

Hardware Markup and Multiplier by Series

This feature will allow entries in the Hardware Mark Up and Multiplier table to be stored based on the Hardware Item Type and the Series. These attributes are created using the Hardware Configurator. Therefore, entries can only be created for Manufacturers for which you subscribe to the electronic price book. (To add any additional electronic price books please contact support@softwareforhardware.com)

IMPORTANT NOTE: Once this feature is engaged it cannot be turned off. Kindly review the functionality carefully before electing to use this feature. Contact Software for Hardware Customer Support if you have any questions prior to beginning the transition.

This functionality requires entries in the new Hardware Mark Up/Multiplier by Series Table. The implementation process allows for access to the table for data entry before turning the functionality on for use within the software. During the data entry period the existing Mark Up/Multiplier table data will be used.

Step 1 - Enable the Hardware Multiplier by Series option for Data Entry

Click File > Optional Settings > Company

1. Check the box under Functionality for Allow Entry for Accessory/Hardware Multiplier by Series
2. Click Save

Miscellaneous	
<input type="checkbox"/>	Always Ask User for PO Number
Harmonize Sales Tax (HST)	
Default HST %	.00
Tables	
<input type="checkbox"/>	Do NOT Automatically Create Non-Stock Items
<input checked="" type="checkbox"/>	Disable Popup Message Adding to Master Tables
Functionality	
<input type="checkbox"/>	Auto-fill Dimensions in the Opening Screen
<input type="checkbox"/>	Disable Alternating Gray Color on Display Grids
<input type="checkbox"/>	Enable Accessory/Hardware Multiplier by Series
<input type="checkbox"/>	Allow Entry for Accessory/Hardware Multiplier by Series
<input type="checkbox"/>	Enable Job Detailer
<input type="checkbox"/>	Exclude Pricing When Selecting Non-Stock Items
<input type="checkbox"/>	Hardware Pricing : Markup & Frozen Selling by Manufacturer
<input checked="" type="checkbox"/>	Require Contact Info for Contract Jobs and Sales Orders
<input type="checkbox"/>	Save Sales Order When Pressing ENTER KEY in Date Shipped
<input type="checkbox"/>	Suppress Door/Frame Catalog Update Messages
<input type="checkbox"/>	Suppress Message for Material Category, Set Default to:
<input type="radio"/>	Yes
<input type="radio"/>	No
<input type="radio"/>	Cancel

Step 2 - Create at least one SFH user with an Authorization Level of *Hardware Multiplier by Series*

Click File > Administrative Functions

1. Click on the User Name in the grid
2. Check box next to *Hardware Multiplier by Series*
3. Click Change

Repeat for any additional users

The screenshot shows the 'Administration' window with the following details:

- User Name:** JSmith
- User Password:** [Redacted]
- Full Name:** John Smith
- Authorization Level:**
 - Administrative
 - Defaults
 - Tables
 - Terminal Admin
 - Contacts
 - Archive
 - Job Detailer
 - Dashboard
 - Hardware Multiplier by Series (2)

User Name	User Password	Admin	Defaults	Tables	Archive	Contacts	Detailer	Terminal Admin	Dashboard	Full Name
JSmith (1)	[Redacted]	YES	NO	YES	NO	NO	NO	NO	NO	John Smith
SJones	[Redacted]	NO	YES	YES	NO	YES	NO	NO	NO	Sally Jones

Buttons at the bottom: Refresh, Add, Change (3), Delete, Close.

Step 3 - Create new entries in the Hardware Mark Ups and Multipliers by Series Table

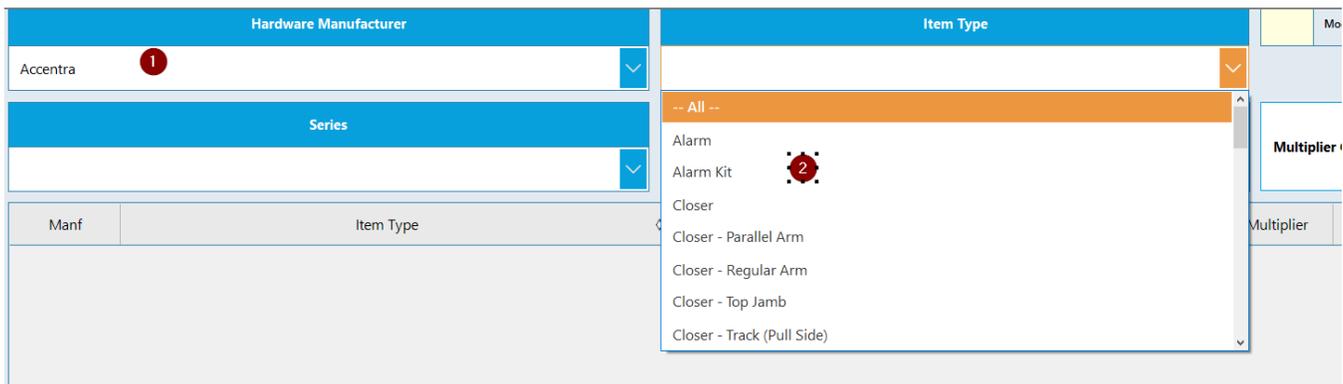
NOTE: This task must be done by a user logged into the software with the Administrative Right you assigned in Step 2.

Click Tables > Hardware Mark Ups and Multipliers by Series

1. Choose the Hardware Manufacturer
2. Choose an Item Type

Option 1: Select --All-- from the dropdown list. The software will auto populate the table with all possible Item Type/Series combinations offered by the manufacturer.

Option 2: Select a single Item Type to manually create specific combinations one by one. You must also select a Series value when using this option.



3. Enter a Multiplier value
4. Enter a Markup Percent
5. Click Add

Sample of data created using Option1

Manf	Item Type	Series	Multiplier	Markup%
ACCE	Alarm	Electrified Accessories	0.3500	50.0000
ACCE	Alarm Kit	6116-36	0.3500	50.0000
ACCE	Alarm Kit	6116-48	0.3500	50.0000
ACCE	Alarm Kit	6216-36	0.3500	50.0000
ACCE	Alarm Kit	7116-36	0.3500	50.0000
ACCE	Alarm Kit	7116-48	0.3500	50.0000
ACCE	Alarm Kit	7216-36	0.3500	50.0000
ACCE	Closer	1100	0.3500	50.0000
ACCE	Closer	2700	0.3500	50.0000
ACCE	Closer	3301	0.3500	50.0000
ACCE	Closer	3501	0.3500	50.0000

Maintaining Entries in the Hardware Mark Ups and Multipliers by Series Table

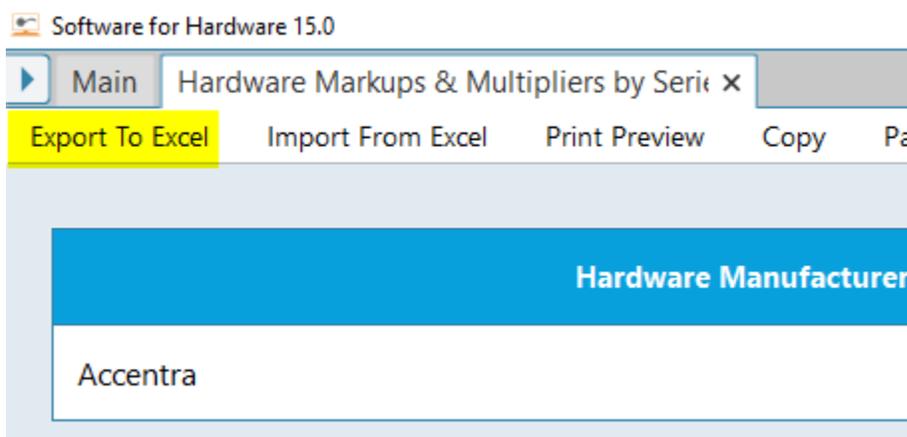
Select the Manufacturer you wish to work on.

The grid will populate with existing entries.

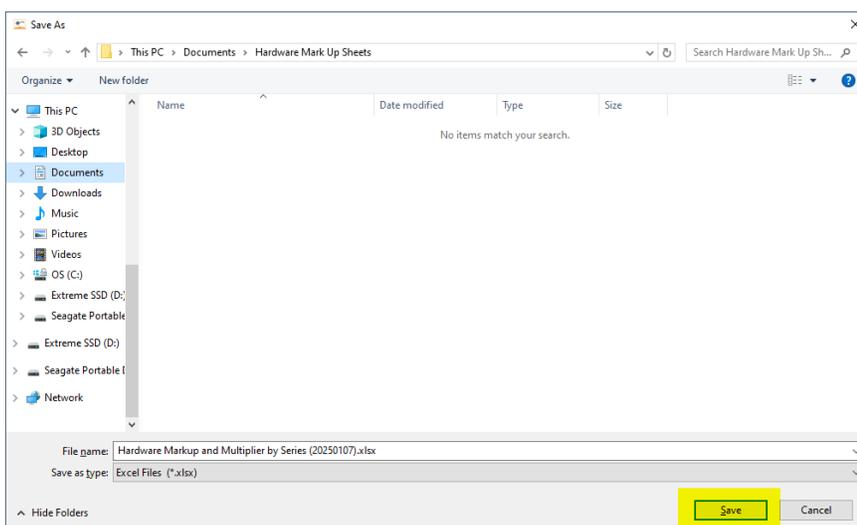
Option 1: Export/Import

Once the table is populated with values, the data may be exported into an Excel spreadsheet, modified and imported back into the table.

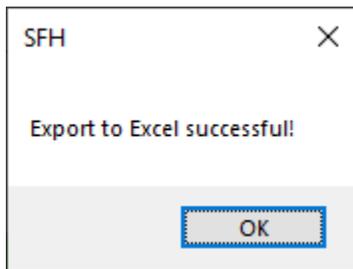
1. Click Export to Excel



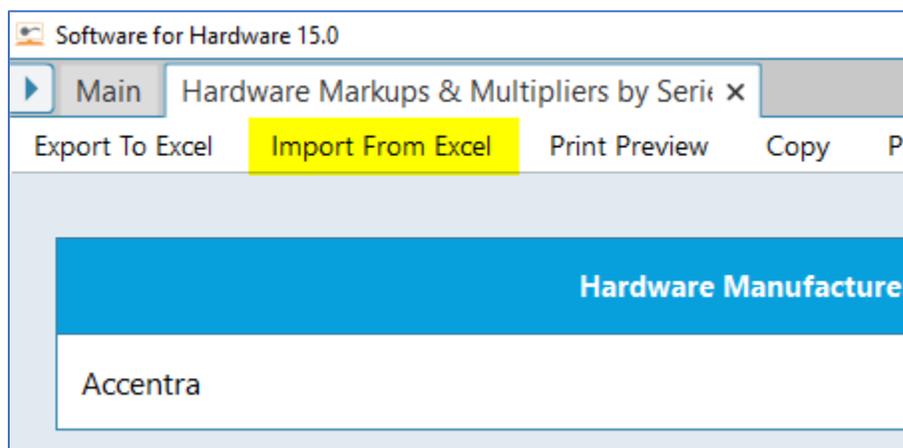
2. Name your file and choose a location to save it to
3. Click Save



You will receive a message when the export is completed



4. Open the exported file Excel and make the desired changes
5. Save the Excel file
6. Return to Software for Hardware and click Import from Excel

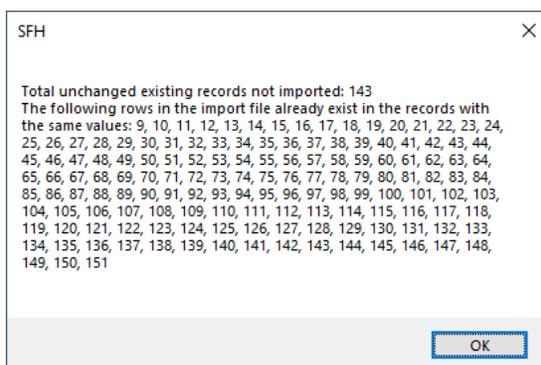


7. Navigate to your save file
8. Click Open

The software will provide a message indicating record counts.

In this example, only certain rows were changed. The balance were excluded.

9. Click OK



10. After the data is imported, only the changed items will display in the grid. Click Save Change to save your newly imported data or Cancel to discard any changes

*****Imported data will overwrite existing values*****

These is no “undo” button. Please review your work carefully before clicking Save Changes.

The screenshot shows a software window titled 'Hardware Markups & Multipliers by Seri...'. It features a menu bar with options like 'Import To Excel', 'Import From Excel', 'Print Preview', 'Copy', and 'Paste'. Below the menu are several filter sections: 'Hardware Manufacturer', 'Item Type', 'Series', 'Multiplier', and 'Markup Percent'. A 'Multiplier Calculator' section is also present. The main area is a data grid with the following data:

Manf	Item Type	Series	Multiplier	Markup%
ACCE	Alarm	Electrified Accessories	0.5000	60.0000
ACCE	Alarm Kit	6116-36	0.5000	60.0000
ACCE	Alarm Kit	6116-48	0.5000	60.0000
ACCE	Alarm Kit	6216-36	0.5000	60.0000
ACCE	Alarm Kit	7116-36	0.5000	60.0000
ACCE	Alarm Kit	7116-48	0.5000	60.0000
ACCE	Alarm Kit	7216-36	0.5000	60.0000

At the bottom, there is a toolbar with buttons for 'Add', 'Save Changes', 'Delete', 'Cancel', 'Find', 'Item Type', 'Search', and 'Close'. A red callout box with the text 'User must select one of these options after import' points to the 'Save Changes' and 'Cancel' buttons.

Option 2: Work on entries within the table

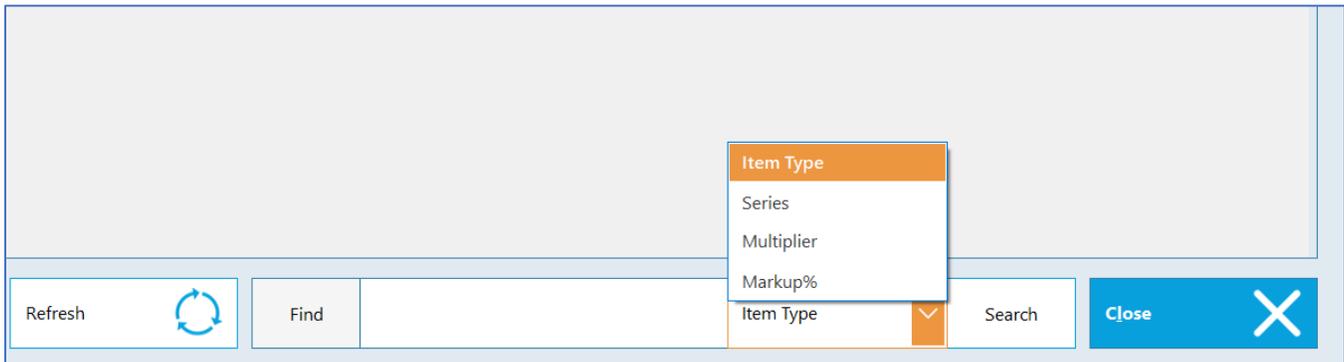
To edit any entries:

- Select the entry in the grid
- Edit the multiplier and/or mark up
- Click Save Changes

To delete any entries:

- Select the entry in the grid
- Click Delete

There is a Search option to assist in finding values you wish to edit. There are options to search by Item Type, Series, Multiplier and Markup %.



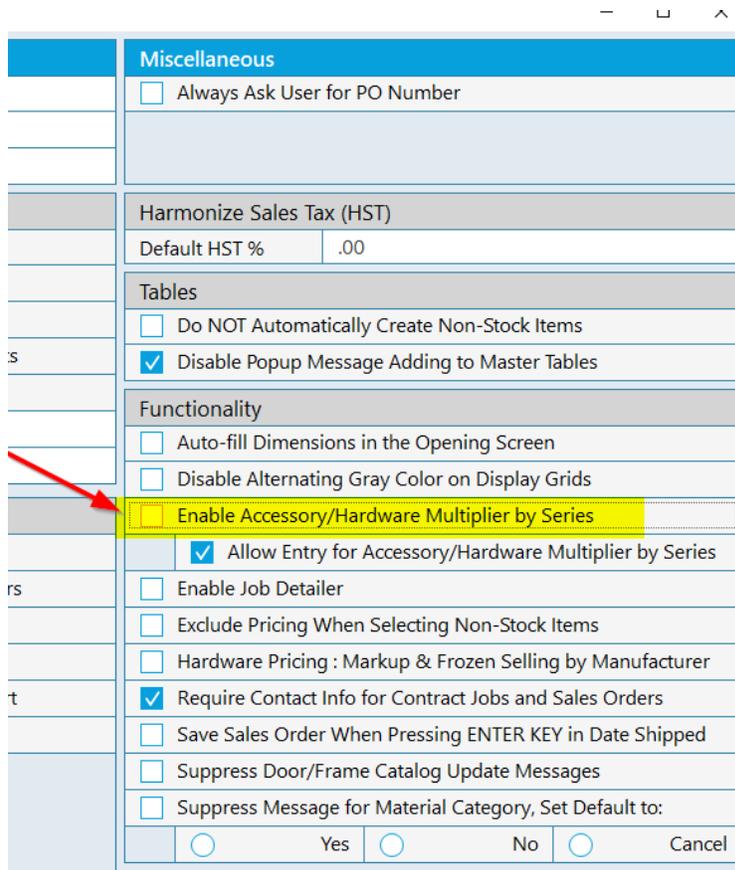
There is also a Refresh button to clear all data currently being displayed in the grid.

Step 4: Turn on the new functionality for use throughout the software

REMINDER: Once this feature is engaged it cannot be turned off. Kindly review the functionality carefully before electing to use this feature. Contact Software for Hardware Customer Support if you have any questions prior to beginning the transition.

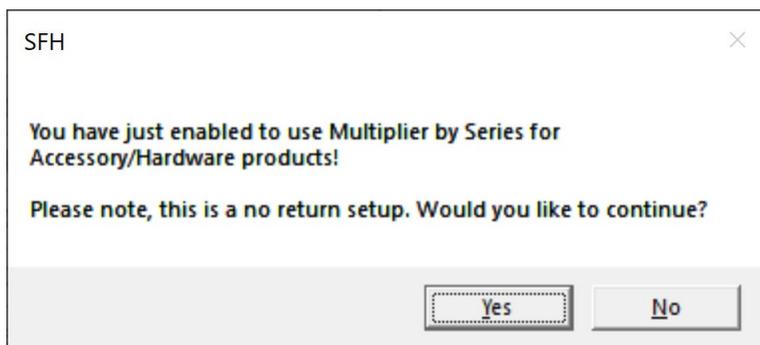
When **ALL** data has been entered into the new table,

1. Check the box under Functionality for Enable Accessory/Hardware Multiplier by Series



Miscellaneous	
<input type="checkbox"/>	Always Ask User for PO Number
Harmonize Sales Tax (HST)	
Default HST %	.00
Tables	
<input type="checkbox"/>	Do NOT Automatically Create Non-Stock Items
<input checked="" type="checkbox"/>	Disable Popup Message Adding to Master Tables
Functionality	
<input type="checkbox"/>	Auto-fill Dimensions in the Opening Screen
<input type="checkbox"/>	Disable Alternating Gray Color on Display Grids
<input checked="" type="checkbox"/>	Enable Accessory/Hardware Multiplier by Series
<input checked="" type="checkbox"/>	Allow Entry for Accessory/Hardware Multiplier by Series
<input type="checkbox"/>	Enable Job Detailer
<input type="checkbox"/>	Exclude Pricing When Selecting Non-Stock Items
<input type="checkbox"/>	Hardware Pricing : Markup & Frozen Selling by Manufacturer
<input checked="" type="checkbox"/>	Require Contact Info for Contract Jobs and Sales Orders
<input type="checkbox"/>	Save Sales Order When Pressing ENTER KEY in Date Shipped
<input type="checkbox"/>	Suppress Door/Frame Catalog Update Messages
<input type="checkbox"/>	Suppress Message for Material Category, Set Default to:
<input type="radio"/>	Yes
<input type="radio"/>	No
<input type="radio"/>	Cancel

2. Answer Yes to the pop up message



SFH

You have just enabled to use Multiplier by Series for Accessory/Hardware products!

Please note, this is a no return setup. Would you like to continue?

Yes No

3. Click Save

Using in Contract Quotes and Jobs

- Existing Contract Jobs and Contract Quotes will NOT be updated. They will use the previous mark up /multiplier method. Changes to the multipliers must be made on a per job basis within the pricing screens. The former Hardware Mark Up/Multiplier table will no longer be accessible. New hardware items added to existing projects will populate on the pricing screen with a multiplier of 1.
- Jobs which are copied WITH PRICING will have the multipliers from the original job. They will display with the new color coding. New hardware items added to existing projects will populate on the pricing screen with a multiplier of 1.
- Jobs which are copied WITHOUT PRICING will use the new Mark Up and Multiplier by Series values.

When opening the Hardware Pricing Screen the multiplier values will pre populate in the Price Multiplier column using the values created in the Hardware Markup and Multiplier by Series Table in Step 3 above.

Items that do not have a value in the table will be highlighted in red indicating these values should be reviewed and edited as necessary. Note the cell will remain red even when edited and saved by the user until a value is created in the table.

Job Number: 072024 Job Name: Office Building							Items priced with the Hardware Configurator are shown in Yellow. Items that haven't been configured in Multiplier by Series are shown in red			
List Price	Price Multiplier	Net Adds	Net Price	Qty	UOM	Manf Abbr	Item Type	Item Series/Description	Item Ad	
289.75	0.3500	0.00	101.41	1	EA	HHC	Closer	5200 x MLT x 1-6 x 5203 x FC		
256.72	0.3300	0.00	84.72	1	EA	HHC	Cyl. Lockset (with thru-bo	3553 x WITHNELL x 3948, SC x 3935 x KD	Entry	
21.35	0.2500	0.00	5.34	3	EA	HHC	Hinge - (4-1/2 Std Wt(.13	BB1279 4-1/2" x 4-1/2"		
19.14	1.0000	0.00	19.14	1	EA	HHC	Sweep	750SN x 36"		
4.80	0.2200	0.00	1.06	1	EA	HHC	Wall Stop	236W		
55.93	0.3000	0.00	16.78	1	EA	HHC	Weatherstrip	891SN x 36" x 84"		

If a new entry is made to the Table, when reopening the Hardware Pricing Screen:

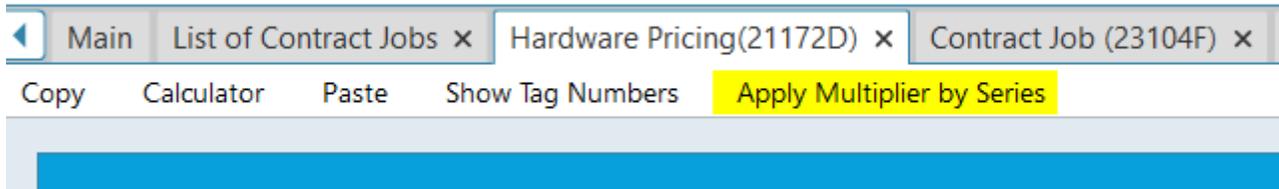
- The Red highlight will be removed
- Any change made to the item's multiplier will remain

Job Number: 072024 Job Name: Office Building							Items priced with the Hardware Configurator are shown in Yellow. Items that haven't been configured in Multiplier by Series are shown in red			
List Price	Price Multiplier	Net Adds	Net Price	Qty	UOM	Manf Abbr	Item Type	Item Series/Description	Item Ad	
289.75	0.3500	0.00	101.41	2	EA	HHC	Closer	5200 x MLT x 1-6 x 5203 x FC		
256.72	0.3300	0.00	84.72	2	EA	HHC	Cyl. Lockset (with thru-bo	3553 x WITHNELL x 3948, SC x 3935 x KD	Entry	
21.35	0.2500	0.00	5.34	6	EA	HHC	Hinge - (4-1/2 Std Wt(.13	BB1279 4-1/2" x 4-1/2"		
19.14	0.6000	0.00	11.48	1	EA	HHC	Sweep	750SN x 36"		
23.39	0.4000	0.00	9.36	1	EA	HHC	Sweep	750SN x 42"		
4.80	0.2200	0.00	1.06	2	EA	HHC	Wall Stop	236W		
55.93	0.3000	0.00	16.78	2	EA	HHC	Weatherstrip	891SN x 36" x 84"		

Updating Existing Quotes/Jobs to Hardware Mark Up Multiplier by Series

Existing data may be updated to use the new functionality.

1. Open the Hardware Pricing screen
2. Click Apply Multiplier By Series



Using in Hardware Inventory Master

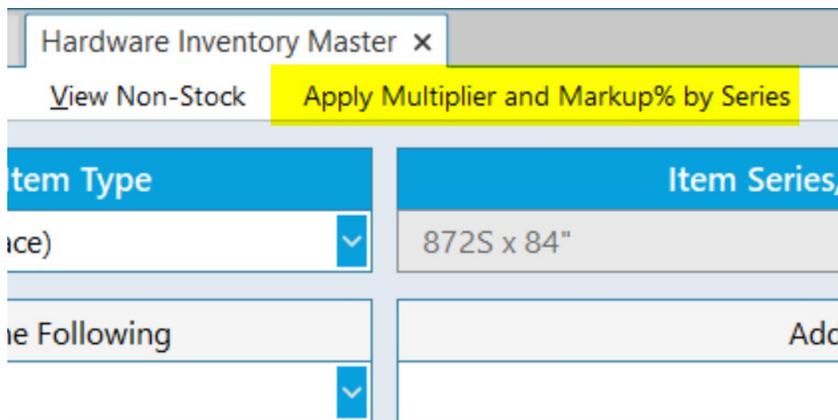
After creating entries in the Hardware Markup Multiplier by Series Table it will be necessary to apply those to your Hardware Inventory Master Table by using the Apply Multiplier and Markup % by Series option.

Click Tables > Hardware Inventory Master

Choose the Manufacturer from the dropdown list

Click View to display all the items for the selected Manufacturer

Click Apply Multiplier and Markup % by Series



Before:

Main | List of Contract Jobs x | Hardware Pricing(072024) x | Hardware Inventory Master x | Hardware Set x
 Convert to Non-Stock | Print | Mass Change/Delete | Calculator | View Non-Stock | **Apply Multiplier and Markup% by Series** | Metric

Manufacturer: Hager Hinge Company
Item Type: Closer
Item Series/Description: 5100 x MLT x 1-6 x 5103 x FC
UOM: EA

Series/Description Above has the Same Prep As the Following

Additional Description:

Previous List Price	Effective Date	Current Base List Price	Multiplier	Net Add	Net Price	Markup %
\$357.61	04/24/2024	\$386.22	0.2750	\$0.00	\$106.21	45.0000

Acct ID Num: HHC00000229 | Manf Stock#: | Warehouse Location#: | On Hand Qty: 0 | Keyed Item | Hande

Committed Qty: 32 | On Order Qty: 28 | Qty/UOM: 1

Manf	Item Type	UOM	Item Series/Description	onal Desc	Finish	Hand	vious List	Pent List	Effective Date	Multiplier	Net Add	Net Price	Markup %
HHC	Astragal (Surface)	EA	756S x 84"		MIL	N/A	\$24.71	\$29.61	04/24/2024	1.0000	\$0.00	\$29.61	0.0000
HHC	Astragal (Surface)	EA	835S x 84"		MIL	N/A	\$45.85	\$61.60	05/01/2022	1.0000	\$0.00	\$61.60	0.0000
HHC	Astragal (Surface)	EA	835S x 96"		MIL	N/A	\$58.72	\$70.40	05/01/2022	1.0000	\$0.00	\$70.40	0.0000
HHC	Astragal (Surface)	EA	872S x 80"		CLR	N/A	\$36.00	\$51.07	05/01/2022	1.0000	\$0.00	\$51.07	0.0000
HHC	Astragal (Surface)	EA	872S x 84"		CLR	N/A	\$39.90	\$53.62	04/24/2024	1.0000	\$0.00	\$53.62	0.0000
HHC	Bi-Fold Door Hardwar	EA	9558		Wood	N/A	\$1.80	\$2.38	05/01/2022	1.0000	\$0.00	\$2.38	0.0000
HHC	Closer	EA	5100 x MLT x 1-6 x 5103 x FC		ALM	N/A	\$357.61	\$386.22	04/24/2024	0.2750	\$0.00	\$106.21	45.0000
HHC	Closer	EA	5100 x MLT x 1-6 x HD x FC		ALM	N/A	\$410.74	\$43.60	04/24/2024	0.2750	\$0.00	\$121.99	45.0000
HHC	Closer	EA	5100 x MLT x 1-6 x HDCS x FC		ALM	N/A	\$513.48	\$54.56	05/01/2022	0.2750	\$0.00	\$152.50	45.0000

Each item will now display with the new Multiplier and Mark Up from the table

Hardware Manufacturer: Hager Hinge Company
Hardware Item Type: Closer

Multiplier	Markup Percent
0.3500	45.0000

Convert to Non-Stock | Print | Mass Change/Delete | Calculator | View Non-Stock | **Apply Multiplier and Markup% by Series** | Metric

Manufacturer: Hager Hinge Company
Item Type: Closer
Item Series/Description: 5200 x MLT x 1-6 x 5203 x FC
UOM: EA

Series/Description Above has the Same Prep As the Following

Additional Description:

Previous List Price	Effective Date	Current Base List Price	Multiplier	Net Add	Net Price	Markup %
\$268.29	04/24/2024	\$289.75	0.3500	\$0.00	\$101.41	45.0000

Acct ID Num: HHC00000004 | Manf Stock#: | Warehouse Location#: | On Hand Qty: -2 | Keyed Item | Handed Item

Committed Qty: 721 | On Order Qty: 369 | Qty/UOM: 1

IMPORTANT NOTE: If there are items in the Hardware Inventory Master that do not have entries in the Hardware Multiplier and Markup % by Series table, the Multiplier field will populate with a value of 1. The Markup % will populate with a value of 0.