

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.

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.

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	Category: None	Invoice number: 12
Comment: Goods received: 6		Entry date: 17/09/2024
		Status: cn
		Goods received: 6
		Purchase order: 18
		Requisition: 0
		Entered by: Admin
		Store: General Warehouse

General **Summary by Item** **Summary by Batch** **Price** **Documents** **Log**

... Loc...	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...l Devices	36.96	36.96	3,696.93

Other charges

Item(s):	Subtotal: 3,696.93
Amount: 0.00	% Tax: 0.00
	Total: 3,696.93

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

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 m ³
	Weight per pack: 0 kg
Price per pack (AUD): 47.50	Adjusted local cost: 36.96
Price extension (USD): 3,696.92	% Margin: 10
Manufacturer: Aspen Medical Devices	Sell price: 40.67

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 its 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 stock, we can modify cost and sell price again.

Item stock line details...

Item code 201116 Item name Bandage W.O.W. 15cm wide x 5m roll

General Ledger Status Reference documents Log

Quantity according to stock

Total Quantity	100	Available	100
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Cost price Hold Volume per pack m³

Sell price Location Weight per pack kg

Expiry date Pack size Roll

Batch Quan per inner Initial quantity

Supplier Camelbak Referral Hospital Inners per Outer

(Store)

Note

Program

Custom stock fields

Cancel OK

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	Bandage W.O.W. 15cm wide x 5m roll		<input style="border: none; background-color: transparent;" type="button" value="Download"/>	201116
Line	2			
Quan	5	of 100	Total	60
Pack	12	Roll	Outer pack size	0

Add Place holder		Re-lookup Sell Price										
Line	Issue	Available	Tot in st...	Pack	Hold	Batch	Exdate	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 checked="" 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	Bike Hospital		Confirm date	00/00/00		Colour	Black	
Ther ref			BIK			Invoice	36	
Comment			<input style="border: none; background-color: transparent;" type="button" value="Download"/>	Category		None		
	<input style="border: none; background-color: transparent;" type="button" value="New line"/>	<input style="border: none; background-color: transparent;" type="button" value="Delete line(s)"/>	<input style="border: none; background-color: transparent;" type="button" value="History"/>	<input style="border: none; background-color: transparent;" type="button" value="Confirm"/>	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
General Summary by Item Summary by Batch Transport details Documents Log										

<input type="button" value="Print"/> <input type="button" value="Print PDF"/> <input type="button" value="Print XLS"/>	Other charges	Item: <input type="text" value=""/>	Amount: <input type="text" value="0.00"/>
		Subtotal: 203.35 <input type="checkbox"/> 0.00 % Tax: 0.00 Total: 203.35	
<input type="checkbox"/> Hold <input type="checkbox"/> Finalise		<input type="button" value="OK & Next"/> <input type="button" value="Delete"/> <input style="background-color: #0070C0; color: white; border: 1px solid #0070C0;" type="button" value="OK"/> <input type="checkbox"/> <input style="margin-left: 10px;" type="button" value="Print"/>	

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.

Item Margins

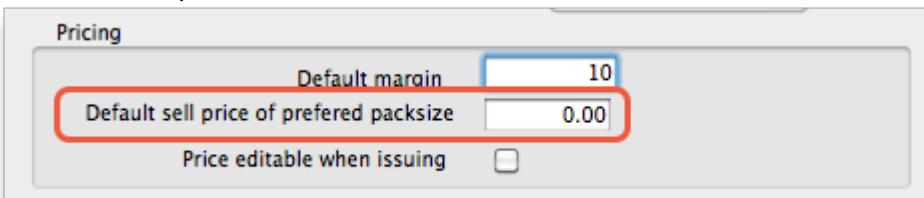
The price you charge customers for your goods is, of course, very important. mSupply provides you with several different ways to set the selling price of your goods. Here they are:

- 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.



- 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.

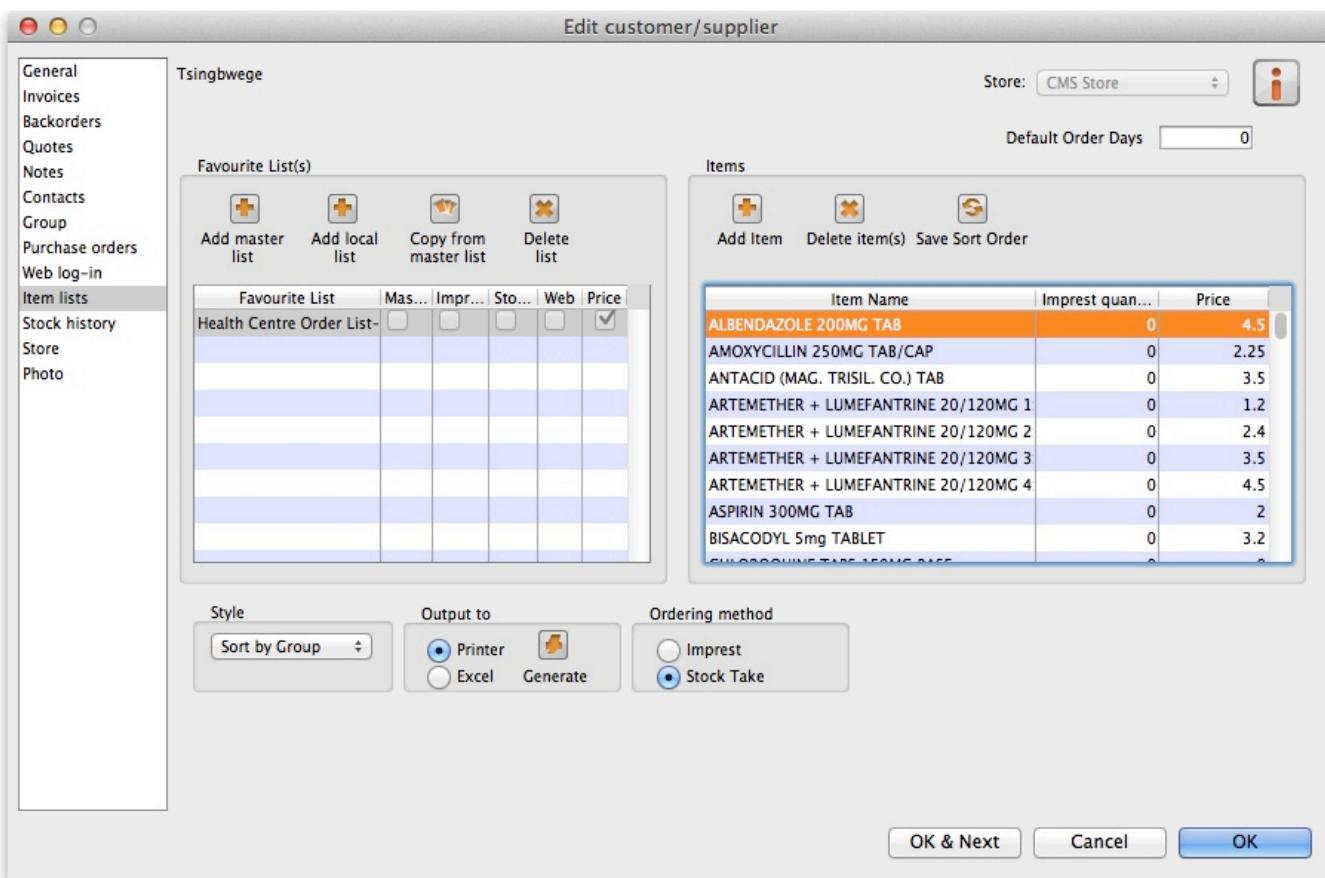
- You can set item prices when setting up a data file by importing an item list. (see below)

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

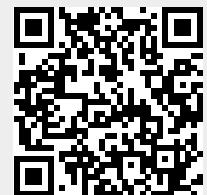


Make sure the list is selected and then go to the **Items** section of the window. Enter the corresponding prices that you would like to assign to each item for that customer by clicking on the item and then clicking on the price ("0" by default). You can also add items to the list by clicking **Add 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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