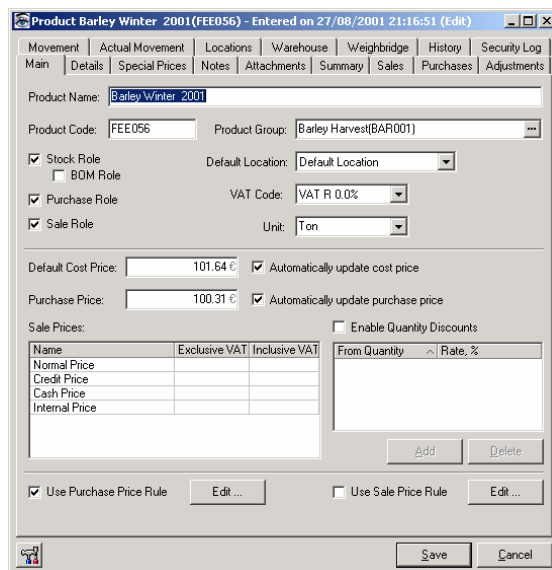


herbst Insight Pricing

- Price classes
- Customer specific pricing
- Quantity discounts
- Pricing parameters

Aware that every business differs in its pricing requirements Herbst have strived to ensure that the pricing structure within Insight provides great pricing flexibility from straight-forward cash prices through to customer specific prices and additional easy to configure pricing parameters.



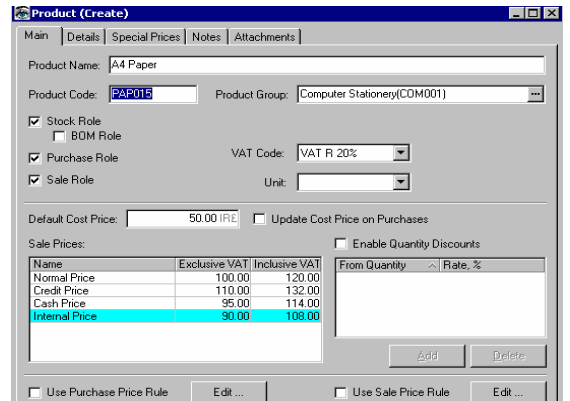
Price classes

As you would expect from any standard retail package with Insight you can assign normal, credit, cash or other **business definable price types** such as internal customer pricing to every product and at customer level specify which pricing should apply. Each product has ten different sale price classes.

Customer specific pricing

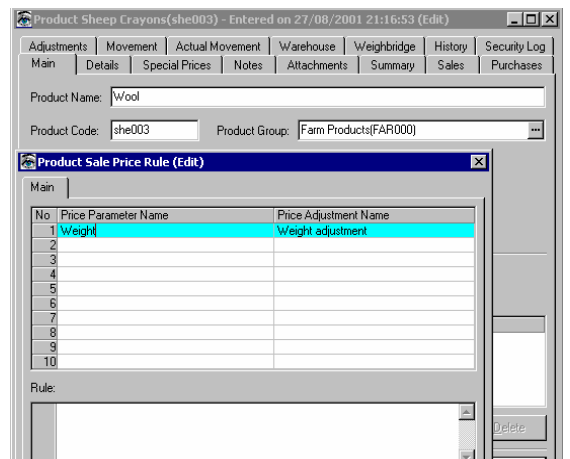
On the same principle, most businesses usually have some VIP customers too who require unique pricing and Insight can cater for these requirements with its special **customer specific prices** feature.

The customer specific prices can be assigned at customer or product level and are extremely manageable and easy to maintain. **Quantity discounts** can also be easily specified so if your customers are buying in bulk and entitled to a discount Insight will automatically detect the discount that should be applied based on the quantity they purchase.



Pricing Parameters

Insight's powerful **pricing parameters** feature enables you to configure additional pricing elements and conditions to meet your industry's pricing requirements. For instance, if the weight of a product influences the price at which it is bought or sold this can be catered for within Insight, such that if the weight recorded on a purchases / sales document for instance falls between 100gr and 200gr a discount of X should be applied whereas or if it falls between 300gr and 500gr a premium of Y should be applied.



Alternatively the moisture content and other variables may impact the price at which a crop is sold, or in the case of delivery fees the mileage covered and tonnage hauled may be required to derive the final delivery charge. Insight can cater for all these requirements and more.

Insight also caters for special offers, with time limits on them, and for specially made to order goods for your customers.

The different methods of customizing insight to your companies Pricing needs is virtually unlimited.