# Rockton Pricing Management

For Dynamics GP 2018

Documentation dated April 19, 2020

# Rockton Pricing Management Connector for Dynamics GP

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# Introduction

For Rockton Pricing Management (RPM) to function in a typical customer environment, it must have two key components: a) the Pricing Engine, a stand-alone SQL and Windows application, and b) a Connector, an ERP-specific software module that maximizes the use of RPM for the given ERP (in this case, Microsoft Dynamics GP). The Connector integrates seamlessly into the ERP's Sales Document data entry process.

This document will describe how to install, configure, and use RPM within Dynamics GP. It assumes that the Pricing Engine component of RPM has already been installed and that the appropriate data from Dynamics GP (e.g. Accounts, Items, Customers, etc.) has been imported into RPM.

# Installation

⚠ *Please read these instructions in their entirety before installing this software.*
*We recommend that you don't run any other Windows programs when installing this program.*

## Workstation Installation Instructions

1.  Extract **all of the files and folders** in the zip file you downloaded to a folder where you can access it from all workstations that you are going to install.
2.  From each computer on which you wish to install RPM, right-click the RPM setup file (**RPMSetup.exe)** and choose *Run as administrator*.
3.  Select the folder where Dynamics GP is installed.

    ⚠ ***Important!** Install the RPM Connector to the same directory where Dynamics GP is installed. If the default directory on the RPM Connector for Microsoft Dynamics GP Installation Wizard is not the same as the Dynamics GP installation directory, modify the default directory.*
    ***If you enter this incorrectly, RPM will not function!***

4.  Click the Install button. This will copy **RPM.cnk** and any other files as appropriate. It will also install other components that are necessary to run RPM. On some installations, you may have to reboot your system.
5.  Verify that the Status shows "Installed Successfully." for each item listed.  Then click the Exit button.
6.  Include the new chunk file code into Dynamics GP by launching Dynamics GP.  Right-click the Dynamics GP icon, choose More, then choose *Run as administrator*. The following message should appear:

    *New code must be included in the DYNAMICS.SET dictionary.  Do you wish to include new code now?*

    Choose **Yes**.  This process will modify your DYNAMICS.SET file to include information relating to RPM, and the **RPM.cnk** file will create an **RPM.DIC** file.
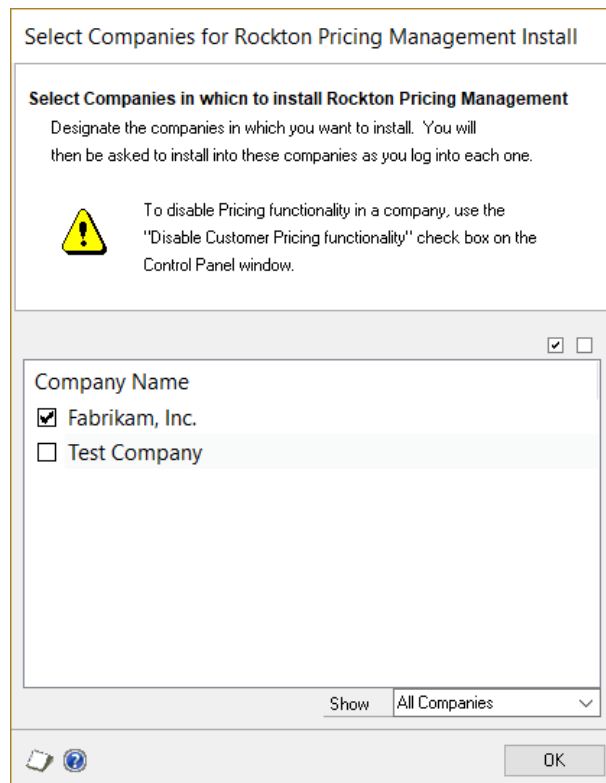
7.  Log in as any User that has sufficient SQL Server rights to be able to create Tables and Triggers**.**  This user must either be in the 'sysadmin' fixed server role or the 'db_owner' role for the DYNAMICS database.  In addition, this User must be either in the RPM ADMIN or POWERUSER Security Role.
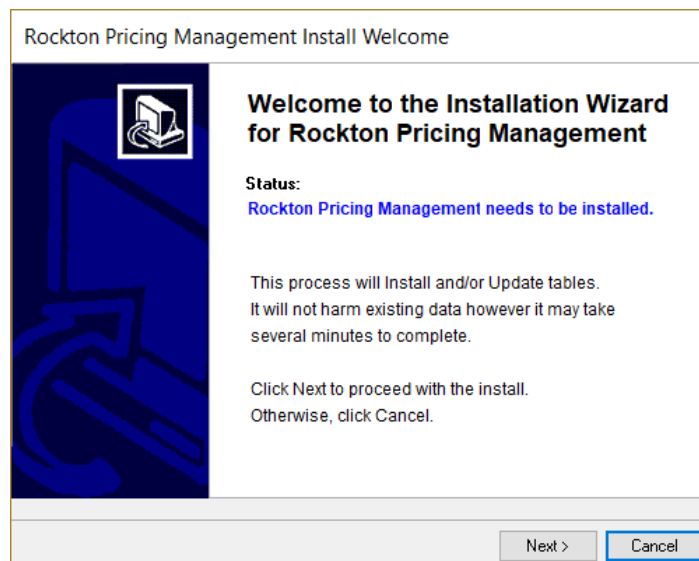
    ⚠ *For new installations of RPM (not upgrades from a previous build), log in as a User in the POWERUSER Security Role. This is because the RPM ADMIN role has not yet been created.*

8.  Log into any company. RPM maintains data at the system and company levels, therefore it is necessary to install the software in each Dynamics GP company where you want to use RPM.
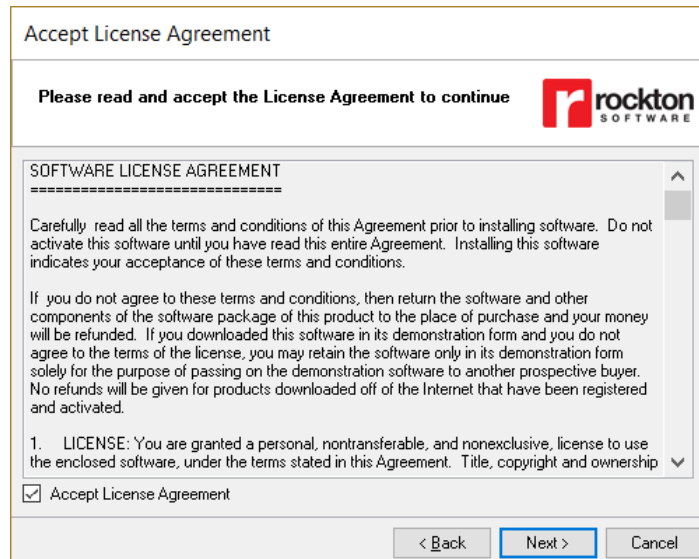
9. The Select Companies for Rockton Pricing Management Install window will open. Mark the companies in which you plan to install RPM. Then click OK.

Select Companies for Rockton Pricing Management Install

**Select Companies in whicn to install Rockton Pricing Management**
Designate the companies in which you want to install.  You will
then be asked to install into these companies as you log into each one.

⚠️     To disable Pricing functionality in a company, use the
      "Disable Customer Pricing functionality" check box on the
      Control Panel window.

☑ ☐

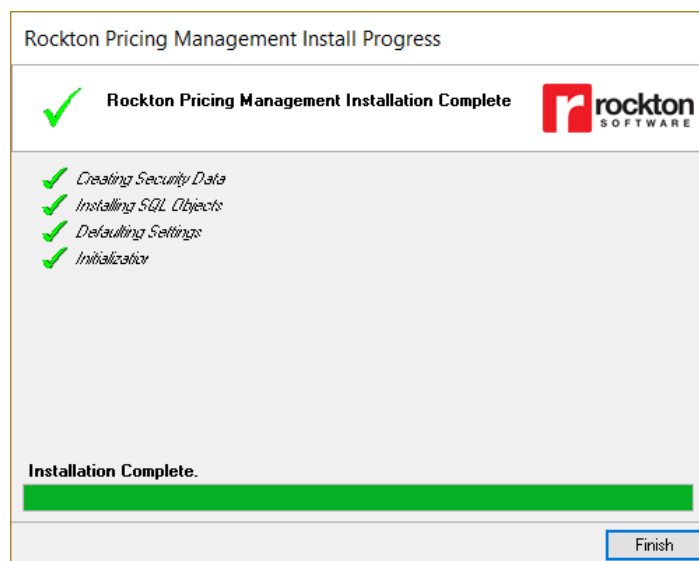| Company Name |
|---|
| ☑ Fabrikam, Inc. |
| ☐ Test Company |

Show    All Companies    ⌄

OK

10. Next, the RPM Install Welcome window will open.  Note the status message.  This indicates whether you will be installing from scratch or upgrading from an earlier build.

Rockton Pricing Management Install Welcome

**Welcome to the Installation Wizard for Rockton Pricing Management**

**Status:**
**Rockton Pricing Management needs to be installed.**

This process will Install and/or Update tables.
It will not harm existing data however it may take
several minutes to complete.

Click Next to proceed with the install.
Otherwise, click Cancel.

Next >    Cancel

11. Click the Next button to review the License Agreement.

12. Mark the **Accept License Agreement** check box, then click the Next button to launch the Install Progress dialog. You may see some informational messages as the installation continues. Take note of these and click OK or respond to them as necessary.



13. When the installation has completed, choose the Finish button. The Rockton Pricing Management Status window will open. Take note of any messages and click OK.

14. You will then see this dialog:

    *Would you like to install Rockton Pricing Management for another company, or have you finished?*

    Choose "Another" to open the Company Login window. Log in to the next company, then repeat steps 8 through 14 for each additional Company. After the last Company, choose "Finished".

    ⚠️ *We assume that you've installed the RPM Pricing Engine into the same SQL Server instance as Dynamics GP. If not, you must modify the upr_RPMGetPrice stored procedure, found in the system database, to point to the actual location of the PricingManagement database.*

This completes the installation process for the first workstation. You now can install RPM on all others by following steps 1 through 6 above. No further workstation-specific installation is required.
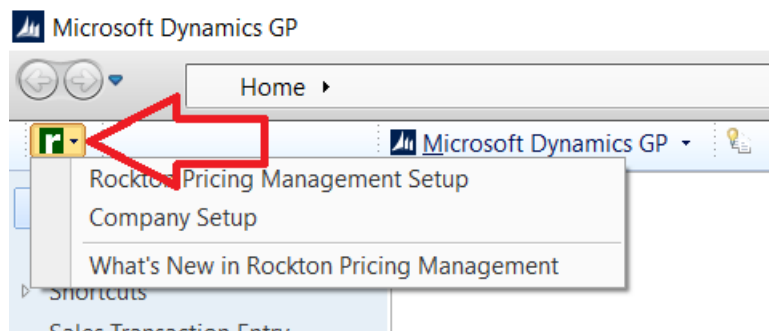
## A Note About Omni Price

If you are migrating from Rockton's Omni Price product to Rockton Pricing Management, you will be happy to know that you can have both products installed together. However, no pricing will be derived from Omni Price's Contract setups. The benefit to having it installed is two-fold. First, you will still be able to refer to any history that may be stored in Omni Price. Second, it may be useful to refer to your Omni Price Contract and Filter setups while you are setting up Rockton Pricing Management.

With both products installed, you will receive the following message after logging into Dynamics GP:

> *Rockton Moni Price will have limited functionality since Rockton Pricing Management is also installed. You will still be able to review setup information, but pricing calculations and other functionality will be disabled for Omni Price.*

## RPM Toolbar

Most of the windows in RPM can be opened from the RPM Setup menu by navigating to Microsoft Dynamics GP > Tools > Setup > Rockton Pricing Management and then choosing the desired window from the list. However, you can also see this same list by choosing the icon in the toolbar:
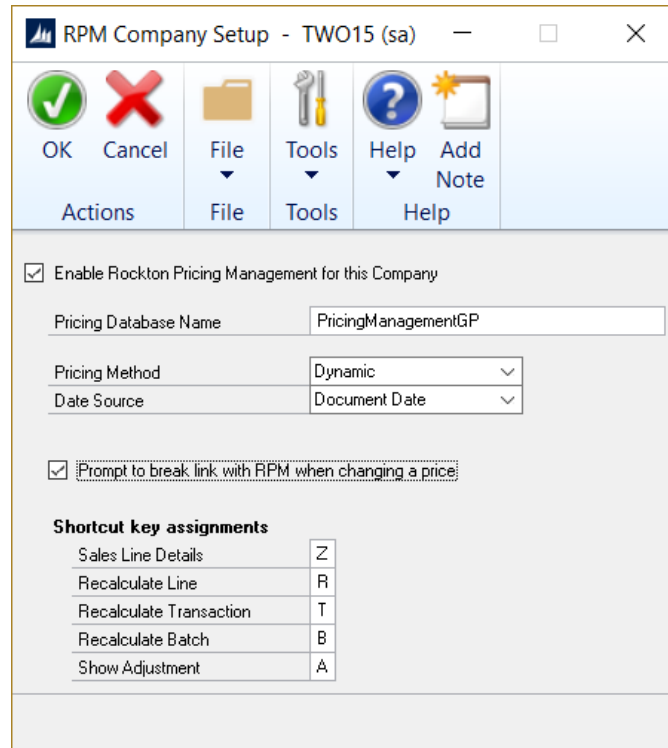


## RPM Security Settings

Security in RPM can be administered via the following Security Items:

- RPM ADMIN Security Role

    Used to set access to an Administrator of RPM.

- ADMIN_RPM_01 Security Task

    Contains all windows necessary to setup and administer RPM.  Typical Users do not need to have access to these windows.

- DEFAULTUSER Security Task

    Contains all the windows that are required for the average User to be able to use RPM.  No setup or administration windows are included.

# RPM Company Setup window



Access this window by logging on as a User in the RPM ADMIN Security Role or the POWERUSER Security Role and go to Microsoft Dynamics GP > Tools > Setup > Rockton Pricing Management > Company Setup.

## Description

This window is used to activate RPM for this company and make some company-wide settings. After marking Enable Rockton Pricing Management for this Company, you can set these options:

## Enable Rockton Pricing Management for this Company

Checking this box will turn on all features of Rockton Pricing Management for the current Company.

## Pricing Database Name

Enter the name of the Pricing Database you have installed for this company. The default is PricingManagementGP, but you may have changed this name when you installed the RPM engine components. If you have several companies installed, you then you will have separate RPM pricing databases for each Dynamics GP company. You must log in to each company where RPM is installed and enter the correct Pricing Database Name for each company.

## Pricing Method

Select the method to use when RPM calculates a price:

- Dynamic – always let RPM determine the best Price Schedule to use
- Static – always use the Price Schedule that is specified on the Sales Transaction
- Hybrid – allow the user to decide which of the above pricing methods to use for each sales line item

## Date Source

Select which Sales Order Processing date to use for RPM filters that are date-specific. You may choose between Document Date, Requested Ship Date, or Quote Expiration Date.

## Prompt to break link with RPM when changing a price

If a user changes the unit price or extended price on a sales transaction, this will "break the link" to RPM's calculated price. Marking this option will prompt the user to confirm that they want to do this.

## Shortcut Key Assignments

You can change the shortcut keys that are assigned to any of these actions by default. All shortcuts are initiated by pressing Ctrl + the key assigned. Note that you may also perform any these actions from the Additional menu on their respective windows.

- *Sales Line Details* – Open the Sales Line Details window from the following windows:
    - Sales Transaction Entry
    - Sales Item Detail Entry
    - Sales Transaction Inquiry Zoom
- *Recalculate Line* – Call RPM to determine the current price for the current line from the following windows:
    - Sales Transaction Entry
    - Sales Item Detail Entry
- *Recalculate Transaction* – Call RPM to determine the current price for all lines of the current transaction from the following window:
    - Sales Transaction Entry
- *Recalculate Batch* – Call RPM to determine the current price for each transaction in the current batch from the following window:
    - Sales Batch Entry
- *Show Adjustment* – Open the Rockton Pricing Management - Adjustment Details window from the following window:
    - Sales Distribution Entry

# Sales Transaction Entry window

This is the main window in Dynamics GP where you will enter all Sales documents.



This window is accessible by navigating to Transactions > Sales > Sales Transaction Entry.

## Description

Rockton Pricing Management is seamlessly integrated into Dynamics GP's Sales Transaction Entry window. Enter a transaction as you normally would and, if pricing has been defined for the combination of Item Number, Customer Number, etc. that you have entered, then RPM will return the defined price to the Unit Price field. If no price is found, RPM will use the Unit Price and Price Level (see the next paragraph) that would normally be calculated by Dynamics GP. This warning dialog will also open:

In addition to the Unit Price, the Price Schedule ID that RPM used in determining this price will be returned to the Price Level field in the sales line on the transaction. To see this field, click the Show Details button, indicated by the red arrow in the screen shot above. This will result in the transaction window appearing as follows (note that the Price Level field is indicated by the red box):



If you are using the Static Pricing Method (see the section on the RPM Company Setup window for more information on Pricing Methods), then then the Price Level will default per Dynamics GP's setup.

*Rockton Pricing Management expects all setups relating to Sales and Inventory be complete in Dynamics GP. For instance, since the Price Schedule ID in RPM corresponds to the Price Level in Dynamics GP, you must be sure that any Price Schedule IDs being used in RPM have also been set up in Dynamics GP and are assigned to any Item / U of M combinations that may be used.*

## Adjustments

You can set up RPM to return additional Adjustments along with the Unit Price for certain Items. These adjustments may or may not affect the Unit Price or the Margin. Depending on your RPM setups, you may or may not be able to change the Amount of each adjustment. Each adjustment may also have a specific GL Account associated with it.

You can see the adjustments for a give line item by first positioning your cursor anywhere in the desired line and then choosing *RPM – Sales Line Details* from the Additional button in the ribbon. You can also use the shortcut key, which by default is Ctrl+Z, to open the following window:

The **Rockton Pricing Management – Sales Line Details** window lists each Adjustment that has been returned from RPM for the selected line item. The fields at the top of the window come from the Sales line item that you initially selected. The columns in the list are as follows:

### Adjustment Type
This is defined in the RPM Pricing Engine and is not editable on this window.

### Debit and Credit Account Numbers
Each Adjustment will create two Distributions for the sales document: one Debit and one Credit.

If the Adjustment Amount field is positive, then the following distributions will be created:

| Account Number | Debit Amount | Credit Amount |
|---|---|---|
| Debit Account Number | If Adjustment Amount is positive<br><br>➔ Adjustment Amount<br><br>If Adjustment Amount is negative<br><br>➔ 0.00 | If Adjustment Amount is positive<br><br>➔ 0.00<br><br>If Adjustment Amount is negative<br><br>➔ -1 * Adjustment Amount |
| Credit Account Number | If Adjustment Amount is positive<br><br>➔ 0.00<br><br>If Adjustment Amount is negative<br><br>➔ -1 * Adjustment Amount | If Adjustment Amount is positive<br><br>➔ Adjustment Amount<br><br>If Adjustment Amount is negative<br><br>➔ 0.00 |

See the Sales Distribution Entry window section for more information about viewing the Distributions for a sales document.

### Affects Margin?

If Yes, then the Adjustment Amount will be applied to the Unit Price value used when calculating the Margin. This value is represented by the Unit Price for Margin Calculation field at the bottom of this window.

### Affects Unit Price?

If Yes, then the Adjustment Amount will be applied to the Unit Price returned to the sales transaction.

### Is Editable?

If Yes, then the Adjustment Amount can be changed by the user. If No and the user attempts to change the Adjustment Amount, their change will be backed out and they will see the following message:

> *You are not allowed to make changes to this adjustment.*

### Adjustment Amount

This is the amount of the adjustment that was applied to the Unit Price. When a price is returned from RPM, these amounts have already been considered in that returned price. However, if the user makes a change to an Adjustment Amount later, the Unit Price will be adjusted by the difference between the amount originally calculated by RPM and whatever value the user has just entered for that adjustment.

Example 1

> Let's say that RPM calculated a Unit Price of $100.00 with an adjustment that has an amount of $5.50. Is Editable? is set to Yes and Affects Unit Price? is also set to Yes.

> If the user then changes the Adjustment Amount from $5.50 to $10, the Unit Price will be adjusted by the difference, or $4.50. The new Unit Price will now be $104.50. If the user later changes it from $10 to $12, then the Unit Price will be adjusted by two additional dollars, to $106.50. This is because $12 is $6.50 more than the original amount calculated for this adjustment ($5.50).

Example 2

> We will use the same initially calculated Unit Price of $100.00 and adjustment as in the previous example. However, in this example, Affects Unit Price? is set to No.

> In this case it doesn't matter how much or how many times the user changes the Adjustment Amount; the Unit Price will always remain at $100.

An adjustment might also affect the Unit Price value that is used in the calculation of Margin. As you may have guessed, instead of looking at the Affects Unit Price? field, as we did in the previous two examples, we would look at the Affects Margin? field instead. See the description of the Margin field, below, for more information on how Margin is calculated.

> *You can always revert any changes to Adjustments back to how they were when RPM first calculated them by clicking the Revert button in the ribbon.*

### Unit Price

This is the Unit Price that will be returned to the Unit Price field on the sales transaction.

### Cost

This is the Cost amount as taken directly from the sales transaction. This is not calculated by RPM, however it is used to calculate Margin. See the description of the Margin field, below, for more information on how Margin is calculated.

### Unit Price for Margin Calculation

This is the Unit Price that is used in calculating Margin. It may be different from the Unit Price used on the sales transaction because some Adjustments may affect Margin, but not Unit Price. See the description of the Margin field, below, for more information on how Margin is calculated.
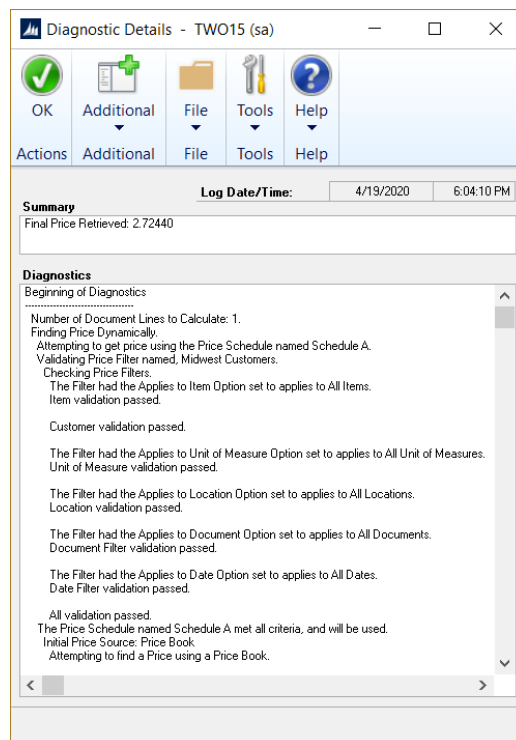
### Margin

The Margin is calculated as follows:

*(Unit Price for Margin Calculation - Cost) / Unit Price for Margin Calculation*

### Price Was Found

If marked, this field indicates that RPM was able to calculate a price for this Item. If no price was calculated by RPM, this check box will be unmarked.

### Diagnostic Details

Clicking this hyperlink will open the Diagnostic Details window. This window shows all the decisions made by the RPM Pricing Engine when calculating this price. This window is typically used to help understand how a given price was derived, or when trying to troubleshoot suspected pricing problems.

The list area on the Sales Line Details window shows each adjustment that was calculated by RPM. To see complete details of an adjustment, position your cursor on an adjustment line and do one of the following to opening the Rockton Pricing Management - Adjustment Details window:

- Click the Adjustment Amount hyperlink
- Choose RPM - Show Adjustment from the Additional button in the ribbon (or choose the shortcut key, which is CTRL+A by default)



## Manually changing the Unit Price

You may override the price calculated by RPM by simply typing a new Unit Price or Extended Price. However, doing that will also remove any Adjustments created by RPM, along with their associated distributions. Once you have "broken the link" to RPM for a sales transaction line, you will no longer be able to enter the Rockton Pricing Management – Sales Line Details window for that line.

The only way to restore the link to RPM is to take an action that would result in the recalculation of the Unit Price by RPM. See the following section on Recalculating a Price for more information.

## Recalculating a Price

You may sometimes want to recalculate the price for a line on a Sales transaction. Some examples are:

1. If you have changed the price manually, as described in the previous section
2. If your Price Schedule setups have changed and you want to use the current price
3. If the line was entered in the past and you want to ensure its price is still valid for today.

RPM can recalculate a line on a sales transaction, all lines in a transaction, or all transactions in a batch.

## Recalculating a single line

From either the Sales Transaction Entry window or the Sales Item Detail Entry window, there are two ways you can do this:

- Choose *RPM – Recalculate Line* from the Additional button in the ribbon (or choose the shortcut key, which is CTRL+R by default). Your cursor must be positioned on the line you want to recalculate to do this. You will then be prompted to confirm the request:

  *RPM: About to recalculate the pricing for this line. Continue?*

  Choose either Yes to proceed with the recalculation, or No to cancel.

- Change a field on the line or on the transaction header that may be used by RPM to determine the price for this line. Doing so causes the price to be recalculated using the current RPM pricing setup, regardless of if the link to a previous Price Schedule had been broken for this line item. Note that you will not be prompted first; the price will simply be recalculated.

## Recalculating an Entire Transaction

From either the Sales Transaction Entry window or the Sales Item Detail Entry window, choose *RPM – Recalculate Trx* from the Additional button in the ribbon (or choose the shortcut key, which is CTRL+T by default). You will then be prompted to confirm:

*RPM: About to recalculate the pricing for this document. Continue?*

Choose either Yes to proceed with the recalculation, or No to cancel.

## Recalculating an Entire Batch

From the Sales Batch Entry window, choose *RPM – Recalculate Batch* from the Additional button in the ribbon (or choose the shortcut key, which is CTRL+B by default). You will then be prompted to confirm:

*RPM: About to recalculate the pricing for this batch. Continue?*

Choose either Yes to proceed with the recalculation, or No to cancel.

# Sales Distribution Entry

This is where you can see the distributions for the current Sales Document.



This window is accessible by navigating to Transactions > Sales > Sales Transaction Entry and then choosing Distributions from the Go To button in the ribbon.
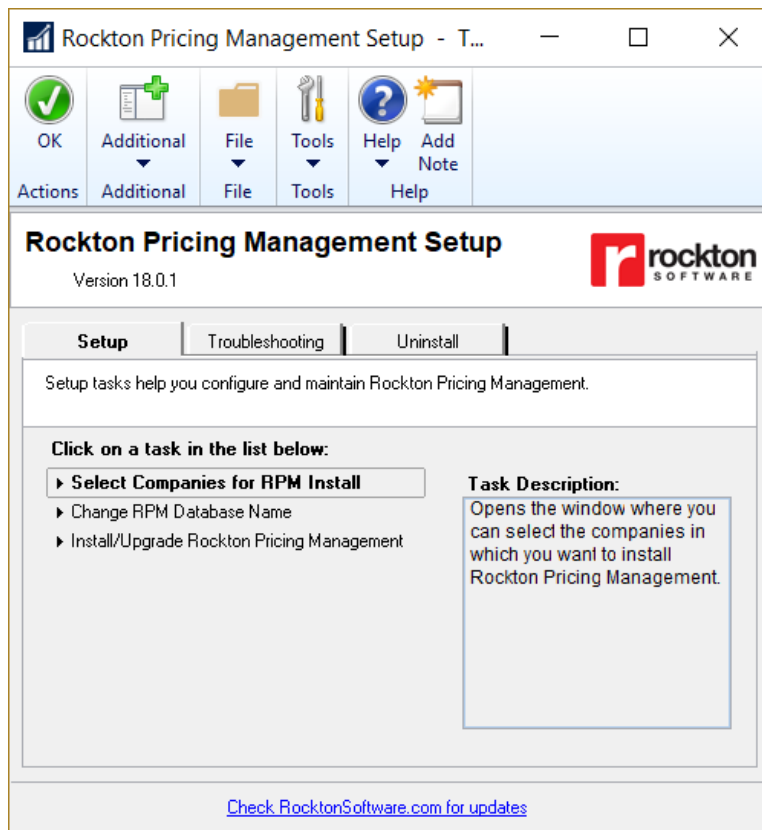
## Description

This window shows you each of the distributions for the Sales document that you are displaying on the Sales Transaction Entry window. These include any distributions that were created by RPM.

RPM will create two distributions (one debit and one credit) for each Adjustment record that is associated with a sales line item price that was calculated by RPM. These distributions will have a Type of **MISC**. You are not allowed to make changes to or delete these RPM-controlled distributions from this window.

However, you can change their values by making changes to the Adjustments (see the section on Adjustments for more information). You may also see Adjustment details for any distribution that was created by RPM. Simply position your cursor to the desired distribution and choose RPM - Show Adjustment from the Additional button in the ribbon (or choose the shortcut key, which is CTRL+A by default). This will open the Rockton Pricing Management – Adjustment Details window.

# Rockton Pricing Management Setup window

The Rockton Pricing Management Setup window allows you to perform setup and maintenance tasks.



This window is accessible by logging on as a User in the RPM ADMIN Security Role or the POWERUSER Security Role and go to Microsoft Dynamics GP > Tools > Setup > Rockton Pricing Management > Rockton Pricing Management Setup.

## Description

The Rockton Pricing Management Setup window gives you access to all of the tasks you will need to configure and maintain the system.  It contains three tabs:

- Setup
- Troubleshooting
- Uninstall

You can see a brief description of each task by moving your cursor over any of the tasks in the list.  To select a task, simply click on the task name.

Clicking the "Check RocktonSoftware.com for updates" link will take you to the Downloads web page for this product.  Here you can verify that you are installing the latest build.

The tasks available for each tab are described in the following tables:

## Setup tab

Setup tasks help you configure and maintain Rockton Pricing Management.

| Task | Description |
| --- | --- |
| Select Companies for RPM Install | Opens the window where you can select the companies in which you want to install the Rockton Pricing Management. |
| Install/Upgrade Rockton Pricing Management | Installs the software, or upgrades it from a previous version.  This may take several minutes.  It will also set table permissions to all users in the system database.  You can perform this task multiple times without causing any problems.<br><br>**Note:** you must be logged in as a User that is in the 'sysadmin' fixed server role or the 'db_owner' role for the DYNAMICS database and any database for which there are SQL Table audits defined. |

## Troubleshooting tab

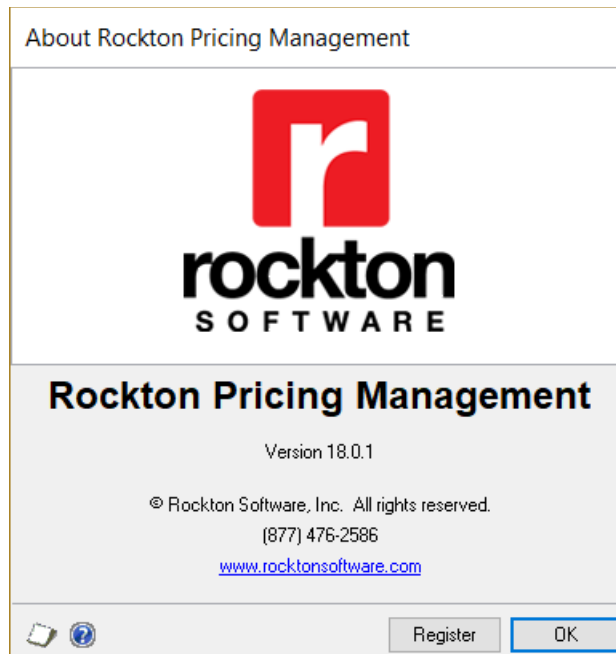These tasks are for troubleshooting only. You may be asked to use them by Rockton Support.

| Task | Description |
| --- | --- |
| Re-add Security Data | Adds Security Roles and Tasks for Rockton Pricing Management, if they have been deleted.<br><br>**Note:** you must be logged in as a User that has access to run the Install/Upgrade option (as described above) or a User that has Security access to both the Security Role Setup and Security Task Setup windows in order to use this option. |
| Move to First Position | Moves Rockton Pricing Management to the first position in the launch file after Dynamics GP. |
| Remove from Launch File | Removes Rockton Pricing Management from the launch file. |
| Rebuild Menus | Rebuilds menu navigation for Rockton Pricing Management by first removing all menus from the Menu Master table.  To complete the process you must log in again to see the rebuilt menus. |
| Enable Script Logging | Enables script logging, beginning with the next time you log into Dynamics GP from this workstation. |
| Diagnostics Mode | This option may gather diagnostics, create log files, open the Code window, or other things that may be helpful to Rockton Support. |

## Uninstall tab

These tasks can be used to uninstall Rockton Pricing Management from the system or just from this workstation.

| Task | Description |
| --- | --- |
| Workstation Uninstall | Removes Rockton Pricing Management from the launch file.  Also removes settings from the Defaults file. |
| Complete Uninstall | Rockton Pricing Management tables will be removed from the database(s) and the product will be removed from the launch file. |

## About Rockton Pricing Management window



This window is accessible by going to Help > About Microsoft Dynamics GP … From the Additional menu on this window, choose About Rockton Pricing Management.

### Description

The About Rockton Pricing Management window shows the version of the Rockton Pricing Management Connector that you have loaded, along with the phone number to use to contact Rockton Software, and a link to our website.