

Price Sheets

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This is the place to lay out all of your formulas for setting the price of all the products in your stores. Price Sheets let you control markup by fixed amounts and by percentages. You can have different prices for different online locations. You can hide your shipping costs in the markup.

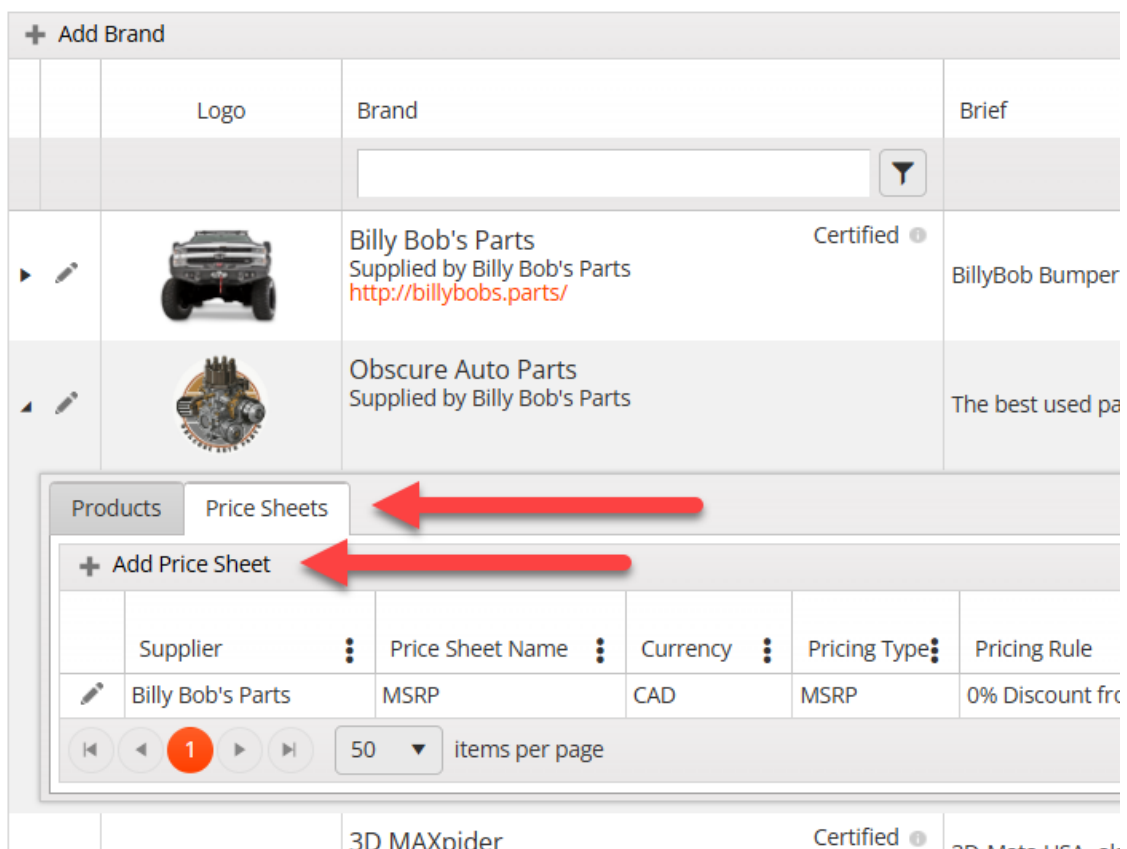
Advanced features allow for price rounding and markups based on variables like weight.

It is important to know that Mecka is designed to always enforce MAP. If you happen to set your Price Sheet to come up with a selling price that is lower than MAP, Mecka will raise the price to ensure that you are compliant.



How to Edit Price Sheets

From your dashboard, open up a brand and click on the Price Sheets tab. Then click on 'Add Price Sheet' to get started.

Catalog Manager



The screenshot shows the 'Catalog Manager' interface. At the top, there is a '+ Add Brand' button. Below it is a table with columns: Logo, Brand, and Brief. The table contains two entries: 'Billy Bob's Parts' (with a truck logo) and 'Obscure Auto Parts' (with a car engine logo). Below the table, there is a 'Products' tab and a 'Price Sheets' tab. The 'Price Sheets' tab is selected, and a red arrow points to it. Below the tabs, there is a '+ Add Price Sheet' button, also highlighted with a red arrow. Below the button is a table with columns: Supplier, Price Sheet Name, Currency, Pricing Type, and Pricing Rule. The table contains one entry: 'Billy Bob's Parts' (Supplier), 'MSRP' (Price Sheet Name), 'CAD' (Currency), 'MSRP' (Pricing Type), and '0% Discount from' (Pricing Rule). At the bottom, there is a pagination bar showing '1' (selected), '50' items per page, and navigation buttons.

Logo	Brand	Brief
	Billy Bob's Parts Supplied by Billy Bob's Parts http://billybobs.parts/	BillyBob Bumper
	Obscure Auto Parts Supplied by Billy Bob's Parts	The best used pa

Supplier	Price Sheet Name	Currency	Pricing Type	Pricing Rule
Billy Bob's Parts	MSRP	CAD	MSRP	0% Discount from

This will open a window that contains all the settings needed to create a new Price Sheet.

Add Price Sheet Obscure Auto Parts

Price Sheet Details

Price Sheet Name *

Pricing Type *

Currency *

☐ B2C Price
☒ B2B Price (Default)

Standard Pricing Rule

Price Sheet Features

Price Sheet Name: we recommend a strategy that is similar to the content of the Price Sheet using names like "eBay" or "Retail"

Pricing Type: has specific options based on the Price Sheet that you are creating. **(The most common Pricing Types are bold.)**

- Brand Owners
 - Core
 - Purpose: This is setting the starting price for your personal branded products.
 - Limit: One per currency, per brand.
 - Access: Available to all Mecka subscribers.
 - Created by:** Brand owner only.
 - Behavior:
 - Core prices always appear in B2B search results in the preferred currency.
 - Example: If searching in USD, Mecka will display the Core USD price sheet (if it exists). If no USD Core exists, Mecka shows the next available currency so B2B customers always see a Core price.
- B2C-Level Mecka Subscription
 - Cost
 - Purpose: Use this type to share the cost of your products with other Mecka subscribers that are al using this platform
 - Limit:** One per currency, per brand.
 - Flexibility:** Anyone can create Cost price sheets, overriding supplied costs in Mecka.
 - Purpose:
 - Supports cases where manufacturers restrict MSRP/Jobber data.
 - Ensures accurate margin and markup calculations across price sheets.
 - Multi-currency:** Cost sheets must exist for each currency to calculate margins/markups. However, costs can be approximated from another currency (e.g., derive USD cost from CAD cost discounted at 30%).
 - Factoring
 - Purpose: **Used strictly to raise or lower another price. For example, you want to add an additional \$10 charge on top of an already calculated price.**
 - Limit:** **Unlimited per brand.**
 - Restriction:** **Cannot be assigned directly to customers.**
 - Jobber
 - Purpose:** Serves as a baseline for businesses that manage pricing using Jobber rates.

- Limit:** One per currency, per brand.
- MSRP
 - Purpose: Use this when its necessary to set a specific price
 - Limit:** One per currency, per brand.
 - Created by:** Typically brand owner/manufacturer, but Mecka allows anyone to create MSRP sheets (overriding supplier MSRP).
- Retail
 - Limit:** One per currency, per brand.
 - Purpose: Used for display on sales channels such as websites, eBay, and the Mecka portal.
- B2B-Level Subscription (Includes all B2C-level features, plus:
 - Wholesale
 - Limit:** Unlimited per brand, in any currency.
 - Purpose:** Assign prices directly to customers.
- Manufacturer-Level Subscription - Includes all B2B-level features, plus:
 - Retail MAP
 - Limit:** One per currency, per brand.
 - Visibility:** Displayed in the pricing sheet editor only when the brand owner specifies a Retail MAP.
 - Definition:** Sets the minimum price a Retail price sheet (website, marketplace, etc.) can sell for.
 - Note:** Does not affect Wholesale pricing.
- Wholesale MAP
 - Limit:** One per currency, per brand.
 - Visibility:** Displayed in the pricing sheet editor only when the brand owner specifies a Wholesale MAP.
 - Definition:** Sets the minimum price a Wholesale price sheet can sell for.
 - Note:** Does not affect Retail pricing.

Currency: US, Canadian, and Mexican currencies are at the top of the list.

B2C Price: This checkbox is used to set this Price Sheet to be used on your Mecka run e-commerce website.

B2B Price (Default): This is to set this Price Sheet as your default wholesale price.

The next section has options for both Basic and Advanced features.

Basic Price Sheet

The Basic features cover the most common options.

Standard Pricing Rule
Members
Upload

Price Sheet Features
Basic

☒ Automatically Adjust Pricing When Base Price Changes

☐ Force to MAP When Available

Percentage (%)
75.0000

Flat Amount (\$)

Operation
Discount

From Base
MSRP USD

Automatically Adjust Pricing When Base Price Changes: As Mecka gets the latest prices from your suppliers it will raise or lower the prices on your stores.

Force to MAP When Available: Enable this checkbox to LOWER all the prices on this Price Sheet to MAP. Be careful when using this option because it can cause you to sell below your total cost.

Percentage (%): Set the value that you want to use

Flat Amount (\$): Will be in the currency that you selected

Operation:

- **Discount:** Will lower the final result. Could be used on brands that have a rather high MSRP.
- **Fixed Price:**
- **Margin:**
- **Markup:** Will raise the final result. Typically take your base price and add some kind of markup on it

From Base: An initial Price Sheet will likely only have choices in this drop-down box for MSRP. However, all additional Price Sheets will also appear in this list. This can allow you to build a Price Sheet by making modifications to a previous Price Sheet.

Refresh: Click this button to see the results of your Price Sheet. This will allow you to determine if the settings you chose are what you wanted.

Advanced Price Sheet

The screenshot shows the 'Advanced Price Sheet' configuration interface. At the top, there is a tab labeled 'Standard Pricing Rule'. Below this, the 'Price Sheet Features' section includes a dropdown menu set to 'Advanced' and two checkboxes: 'Automatically Adjust Pricing When Base Price Changes' (checked) and 'Force to MAP When Available' (unchecked). To the right, the 'Advanced Pricing Features' section is highlighted with a red box and contains three unchecked checkboxes: 'Additive Pricing', 'Price Rounding', and 'Structured Markup'. Below these sections, there are four input fields: 'Percentage (%)' with a value of '1.0000', 'Flat Amount (\$)' with a value of '4.00', 'Operation' with a dropdown set to 'Markup', and 'From Base' with a dropdown set to 'From Base'.

Additive Pricing:

Price Rounding:

This is useful to round UP prices on this Price Sheet to make a store appear less cluttered. When selected, it will cause all products to have prices that end in your choice of: .99, .98, .97 or more.

Structured Markup:

Set markup values on products based on either Price, Weight, or Dimension ranges. There must always be at least 2 range sequences. The first range sequence always starts at zero, and the last range in the sequence is always represented as infinity. Structured Markup based on Price can build off of other Price Sheets if needed. Weight and Dimension will all be based on data from PIES or that has been uploaded into Mecka.

Click on '+ Add Range' for each additional sequence.

Some stores chose to use Structured Markup as a way to incorporate shipping charges. This allows them to advertise free shipping but still find a way to cover the cost. An example could be a table that calculates an additional charge using this kind of formula:

- From \$0 to \$75: \$15 shipping
- From \$75 to \$150: \$10 shipping
- Over \$150: \$0 shipping

That would result in a Structured Markup table that looks like:

Price Range (dollars)

Reference Price Sheet: eBay USD

+ Add Range

FROM	TO	PERCENTAGE (%)	AMOUNT (\$)	
0.01	75		15	
75.01	150		10	X
150.01	∞		0	

Refresh

Part Number	Base Price	Cost From Supplier	Core Charge	Total Cost	Reti
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Click on the Refresh button to preview how the new prices will appear.

You can experiment with all the variations on the Price Sheet until you see the prices that you wish to use.

Just click on 'Refresh' every time you make a change to see the results.

You can click on SAVE at any time to hold onto your work. SAVE AND CLOSE to implement a Price Sheet and move on to the next step. Or CLOSE to abandon your work and move on to other adventures.