



AccountMate
SOFTWARE THAT FITS

If you have to quickly set up or update a complex pricing structure, AccountMate's Pricing Control module has the tools you need. Some of the features available in this module are multi-level pricing as a markup on cost, discount on list price, or fixed amount; the ability to set minimum prices; set up prices by item price group for customer price groups; pricing based on the most recent sales order or invoice price; and customer specific contract prices. It also provides the ability to do a mass update of multi-level prices which makes it ideal for making quick and easy changes to inventory prices with minimal time spent on data entry.

The Pricing Control module integrates with AccountMate's Sales Order, Accounts Receivable, Inventory Control, and Inventory Specification modules.

AccountMate Enterprise 2026 Pricing Control Module

Streamlined Multi-Tiered Pricing Setup

You can easily set up an item's minimum price as well as its list prices, special prices, and multi-level prices using the Inventory Maintenance function. Setup is simple and maintenance is a breeze since the information is all in one place.

Specification	Item Price Group
15.6 inches, Black, 1 terabyte	ELECTRONICS
15.6 inches, Black, 2 terabyte	ELECTRONICS
15.6 inches, Black, 500 giga	ELECTRONICS
15.6 inches, Silver, 1 terabyte	ELECTRONICS
15.6 inches, Silver, 2 terabyte	ELECTRONICS
15.6 inches, Silver, 500 giga	ELECTRONICS
17 inches, Black, 1 terabyte	ELECTRONICS
17 inches, Black, 2 terabyte	ELECTRONICS
17 inches, Black, 500 giga	ELECTRONICS
17 inches, Silver, 1 terabyte	ELECTRONICS
17 inches, Silver, 2 terabyte	ELECTRONICS
17 inches, Silver, 500 giga	ELECTRONICS

Start Date	Quantity > or =	%	Multi-Level Price
06/01/2023	0	25.0000	493.75

Price Screens in Inventory Maintenance

Set Minimum Selling Prices for Your Inventory

You can have AccountMate validate the transaction price against a minimum price for each inventory record. Minimum prices help ensure that you maintain a nominal margin or at least recover the cost of the goods or services you sell. The minimum price can be a percentage above cost, a fixed amount above cost, or a fixed amount. You can choose to have AccountMate give a warning (with an option to proceed) if the transaction price goes below the minimum or generate an error which will stop the transaction.



Powerful Multi-Level Pricing Feature

You can define multi-level prices for different groups of customers and different types of items. Multi-level prices can be configured using one of these price types: list price +/- percentage, list price +/- amount, cost base +/- percentage, cost base +/- amount, or fixed amount. For example, you can set a multi-level price of list price – 5% for electronics sold to retail customers. AccountMate stores the formula for the multi-level price based on the selected price type. Each multi-level price has a start date that is compared to the order date to determine if the multi-level price is applicable. When a transaction is recorded for an item with a multi-level price, AccountMate calculates the applicable price based on the current list price or cost information.

Cost Base for Pricing

If multi-level price is set up as a markup on cost, the calculated price at transaction time may vary widely when inventory costs fluctuate. To protect against this, AccountMate uses a value called cost base in lieu of the actual inventory cost. You can either manually enter this cost base value for each inventory record or use the Basic Price Update function to perform a mass update of cost base information for a range of items. The cost base can be calculated based on average cost in all warehouses, average cost in a specific warehouse, or the existing cost base. Once the cost base is set, it will not change until the next time you update it.

Price Inventory by Item Price Group

Some companies want to set up prices for a range of similar inventory items instead of setting them up one item at a time. With the Pricing Control module, you can group items into item price groups. For example, you can create an item price group for electronics, another one for office furniture, and yet another one for office supplies. Item price groups can be used to set up and update cost base, list prices, special prices, and/or multi-level prices for inventory records.

Current Customer Price Feature

You can configure AccountMate to use the item's price in the last sales order or last invoice transaction created for the customer. Then, set the number of days this pricing option remains in effect. When a sales order or invoice is created for the customer within the specified period, AccountMate will use the item's price from the customer's last sales order or invoice transaction. You can activate this feature in Accounts Receivable or Sales Order Module Setup and customize the setting per customer price group. This helps encourage customers to buy more frequently by offering the same sales price when items are purchased within a brief span of time.

Assign Customer Price Group to Customers

AccountMate gives you the ability to identify and group the customers who are entitled to receive the same price. This is done using the customer price group. For example, one customer price group can be created for wholesale customers and another for retail customers. Customer price groups can be used when setting up multi-level prices or prices based on the last sales order or invoice price.

Set Contract Price for Each Customer

Each customer can be assigned a separate contract price for specific inventory items. Each contract price requires a start date and an end date when the price is in effect. If an item being ordered by a customer has multiple prices available, the contract price will be used by default if the order date falls within its start and end dates.



Simultaneous Update to Multi-Level Prices

The Multi-Level Price Update function is used to update multi-level prices by a specified percentage or a fixed amount over the items' current list price or cost base. This provides a fast and convenient way to perform a mass update of inventory prices. This is especially useful for companies that carry seasonal inventory, which prices need to be updated each season.

Integration with Other Modules

- When integrated with the Inventory Control module, you can set a different multi-level price or contract price for each unit of measurement assigned to the item. You can also set different multi-level prices for different quantity levels.
- Integration with the Sales Order module expands the pricing options in that module. It allows you to assign contract prices to existing customer inventory records, set the current customer price based on the last sales order price, and set a minimum price that will be validated against transaction prices used in sales quotes and orders.
- Integration with the Accounts Receivable module expands the available pricing options. It allows you to assign contract prices to existing customer inventory records, set the current customer price based on the last invoice price, and set a minimum price that will be validated against transaction prices when you create invoices or process sales returns.
- Through its integration with the Inventory Specification module, you can set a different multi-level price or contract price for each item specification. You can set higher or lower prices depending on which item specification is in greater demand.

Other Features

- In AccountMate's hierarchy of pricing, multi-level prices are usually preferred over special prices. However, the Customer Price Group feature gives you the option to set AccountMate to default to the special price if it is less than the multi-level price for the item being sold to the customer who belongs to the specified customer price group.
- Reports such as List Price Listing, Special Price Listing, Multi-Level Price Listing, and Customer Inventory Listing can be used to review and evaluate existing prices