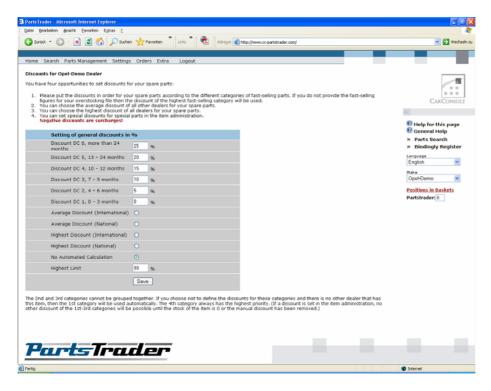## 7.3. Discounts for dealers selling the same brand

The discounts for preset parts are controlled by the menu item ***Discounts for xxx dealers***.

There are four different options to allocate discounts:

1. Discounts are allocated according to the mobility of the parts. It is important that the discount is entered into the relevant data field and the setting saved.

   IMPORTANT: The date last sold of the parts must be included in the data file (see 6.3 To upload surplus stock data) in order to access the different discount rates,

2. You can set the items at the average discount rate of all other dealers. If this form of discounting has been selected, the calculated discount will be the average of all discounts set for the particular item. The item will then be displayed at the average discounted rate.

   To eliminate different conventions in granting discounts in other European countries it is possible to restrict the calculation to the national level.

   If this function has been selected, it is still necessary to enter the individual dates last sold; if an item is not held on the database, the system will then use the discount for the relevant age of the part.

3. You can set the items at the highest discount rate of all other dealers. If this form of discounting has been selected, the highest discount to date will be determined for each individual item using all previously set discount rates. The respective item will then be displayed at the highest discount set to date.

   To eliminate different conventions in granting discounts in other European countries it is possible to restrict the calculation to the national level.

   If this function has been selected, it is still necessary to enter the individual mobility rates; if an item is not held on the database, the system will then use the discount for the relevant mobility.

If one of these two methods (2. and 3.) of calculating and allocating a discount has been selected, the discount allocated to individual items can only be viewed retrospectively. If you wish to set an upper limit for the discount, this must be entered into the relevant data field and saved. This will then be incorporated into the calculation and allocation of the average discount and the upper limits, which will not be exceeded.

4. It is also possible to set individual discounts for items in the Administration of items (see section 6.1. Spare parts). It is also possible to include the individual discount rates per item in the CSV Parts data file (see 6.3 To upload surplus stock data).

The processes under points 2 and 3 are mutually exclusive. If no other dealer can be found with the same item when using the processes described under points 2 or 3, the process described under point 1 will automatically become effective. The process described under point 4 has the utmost priority. (If a discount rate is set for an item in the Administration of items, the item will be disregarded in respect of the processes 1 – 3 until such time as the stock is 0 or the manually set discount has been deleted).

IMPORTANT: Any changes to the discounts under points 1 – 3 will not take effect until the next data transfer.

When setting average or maximum discount rates, you will receive an e-mail on the following day with a list of all items where the discount deviates from the norm.