mSupply documentation wiki - https://docs.msupply.org.nz/

# 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)

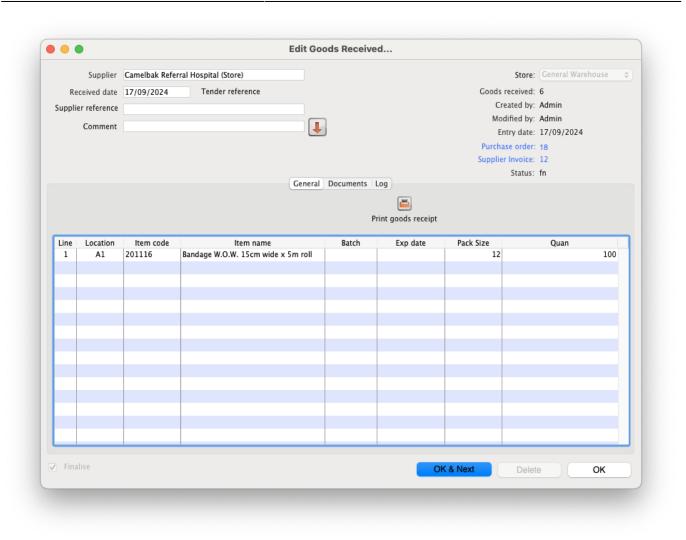
At the first instance, stock is often introduced into the supply chain via a purchase order. Each item ordered will have a price per pack which is carried through the next steps.

•					Edit	Purcha	se order	r						
	Order nun	n: 18 Name Cam	elbak Ref	erral Hos	spital (Store	2)						Colour	Black	
	Confirm dat	te 17/09/2024					R	Reference				Status: cn		
Reque	sted deliver	y: 00/00/00										Store: Gen	eral Warehou	ise
		General Det	ails Goo	ds Recei	ived Supp	lier Invoic	es loa	Location	Custom dat	a Documer	nts			
÷	1		) (		rea sapp								ſ	i
New li	j ina Da	lete lines Update EDD Print		onfirm						Category	None			 Info
New II	ine De	iete intes Opdate EDD Print		onnrm										nio
Show a	all lines	0							Currency	AUD	😳 Fo	orex rate	0.7783	
Line	ltem 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.Wm wide x 5m roll	100	12	1200	1200	1200	5532	0	0	4,750.00			Ge.
	Supplier	r discount									Estim	ated subtotal	4	,750.00
S	Percent	tage 0 Discount ar	nount		0.00					Esti		fter discount		,750.00
	Locked	d 📃 Auto calc usage												
E Fi	inalise orde	r 🗸 Authorise							Oł	< & Next		Delete	0	ĸ

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.

•					Sup	plier Invoi	ce					
	Name O	amelbak Referral Hospital (Store)	Ļ			Confi	rm date: 17/09/2024	1		Co	olour	Black
	Their ref		camelrefhosp							nvoice nur	nber: 12	
		Goods received: 6				Category	lone	0			date: 17/09/	2024
	Comment C	Joous received. o				category	tone			St	atus: cn	
									(	Goods rece	ived: 6	
+	- Inite			1					1	Purchase o	rder: 18	
New line	Add items fr	om Delete line	D	uplicate						Requis	ition: 0	
	requisition	1		lines							d by: Admin	
										S	tore: Genera	l Warehouse
			General Summ	ary by	Item Sur	nmary by Bat	ch   Price   Document	ts Log				
Lo	ltem code	Item Name	Qty	Pack	Batch	Expiry	Manufacturer	Cost Price	Sell Price		Price exten	
1 A1	201116	Bandage W.O.W. 15cm wide x 5m	roll 100	12			Aspen MI Devices	36.96	36.96			3,696.93
		Other charges										
											Subtotal:	3,696.93
<u>s</u> 🛛	1 📩	Item(s):								0.00	% Tax:	0.00
		Amount: 0.00									Total:	3,696.93
Hold	F	oort batch: 0										
Finalise	Exp	Margin: 0.00						OK &	levt	Delete		ОК
								OKa		Doloto		

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

	Add/ec	lit supplier invoice lin	e	
Item Band	age W.O.W. 15cm wide x 5m r	roll	J	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 5
Expiry 00/0	0/00		Volume per pack	0 m3 🛐
			Weight per pack	0 kg S
Price per	pack (AUD) 47.50	Adjusted local cost 36.96	% Margin	Sell price 40.67
Price exte	nsion (USD) 3,696.92			
Manufacturer Asper	Medical Devices			
		Canaal	OK	OK 8 Next
		Cancel	ОК	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.

							Item de	talls						
General Storage		ltem	name	Bandage W	.O.W. 15	cm wide	x 5m roll				Ste	ore: Genera	Warehouse	e 0
Misc		lten	n code	201116										
Usage		<b>(</b>	ſ										G	-
Stock							2			-				
Ledger	Sho	w zero line	es l	Print	Split	Upda	ate sell prices		ow related invoices	Conso	olidate	Labels	Print barc	ode labels
Quotes		Available	Total	1	1									Tc
Backorders	Line	packs	packs	Hold	Pack	Batch	Expdate	Supplier	Manufacturer	Location	Cost Price	Sell Price	Status	vol
lotes	1	3	1	5	12			LUPIN	Pyretuticals	A1	3.00	4.20		
Reconcile	2	100	10	D 📄	12			cahosp	Aspeevices	A1	36.96	40.67		
Bill of materials	3	334	34	6	12	D456486	30/04/2021	invad		A1	0.49	0.48		
Purchase Orders														
Order options														
Dispensing														
Reporting														
.og														
Requisitions														
Stores														
Barcodes					1									
Custom data	Sto	ck							Non s	tock items			-	1
Master lists Interactions	Ν	/inimum s	tock		0	Maximum	n stock	0		Non stock i	item		Check l	-
Interactions		Stock on h	nand	5.53	32	Total stoc	k value	3.911.46	Defa	ult custom	er		CHECK	eugei
		Stock on o	rder		0	Average ur	nit cost	0.70	Dele	ture custorin				
						Total V		0.00				_		
	Ma	nths Cover						0.00						
	MO			-			<b>C</b>							
		Based on	0	0	month	s usage	Calculate		Exclude sto		oiry date less		3 month	
		F	For stoc	k on hand		(m	onths cover)			Generati	ng an order	for	0 month stock	
		Includir	ng stoc	k on order		(m	onths cover)			will orde	r a quantity	of	Stock	
Delete								OK & Prev	ious	OK & Nex	•	Cancel		Ж
Delete							_			on a nex		Janoor		

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

0		Ite	em stock li	ine details		
tem code 2011	16 Item	name Bandag	ge W.O.W. 1	5cm wide x 5m rol	I	
		General Ledg	ger Status	Reference documents	Log	
Quantity acco	rding to stock					
Total Quan	tity 100				Available 100	
Cost price	36.96925		Hold		Volume per pack	0 m3
Sell price	40.67		Location	41	Weight per pack	0 kg
	00/00/00		Pack size			0 Kg
Batch	00/00/00	0				
			n per inner	0	Initial quantity 0	
Supplier	Camelbak Referral H (Store)	iospital inners	per Outer	0		
					Program	0
Note						
Custo	m 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.

Qu	ne an	2 5 of 1	00	Total	6	0						
Pa	ick	12 Roll	Oute	r pack s	ize	0						
	Add	Place hold	er			Re-look	up Sell Price					
Line	lssue	Available	Tot in st	Pack	Hold	Batch	Expdate	Supplier	Location	Cost Price	Sell price	Sta
1	0	-		12				LUPIN	A1	3.00	4.20	
2	5			12				camosp	A1	36.96	40.67	
3	0	334	346	12		D456486	30/04/2021	invad	A1	0.49	0.48	_
												- 1
						1		1				
	Tota	l quantity i	issued ailable	60 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.

-					Carlow day	00/00/00						
	like Hospi	tal			Confirm date	00/00/00				Colo	ur	Black
Their ref				BIK						Invoid		
Comment					Category	None	0				te: 18/09/2	024
									G	oods receive		
										Requisitio		
New line		Delete	line(c)		History	E Carafaria				Statu Entered b	is: sg by: Admin	
New line		Delete	line(s)		History	Confirm					re: General \	Naraboura
										310	e. General i	warenouse
				General Summary	by Item   Summary	by Batch   Transport de	tails Docur	nents	Log			
Notes Line Lo	ocation	ltem code			Item Name		Quan	Pac	Batch	Exp date	Sell Price	Price exten
2 A1		201116	Bandage W	.O.W. 15cm wide x 5	m roll		5	12			40.67	203.35
			1							-		
<b>i</b> 🛛	-			Other charges	Item:					Am	ount:	0.00
										Sub	total:	203.35
									â		Tax:	0.00
											Fotal:	203.35
Hold Finalise		Export batch: 0					0	0K & N	lext	Delete		ОК
manse												

### 6. Prescriptions

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

• • •		Prescription Entry		
Patient details				Black
New Patient Code: 0160/ Prescriber Boone, Adrian Code: ab	47/00	Date of birth: 28/08/1985          Female           Address: Buota         Address: Buota           ate:         00/00/00         ate           18/09/2024	Invoi	ed 18/09/2024 ce 37 by Admin re: General Warehouse
New line Delete line(s)	History Repeats	Reference Comment	Category None	•
Line Location	Item Name I.W. 15cm wide x 5m roll	Quan Pa Batch Exp (	late Sell Price Price 40.67	exten 203.35
s i 🛛 🖬	ltem:	Amount: 0.00		
Date		Notes New note Delete note	Subtot: 0.00 % Ta 0% discour Tot: Amount Outstandin	x: 0.00 nt: 0.00 al: 203.35
Finalise Export batch:	0 Status: nw	C	K & Next Delete	ок 🗌 🔚

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.

Description	Default Price List			Created da	te: 18/09/2024
Note					
NOL				Created b	oy: Admin
Discount 9		-			
	<ul> <li>Automatically add new items to this master li</li> <li>This master list is a patient list</li> </ul>	st			
	✓ Is default price list				
	Items	In use by   Tags   Program	Settings		
-					
				2	
Add item	Remove Item(s) Save Sort order Copy to clip!	board	Update pr	ices to 12 month average	Import item list
Search items					
ltem code	ltem name	Item department	Item category	Imprest quantity	Price per unit
201116	Bandage W.O.W. 15cm wide x 5m roll		DRESSINGS	0	1

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.

						Add it	em					
	ltem Ban	dage W.C	.W. 15cm wide	x 5m ro	dl.			ļ	201116			
	Line	1							,		New ite	m
	Quan	0 of	3	Total		0						
	Pack	12 Ro	ll Out	er pack :	size	0						
	Ad	d Place h	older									
Lin	e Issue	Availa	le Tot in st	Pack	Hold	Batch	Expdate	Supplier	Location	Cost Price	Sell price	Sta
	1	0	3 15		-			LUPIN	A1	3.00	12.00	
	2		90 95					camosp	A1	36.96	12.00	
	3	0 12			$\cup$			invad	A1	190.00	72.00	
	4	0 3	34 346	12		D456486	30/04/2021	invad	A1	0.49	12.00	
	1	1		1				1 1			1	
	To	tal quanti	ty issued	0								
	Tota	quantity	available	91524								
								-				
								Can	cel	OK	OK 8	Nex

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".

Description	Patient Price List			Created dat	e: 18/09/2024			
Note				Created by: Admin				
Discount 9								
	Automatically add new items to this master list	st						
	This master list is a patient list     Is default price list							
	b defait precise							
	Items	In use by   Tags   Program	Settings					
				<b>S</b>				
	Remove Item(s) Save Sort order Copy to clipt	ooard	Update p	rices to 12 month	Import item list			
Search items				average				
				Imprest	Price per			
Item code	Item name	Item department	Item category	quantity	unit 2			
201116	Bandage W.O.W. 15cm wide x 5m roll		DRESSINGS	0	2			
/1		OK & Previous	OK & Next	Cancel	OK			

If an item is in both the Patient Price List and the Default Price List, in a prescription the Patient Price List price will take priority over the default price list.

A Master list may be both a Patient Price List and Default Price List, but it is redundant [].

### **Discount Lists**

Discount lists are a simple mechanism for setting a discount percentage rate for a set of items. They can be configured by simply adding a value to the Discount % field of a Master List. This discount rate will be applied on included items in all stores in mSupply.

Description	Discount list 50%			Created da	ite: 18/09/2024
No	te			Created	by: Admin
Discourt	er 50				
Discount	Automatically add new items to this master l	ist			
	✓ This master list is a patient list				
	Is default price list				
	Items	In use by   Tags   Program	Settings		
-				2	-
Add item	Remove Item(s) Save Sort order Copy to clip	, board		rices to 12 month average	Import item list
Search items				average	
ltem code	ltem name	ltem department	Item category	Imprest quantity	Price per unit
201116	Bandage W.O.W. 15cm wide x 5m roll		DRESSINGS	0	0
/1		OK & Previous	OK & Next	Cancel	OK

This will be applied when adding items to a Customer Invoice. Below we can see the the Default Sell Price (per unit) applied to our stock lines has had a 50% discount rate applied. If item selected is not in the Default Price List, it's normal sell price of the stock line selected will be used.

						Add it	em					
lte	Item Bandage W.O.W. 15cm wide x 5m roll						201116			New item		
Li	Line 1											
		_		Tetel		0						
Qu	an	0 of 3		Total _		U						
Pa	ck	12 Roll	Oute	r pack s	ize	0						
	Add	Place holde	er									
Line	Issue	Available	Tot in st	Pack	Hold	Batch	Expdate	Supplier	Location	Cost Price	Sell price	Sta
1	0	3	15	12				LUPIN	A1	3.00	6.00	
2	0	90	95	12				camosp	A1	36.96	6.00	
3	0	1200	1200	72				invad	A1	190.00	36.00	
4	0	334	346	12		D456486	30/04/2021	invad	A1	0.49	6.00	
	Total	quantity is	ssued	0								
		uantity ava		91524								
								Can	cel	OK	OK &	Next
												-

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 overides 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.

Default margin	10
Default sell price of prefered packsize	0.00
Price editable when issuing	

- 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)

00			E	dit custom	ner/supplier				
General nvoices Backorders	Tsingbwege				Store: CMS Store + Default Order Days 0				
Quotes	Faururita (int/a)								
Notes Contacts Group Purchase orders Veb log-in	Favourite List(s)	Copy from master list			Items           Items           Add Item           Delete item(s)           Save Sort Order				
tem lists	Favourite List	Mas Impr	Sto Web	Price	Item Name	Imprest quan	Price		
tock history	Health Centre Order List-				ALBENDAZOLE 200MG TAB	0	4.5		
Store Photo					AMOXYCILLIN 250MG TAB/CAP	0	2.25		
					ANTACID (MAG. TRISIL. CO.) TAB	0	3.5		
					ARTEMETHER + LUMEFANTRINE 20/120MG 1	0	1.2		
					ARTEMETHER + LUMEFANTRINE 20/120MG 2	0	2.4		
					ARTEMETHER + LUMEFANTRINE 20/120MG 3	0	3.5		
					ARTEMETHER + LUMEFANTRINE 20/120MG 4	0	4.5		
					ASPIRIN 300MG TAB	0	2		
					BISACODYL 5mg TABLET	0	3.2		
	Style	Output to	ter 🅖		dering method Imprest Stock Take				
					OK & Next	Cancel	ОК		

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

⊖ ○ ⊖ Ada	local list
Description Health C	entre Order List
Imprest Ordering list for web	<ul> <li>Customer Stock History</li> <li>Price list</li> </ul>
	Cancel OK

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.

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