme name.
7. In the blank unnamed box on the right above the **Add** button, enter the first rounding point, and then click **Add**. The rounding point will appear in the rounding point list.
8. For each rounding point that you want to enter, repeat the previous step.
9. Click **Save**, and then click **Close**.



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## Apply a rounding scheme to an item

Last:

Cost	Qty / Date
10.00	1
	26-Aug-16

Cost Per:

Margin	Mkt Margin	Ref	Rounding
75.1	54.5	50	Default
0	0	0	
0	0	0	
0	0	0	



1. Open Paladin Point of Sale.
2. On the top ribbon, click the **Inventory** module.
3. On the **Inventory** tab, in the **Part #** box, enter information to retrieve an item, and then press Enter.
4. Click the **Pricing** tab.
5. In the **Pricing Levels** pane, in the **Rounding** column, click the drop-down arrow, and select the rounding scheme to apply to the item.
6. Click **Save**.





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## Set up a rounding scheme for a supplier



1. Open Paladin Point of Sale.
2. On the **File** menu, click **Setup**.
3. In the **Paladin Configuration** window, click the **Supplier** tab.
4. In the **Suppliers** pane, in the list of suppliers, highlight the supplier you want to edit.
5. In the **Price Rounding Scheme** pane, in the **Price Rounding Scheme To Use** list, select the rounding scheme that you want to use for this supplier.
6. Click the **Set Rounding** button.
7. Scroll down, click **Save**, and then click **Close**.



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Learn more

To learn more, see the following resources in our [Help Portal](#):

- [About reference margins](#)
- [About rounding schemes](#)

A recording of this webinar will be available at [portal.paladinpos.com/webinars](http://portal.paladinpos.com/webinars).

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