Item Maintenance Improvements.

This should all be on one Screen with the capability of doing Full Item Maintenance on the SKU Item. See the attached example of a simple layout or similar that could be used).

Each of the following fields would be editable and could calculate sell prices based upon changing gross profit margins, either by % or $ terms.

Product Number

Product Description

Product Cost Price

Product Sell Price All Tiers

Product GP % All Tiers

Product $ Margin All Tiers

Product Stock On Hand

With most inventory control systems they mostly use gross margin % and not markup %. Dear does not allow you to operate with GP%, but rather it uses mark up in the inventory price tier screen. It appears that no where in Dear is a gross margin report. Only on 1 screen that shows gross margin % is when you are creating a sales order, and it shows a sales margin % column only. If you want to view a sales report with gross margins you must export it into Excel and then create a formula so you can view it. This is a terrible waste of time for the user. All the relevant information to do accurate and timely reporting and maintenance is already in Dear, but not accessible. This clearly needs to be changed.

Another clear advantage to make changes on one screen, is whenever a change is made in any field you would be given the option to print new product price labels by a filter called “Changed Items Only”. That way if you changed 100 items you can then printout those 100 items only, instead of having to tag the item and then printing them, and then deleting the tag when finished. I have used this feature in other stock control systems and is extremely fast. For example, I could do 1,000 price changes with many price tiers and be able to print out new price labels in an hour. Dear is taking us nearly 2 hours just to edit 100 items in 3 price tiers. I had managed hotels and bottle shops for the last 30 Years and the stock control systems I used had to be quick and easy to use and had a fine detail for using Item maintenance as GP% margins could be as low as 1% and that prices were changing every day and seeing all your information on one screen was crucial, and on top of it made the system user friendly and fast.

I have attached 3 screen shots from DEAR and each one does not show any GP% of GP $. In order to change a sell price we must manually enter the price itself in all tiers which is very time consuming. Once a price is changed in Dear it should filter automatically to all tiers.

These are extremely important issues to make businesses operate more efficiently. I look forward to your response.