

Sage Pricing

This is to describe how Sage deals with Pricing.

Starting with the item. Each item has a Price Code and a Standard Price. The below screenshot is from "Item Maintenance"

The screenshot shows the Sage Item Maintenance window for item B-27E PROS. The window is titled "* Item Maintenance (LET) 11/14/2025". The item code is B-27E PROS and the description is B-27E PROS TARGETS. The window is divided into several sections:

- Product Line:** PAP PAPER TARGETS
- Product Type:** Finished Good
- Valuation:** Average Cost
- Procurement:** Buy
- Unit of Measure:** Standard: EACH, Purchases: EACH, Sales: EACH
- Price Code:** PAP3 (highlighted with a red box)
- Default Whse:** 000 MINNESOTA
- Primary Vendor:** 0000003 Park Press Inc./POS
- Sales:** Retail Price: 1.2400 (highlighted with a red box), Standard Price: 1.2400 (highlighted with a red box), Last Sold: 11/14/2025
- Purchases:** Standard Cost: .1648, Average Cost: .1611, Last Receipt: 11/13/2025
- Last Costs:** Item: .1582, Allocated: .0000, Total: .1582
- Quantities Table:**

Whse	Bin Location	Description	On Hand	On PO	On SO	On Bk Ord	Committed	Available	In Shipping	On Hand Less Ship	La
000		MINNESOTA	91,896	0	13,750	0	13,750	78,146	0	91,896	
001		PROVO W...	0	0	0	0	0	0	0	0	
002		DROP SHIP	0	0	0	0	0	0	0	0	
003		ACTION T...	761	0	0	0	0	761	0	761	

Then we have the "Price Code Maintenance" item, which is also in the Inventory Management Module in Sage.

Quantity Discounts

For Quantity discounts the Price Level that we use is G. You can then see that there are 5 levels of qty discounts and then the % discount from Standard Price of the Item. Below is the illustration for the Price Code of PAP3

Price Code Maintenance (LET) 11/14/2025

Price Code: PAP3

Description: PAPER TARGET DISC #3

Price Level: G

Pricing Method: Price Discount %

Step	From Quantity	To Quantity	Discount %
1	1	24	.000%
2	25	99	45.000%
3	100	499	60.000%
4	500	999	65.000%
5	1,000	99,999,999	67.500%

Accept Cancel Delete

Dealer Discounts

There are currently 3 Price Levels for dealers. They are simply 1, 2, and 3 or blank.

Price Code Maintenance (LET) 11/14/2025

Price Code: PAP3

Description: PAPER TARGET DISC #3

Price Level: 1

Pricing Method: Price Discount %

Step	From Quantity	To Quantity	Discount %
1	1	99,999,999	75.000%
2			
3			
4			
5			

Accept Cancel Delete

Price List

Price Level	Description	Price Method
1	PAPER TARGET DISC #3	D
2	PAPER TARGET DISC #3	D
3	PAPER TARGET DISC #3	D
G	PAPER TARGET DISC #3	D

Search: Price Level Begins with

Filters...

Custom... Lookup Wizard...

Select Cancel

Found 5 records

Customers can be assigned a Price Level in "Customer Maintenance". Again, it can be 1-3 or also blank. If blank then they don't get any discount.

* Customer Maintenance (LET) 11/14/2025

Customer No. 0131259

Name **READY GUNNER GUNS AMMO**

1 Main 2 **Additional** 3 Statistics 4 Summary 5 History 6 Invoices 7 Transactions 8 S/Ds 9 InstaDocs 9 Action

Comment

Open Item Customer

Customer Status Active

[Inactive Reason](#)

Data Entry

Price Level **1**

Default Payment Type CHECK CHECK

Discount Rate .000 %

Customer Type RANGE

[Item Code](#)

Printing

Sort RANGE

Customer Type RES

Statement Cycle M

Batch Fax

Print Dunning Message

Primary Payment Information

Payment ID

Payment Type

Name

Last Four Digits

Expiration Date

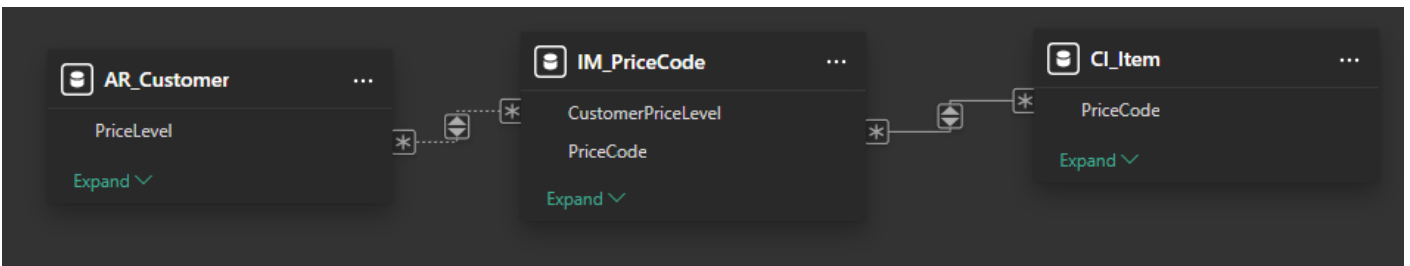
Credit Cards/ACH...

Accept Cancel Delete

In this example the Customer "Ready Gunner" has Price Level 1 and will get 75% off the Standard Price of any products with Price Code of PAP3, which in this example is the "B-27E PROS" paper target.

If a customer is not assigned a Price Level, then they will pay the Standard Price for the product if they buy less than 25. Otherwise they will get the Quantity Discount Pricing for all PAP3 products.

Below are the database tables and the connections between them.



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