SAGE TIMBERLINE OFFICE

Sales Pricing

Sales Pricing manages the exchange of information between Workflow Management Suite and leading front-end sales automation applications.

Using Sales Pricing to create retail sales prices, your home office and sales offices can now share this information. The purchasing department will know the costs and details and the sales office will know the retail sales price. In conjunction with leading sales automation applications, it provides information such as lot inventory, buyer contact details, contract information, community information, and community-specific models and options retail pricing. This eliminates unnecessary duplication of data entry and provides an integrated workflow between departments.

Setting prices.

Simplifying the task of generating sales prices for various plans and options by community, the software streamlines the process of calculating pricing. Working with pricing worksheets, you're able to establish the sales price of each plan or option and mark up costs by a percentage or by setting a market value.

Analyzing prices.

As a management analysis tool, Sales Pricing eliminates the need to maintain a separate sales price spreadsheet or database and can be used to play what-if scenarios for future pricing.

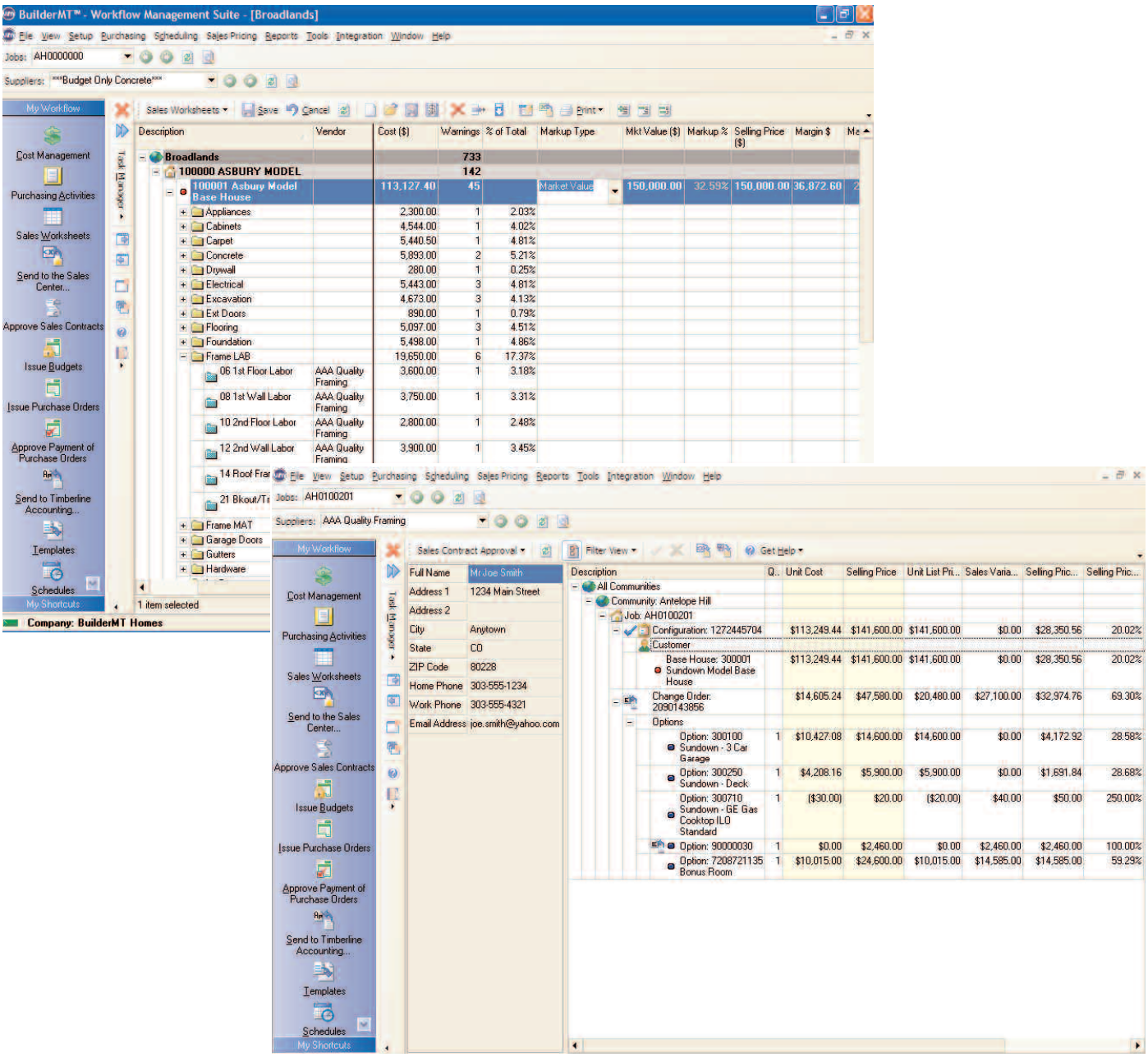
Features and efficiencies

Sales Pricing makes it easy to develop and exchange information with other Sage Timberline Office applications.

- Pull information directly from Sage Timberline Office Estimating, Purchasing (HMS), and Job Cost software, including:
  - -Community information
  - -Lot inventory and availability status
  - -Phase completion status from project schedules
  - -Selling prices for models and options
  - -Sales category information
- Calculate pricing for each model and option by accessing items and quantities in Sage Timberline Office Estimating and Purchasing (HMS) software.
- Using Sales Center Integration, analyze gross margin profitability by plan and option, ratify agreements, and automatically transfer pricing details, job information, contract detail, and buyer contact information to Sage Timberline Office Job Cost when sales contract information is processed.

All of the above tasks are accomplished using an easy-to-understand user interface. We have used a "Wizard" approach to make the use of the tool even more intuitive.

The performance characteristics of the PMM are very good. Where it might take 2 - 8 hours to copy all of the options and Items from one model to another using the current tools, PMM will accomplish the same task in a few minutes. Similarly, copying one option from an existing model to other existing models might take 30-60 minutes using conventional means; PMM will accomplish the same task in 1-5 minutes.



Determine projected gross and net margin by model and option by integrting with Microsoft Excel or designing custom reports.

sage software

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