

## 4.13. Prices in mSupply

mSupply has many different mechanisms for altering the sell price of items in invoices depending on many things. Below in this article:

- Item Margins
- Per customer price lists

Elsewhere:

- [Customer price categories](#)
- [Catalogue Price](#)
- [Program pricing 12 month average](#)
- [Patient list pricing](#)

Customisations for certain clients (give us details of your situation, and we may be able to extend the functionality to your needs). Ask about:

- Unified selling price (built off Catalogue Price)
- Weighted Average Price (Built off Catalogue Price and similar to below two)
- Price averaging derived across supplied cost prices at each store
- Price averaging derived by the central warehouse applied to master list

### Pricing With Default Settings

There are two key values associated with all stock and invoice lines:

- Cost price: this is simply the price that the store paid the supplier for the goods.
- Sell price: this is recorded price that is expected for the goods to be sold to customers at. There are many pricing strategies that modify or override this value throughout mSupply which we'll detail below.

#### 1. Purchase Order (PO)

At the first instance, stock is often introduced into the supply chain via a purchase order. Each item ordered will have a price per pack which is carried through the next steps.

**Edit Purchase order**

Order num: 18      Name: Camelbak Referral Hospital (Store)      Colour: Black

Confirm date: 17/09/2024      Reference:      Status: cn

Requested delivery: 00/00/00      Store: General Warehouse

General   Details   Goods Received   Supplier Invoices   Log   Location   Custom data   Documents

New line   Delete lines   Update EDD   Print   Confirm   Category: None   Info

Show all lines   Currency: AUD   Forex rate: 0.7783

Line	Item code	Item	No. of packs	Pack...	Orig. Qty	Adj. Qty	Tot. received	Stock on hand	On Order	Cust. b/odrs	Price Ext	Requested...	Expected...	Stor
1	201116	Bandage W.O.W....m wide x 5m roll	100	12	1200	1200	1200	5532	0	0	4,750.00			Ge.

Supplier discount: Percentage: 0      Discount amount: 0.00      Estimated subtotal: 4,750.00      Estimated cost after discount: 4,750.00

Locked       Auto calc usage

Finalise order       Authorise

OK & Next      Delete      OK

Note in this instance, the supplier uses the currency AUD. Our system is using USD. This Forex (Foreign exchange) rate will be used later.

## 2. Goods Receipt (GR)


Next a user would create a Goods Receipt linked to this Purchase Order in order to accept the physical stock arriving. They'd add the lines from the original PO and enter the verified count of items into the GR. Finalising this GR will create a Supplier Invoice.

**Edit Goods Received...**


Supplier:  Store:

Received date:  Tender reference:

Supplier reference:

Comment:  

Goods received: 6  
Created by: Admin  
Modified by: Admin  
Entry date: 17/09/2024  
[Purchase order: 18](#)  
[Supplier Invoice: 12](#)  
Status: fn

 **Print goods receipt**

Line	Location	Item code	Item name	Batch	Exp date	Pack Size	Quan
1	A1	201116	Bandage W.O.W. 15cm wide x 5m roll			12	100

Finalise

### 3. Supplier Invoice (SI)

A Supplier Invoice is automatically created by the GR of the previous step. This invoice, also known as a transaction, is used to record the ledger of the stock entering the mSupply stock system.

### Supplier Invoice

Name: Camelbak Referral Hospital (Store) | Confirm date: 17/09/2024 | Colour: Black

Their ref: camelrefhosp | Invoice number: 12

Comment: Goods received: 6 | Category: None | Entry date: 17/09/2024

Status: cn

Goods received: 6

Purchase order: 18

Requisition: 0

Entered by: Admin

Store: General Warehouse

...	Lo...	Item code	Item Name	Qty	Pack	Batch	Expiry	Manufacturer	Cost Price	Sell Price	Price extension
1	A1	201116	Bandage W.O.W. 15cm wide x 5m roll	100	12			Aspen M...I Devices	36.96	36.96	3,696.93

Other charges: Item(s): | Amount: 0.00

Subtotal: 3,696.93 | % Tax: 0.00

Total: 3,696.93

Hold  | Finalise  | Export batch: 0 | Margin: 0.00

Buttons: OK & Next, Delete, OK, Print

At this point the user has an opportunity to adjust cost and sell price.

### Add/edit supplier invoice line

Item: Bandage W.O.W. 15cm wide x 5m roll | 201116

Received quantity: 100 | Invoice quantity: 0

Pack size: 12 Roll | Invoice pack size: 0

Total quantity: 1,200.00 | Invoice total quantity: 0.00

Batch: | Location: A1

Expiry: 00/00/00 | Volume per pack: 0 m3

Weight per pack: 0 kg

Price per pack (AUD): 47.50 | Adjusted local cost: 36.96 | % Margin: 10 | Sell price: 40.67

Price extension (USD): 3,696.92

Manufacturer: Aspen Medical Devices

Buttons: Cancel, OK, OK & Next

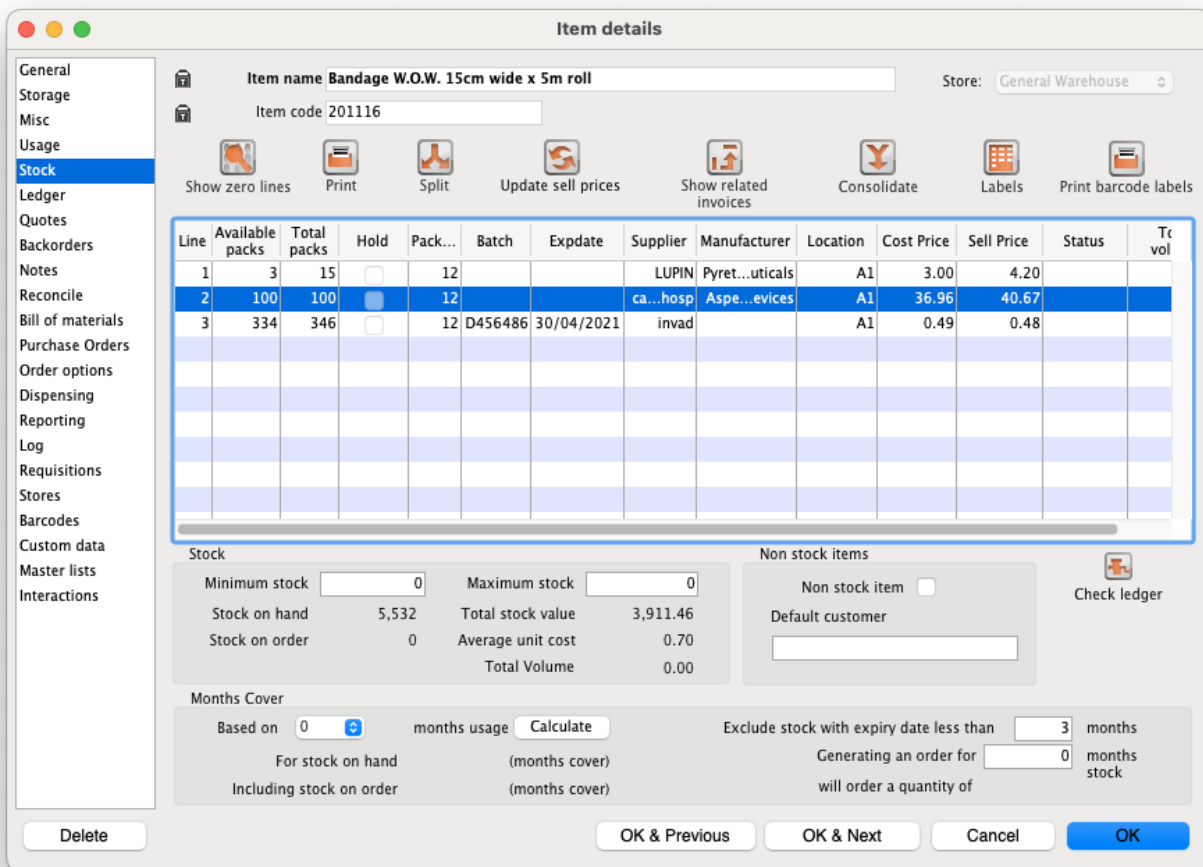
Note:

- The currency exchange rate has been applied (and can be further edited).
- There is an opportunity to apply a margin. It has been set to 10%. (there are multiple places in mSupply to configure default margins)
- A sell price per pack is first recorded here. It is 10% higher than the cost price. It can be further edited manually.

Once finalised this will be available as stock in mSupply

### 4. Checking introduced stock

Under the Items menu, you can search for and view our item's stock. Note the other lines of stock which have different cost and sell price. This is because this stock was received or added at another time, with different prices applied at the time. All stock has it's own cost and sell price associated. Keep in mind that there are settings for centrally controlled sell prices for items, so that all customers pay the same amount regardless of the specific stock line they're receiving.



Editing our line of introduced lines stock, we can modify cost and sell price again.

The screenshot shows a dialog box titled "Item stock line details...". At the top, it displays "Item code 201116" and "Item name Bandage W.O.W. 15cm wide x 5m roll". Below this are tabs for "General", "Ledger", "Status", "Reference documents", and "Log". The "General" tab is active. Under "Quantity according to stock", it shows "Total Quantity 100" and "Available 100". The "Cost price" field is highlighted with a blue border and contains the value "36.96925". Other fields include "Sell price" (40.67), "Expiry date" (00/00/00), "Batch", "Supplier" (Camelbak Referral Hospital (Store)), "Location" (A1), "Pack size" (12), "Roll", "Volume per pack" (0 m3), "Weight per pack" (0 kg), "Hold" (checkbox), "Quan per inner" (0), "Inners per Outer" (0), and "Initial quantity" (0). There is also a "Program" dropdown menu and a "Note" text area. At the bottom, there are "Cancel" and "OK" buttons.

## 5. Customer Invoice (CI)

If we create a new customer invoice to a facility, when adding an item we'll see our stock line is available with the prices carried through from the supplier invoice that introduced the stock.

**Edit line...**

Item  201116

Line

Quan  of 100      Total

Pack  Roll      Outer pack size

Line	Issue	Available	Tot in st...	Pack	Hold	Batch	Expdate	Supplier	Location	Cost Price	Sell price	Sta
1	0	3	15	12	<input type="checkbox"/>			LUPIN	A1	3.00	4.20	
2	5	100	100	12	<input type="checkbox"/>			cam...osp	A1	36.96	40.67	
3	0	334	346	12	<input type="checkbox"/>	D456486	30/04/2021	invad	A1	0.49	0.48	

Total quantity issued      60  
Total quantity available      5244

Now added, we can see in our Customer Invoice the stock we added and see that it's Price Extension (the total sell price for the line) is 5x the sell price, as we are providing 5 packs.

**Customer invoice**

Name       Confirm date       Colour

Their ref       Category

Comment

Invoice: 36  
Entry date: 18/09/2024  
Goods received: 0  
Requisition: 0  
Status: sg  
Entered by: Admin  
Store: General Warehouse

Notes	Line	Location	Item code	Item Name	Quan	Pac...	Batch	Exp date	Sell Price	Price exten
	2	A1	201116	Bandage W.O.W. 15cm wide x 5m roll	5	12			40.67	203.35

Other charges    Item:       Amount:

Subtotal:      203.35  
% Tax:      0.00  
Total:      203.35

Hold      Export batch: 0

## 6. Prescriptions

For a Prescription to a patient, it is much the same as a customer invoice.



The key difference here is that there are several patient specific pricing modifiers that can be configured in mSupply which we'll see later.

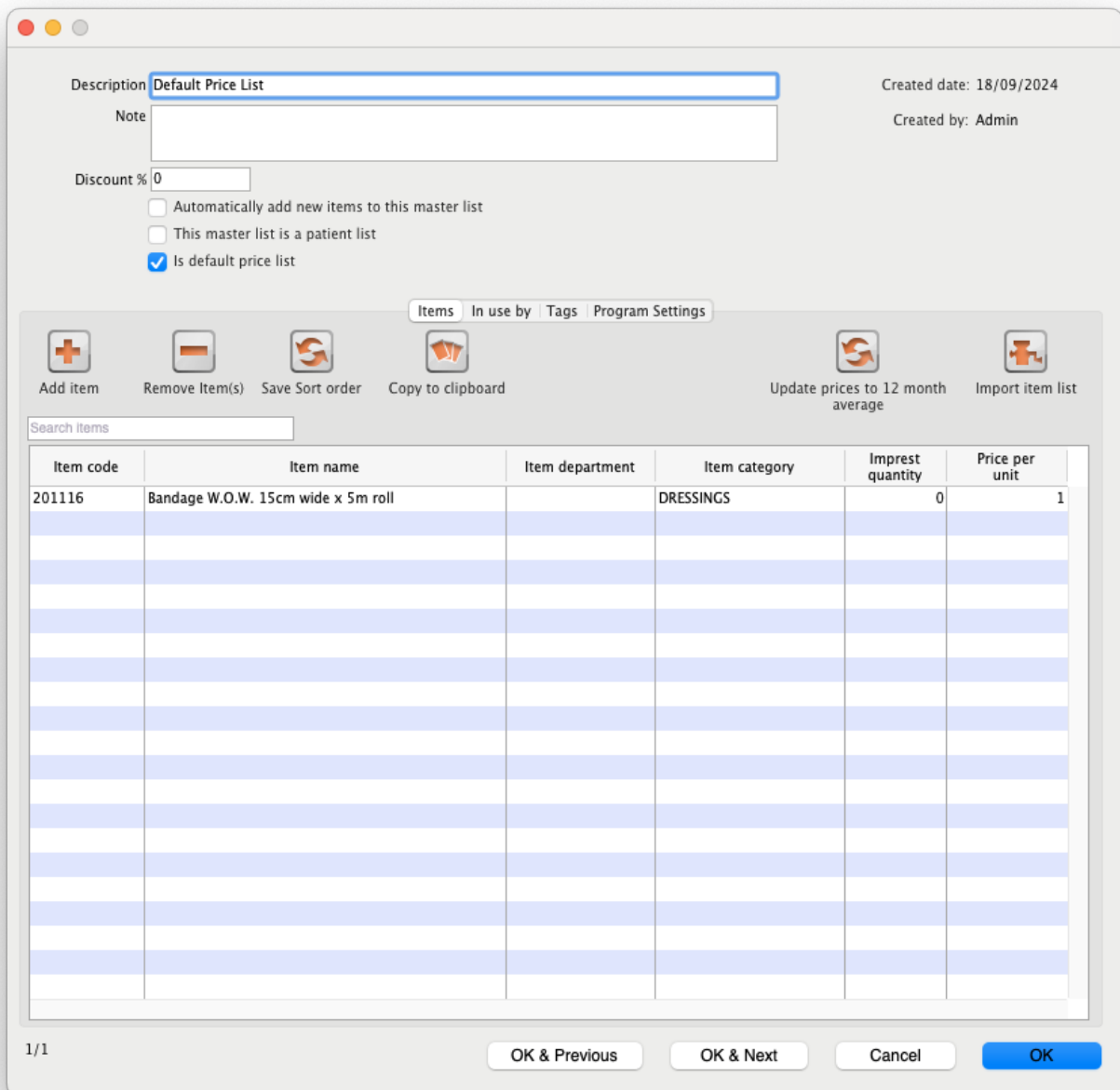
## Sell Price Settings

At either introducing stock or at the point of distributing/selling/dispensing stock, there are settings that can modify the sell prices saved in the system or simply override the sell price when distributing. Hold on you your hats ☹️.

## Default Price List

A Default Price list is one of mSupply's approaches to standardising pricing across the whole system. This is useful when you want all customers/patients to pay the same amount per unit of an item regardless of what any particular line's sell price has been set to (usually related to cost price). This is useful when receiving stock from multiple suppliers, via various shipment methods (Air vs sea freight) where prices of different lots of an item received can vary greatly. Some donor stock might be free!

This setting is managed through [4.04. Item master lists](#). A Master List can be configured as a “Default Price List” by checking the checkbox shown below.



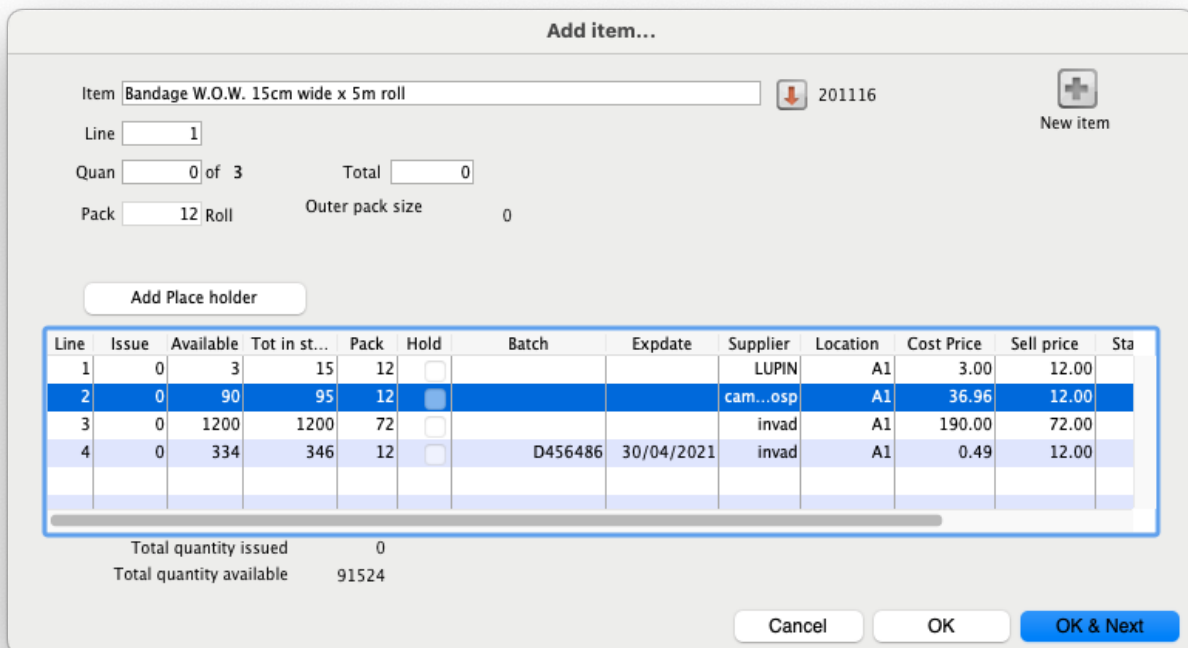
Items in this list will override the sell price of all outgoing stock in **all stores across the entire mSupply system, including those that are active on remote sites**. To set the price for the item, edit the “Price per unit” column.



Make sure you enter the Price per **unit** of the item, not the Price per **pack**. As an item can have many stock lines with differing pack sizes (e.g. blister pack of 10 vs 20), the system will adapt the sell price according to the stock line's *pack size* multiplied by the *Price per unit*.

When making a customer invoice we can see that all prices have been adapted when selecting our

item from earlier in this guide. The default price is 1 per unit, and the pack sizes have been multiplied by that to determine the sell price.



Any item not in the Default Price List will use the sell price of the stock being used.

The Default Price List applies to prescriptions as well, but note that the similar Patient List setting for setting a global price for patients will override the Default Price List value if an item is in both lists.

## Patient Price List


The Patient Price List setting is very similar to the Default Price List setting, **but only applies to prescriptions**. This is useful if not interested in changing prices for stock being distributed to other sellers/stores/pharmacies, but do want to set a standardised price for patients to level out cost fluctuations of stock.

To make a Master List a Patient Price List, check the setting “This master list is a patient list”.





**Add item...**

Item  201116 

Line

Quan  of 3      Total

Pack  Roll      Outer pack size

Line	Issue	Available	Tot in st...	Pack	Hold	Batch	Expdate	Supplier	Location	Cost Price	Sell price	Sta
1	0	3	15	12	<input type="checkbox"/>			LUPIN	A1	3.00	6.00	
2	0	90	95	12	<input type="checkbox"/>			cam...osp	A1	36.96	6.00	
3	0	1200	1200	72	<input type="checkbox"/>			invad	A1	190.00	36.00	
4	0	334	346	12	<input type="checkbox"/>	D456486	30/04/2021	invad	A1	0.49	6.00	

Total quantity issued      0  
Total quantity available      91524



Discount rates do not apply in Prescriptions. We may add settings for facilitating this in the future!

## Item Margins

The price you charge customers for your goods is, of course, very important. mSupply provides you with several different ways to set the selling price of your goods. Here they are:

- Each supplier has a margin field that determines how much to add on to the cost price when buying from that supplier
- Each item has a margin field that determines how much to add on to the cost price when buying that item
- There is a preference ( **File > Preferences > Invoices 1** ) which controls how these 2 margins relate:
  - Item margin overrides supplier margin on supplier invoices
  - If this preference is ticked then the item margin will be used instead of the supplier margin. If it is unchecked then the supplier margin will be used instead of the item margin.
- You can set custom margins for each customer group ( **File > Preferences > Invoices 2** )
  - Allow editing selling price on customer invoice lines
- You can fix the item price under the **General** tab in the **Item details** window.



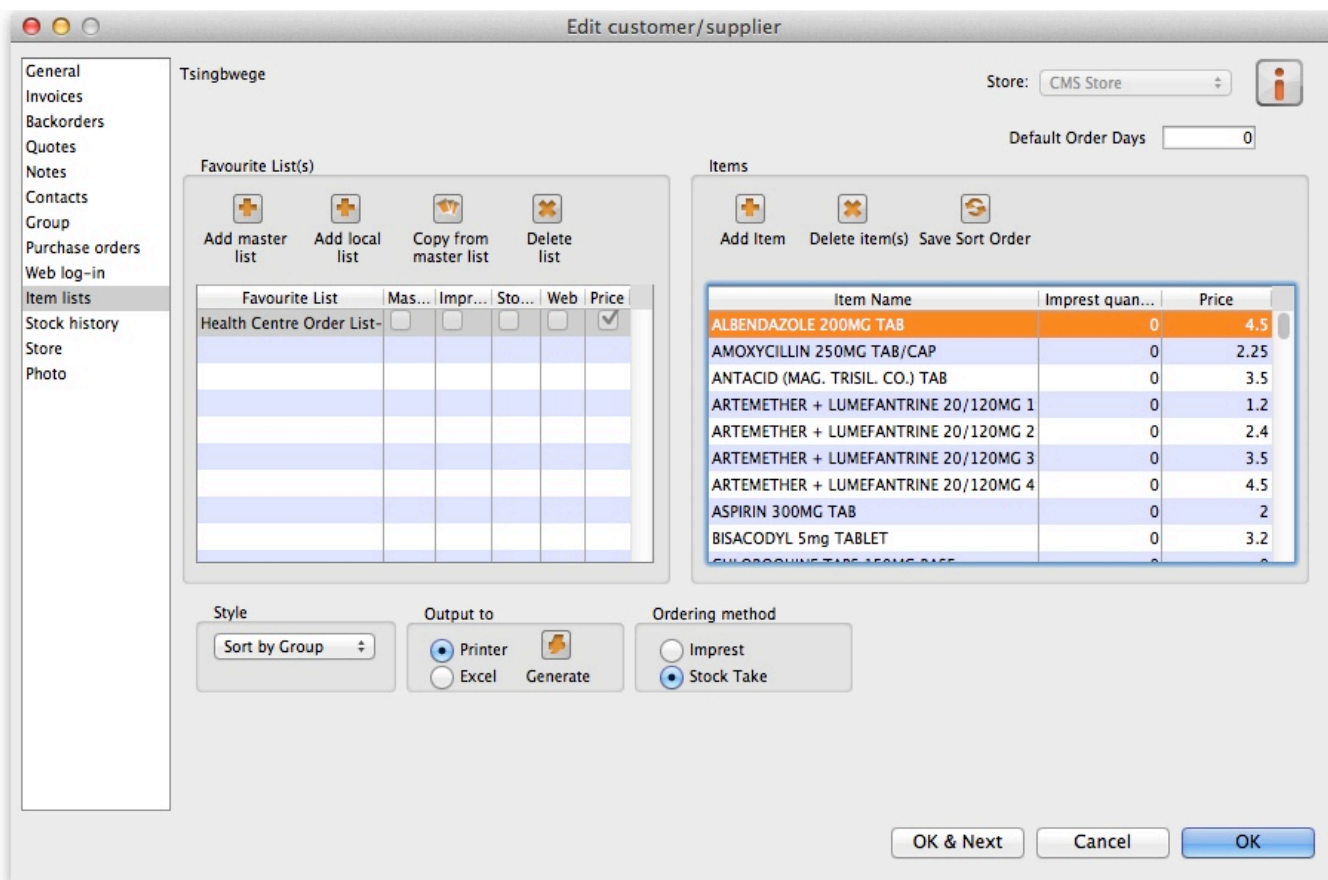
- o
- o Note that setting an item price here will set the price of **new stock** as you receive. It will not affect the price of existing stock- you can change existing prices if you have permission to do so by viewing an item and going to the “Stock” tab.
- You can set item prices when setting up a data file by importing an item list. (see below)

## Per customer pricing

Updated: version 3.12

Alternatively, individual prices can be set for each customer. This can be done in the **Edit Customer/Supplier** window which you can find by:

- going to the **Customer** tab of the Navigator
- click on the **Show Customers** button
- find the customer you wish to customise prices for
- double click the customer line
- choose the **Item Lists** tab (see below)

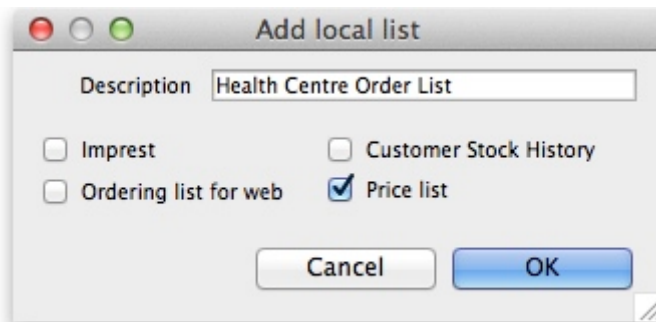


To customise the pricing, add a list to the **Favourite Lists** column (either by clicking **Add master list**, **Add local list** or **Copy from master list**) or edit an existing list by double-clicking on it. Check

the **Price list** checkbox from the window that comes up and any other checkboxes that you require.



- You only need the Price list check box marked to customise prices
- Only one list per customer can be price customised



Make sure the list is selected and then go to the **Items** section of the window. Enter the corresponding prices that you would like to assign to each item for that customer by clicking on the item and then clicking on the price ("0" by default). You can also add items to the list by clicking **Add item** and entering the item name and the price in the window that appears. The customer will now be charged the prices set in the list instead of any other price set.

Previous: [4.12. Managing item access with Departments](#) | Next: [4.14. Repacking items](#)

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Last update: **2024/09/18 05:30**

