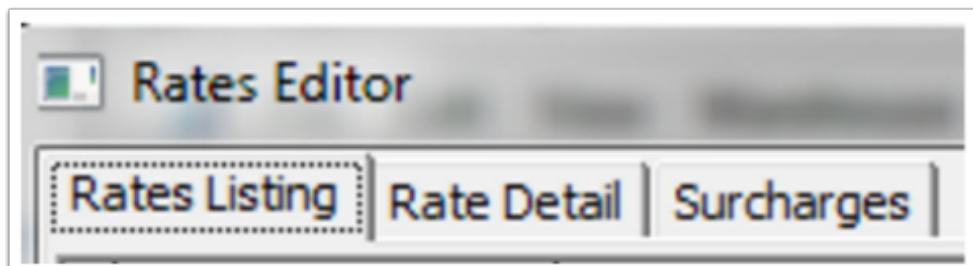


Setting up rates within FM3

The rates engine provides a low maintenance method of setting up and managing defined charge codes which will automatically calculate rates for specific clients and specific job conditions. It can also be used to manage and share rates from within the FM application and upload on to the website.

Rates Engine

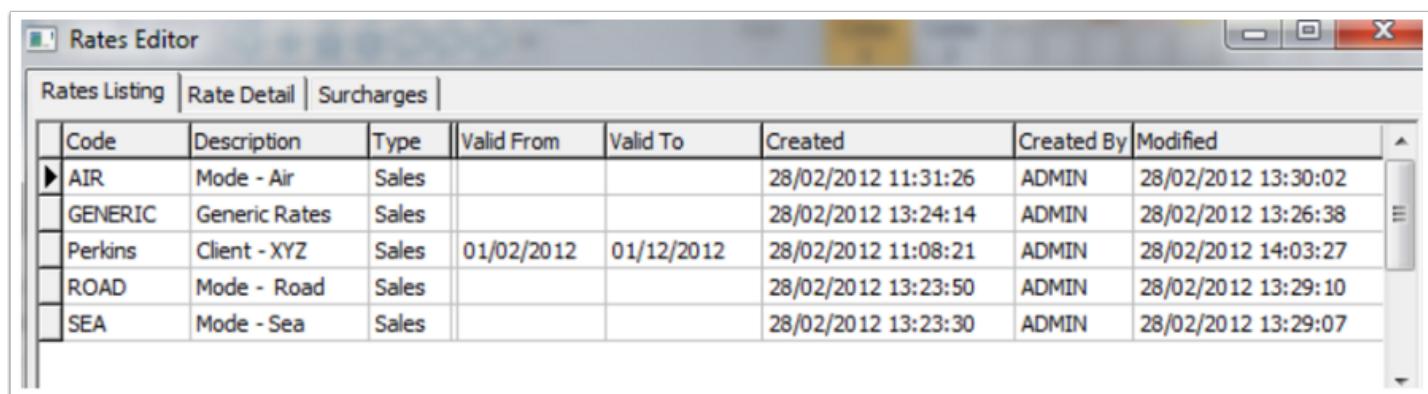
Once installed into the FM3 application the new Rates Engine can be accessed from the Accounts menu. Accounts|Utilities|Rates. The Rates Editor window is primarily made up of 3 main areas, the Rates Listing, Rate Detail and Surcharges.



Rates Listing

The Rates Listing window displays the different groups of rates and the date ranges which may apply to that group (the actual rate conditions are contained within the Rates Detail tab for each separate group). Once set up; click on one of the codes from the Rates Listing view and then click the Rate Detail tab to display all the rates within that group.

You can label each group of rates with a code and a description of your choice. These are only used for your reference; you may prefer to keep a group of rates that apply only to a particular mode under one group; for example, charge codes such as Air Freight and Airline Handling under the Group Rate labelled AIR and then perhaps create a GENERIC group for rates which apply across all modes or all clients. If you have different rates for different clients then you may also like to create separate groups for each of these; it's really up to you.



Rates Listing							
Code	Description	Type	Valid From	Valid To	Created	Created By	Modified
AIR	Mode - Air	Sales			28/02/2012 11:31:26	ADMIN	28/02/2012 13:30:02
GENERIC	Generic Rates	Sales			28/02/2012 13:24:14	ADMIN	28/02/2012 13:26:38
Perkins	Client - XYZ	Sales	01/02/2012	01/12/2012	28/02/2012 11:08:21	ADMIN	28/02/2012 14:03:27
ROAD	Mode - Road	Sales			28/02/2012 13:23:50	ADMIN	28/02/2012 13:29:10
SEA	Mode - Sea	Sales			28/02/2012 13:23:30	ADMIN	28/02/2012 13:29:07

Rates Detail

The Rates details screen is divided into three sections and is where the actual rate content is defined by various calculations and field conditions that apply for a given rate.

The left-hand grid (outline in yellow) lists the CHARGE CODE and ADDRESS CODE combinations.

These are the two main details which need to be entered as a sales costing when entering charges on to a job.

The CHARGE CODE you use has to be one that has been previously set up in the Charge Codes table. These can be checked from the Database menu within FM (Database|Charge Codes)

The ADDRESS CODE can be set with a specific client address code when a rate applies only to that client OR it can be set to a value of '%' which is the wildcard meaning 'any' for when the same rate applies to every client.

For Example

To set the same Air Freight rate for every client enter a charge code name of 'AFREIGHT' and then set the ADDRESS CODE to '%'

To set an Air Freight rate for a specific client enter a charge code of 'AFREIGHT' and then set the ADDRESS CODE to the code of that client.

The top right-hand section (outlined in red) contains the conditions applicable to the selected charge & address codes. Each condition line has a number of fields against it; Mode, ServiceCode and ServiceLevel which are used to determine whether the condition applies, followed by the additional field conditions in the bottom middle section (highlighted in green). Here is where you can set up multiple field conditions which all must match the specific details of the job in order for the rate to apply. See example below.

Client XYZ for an Air Export Job

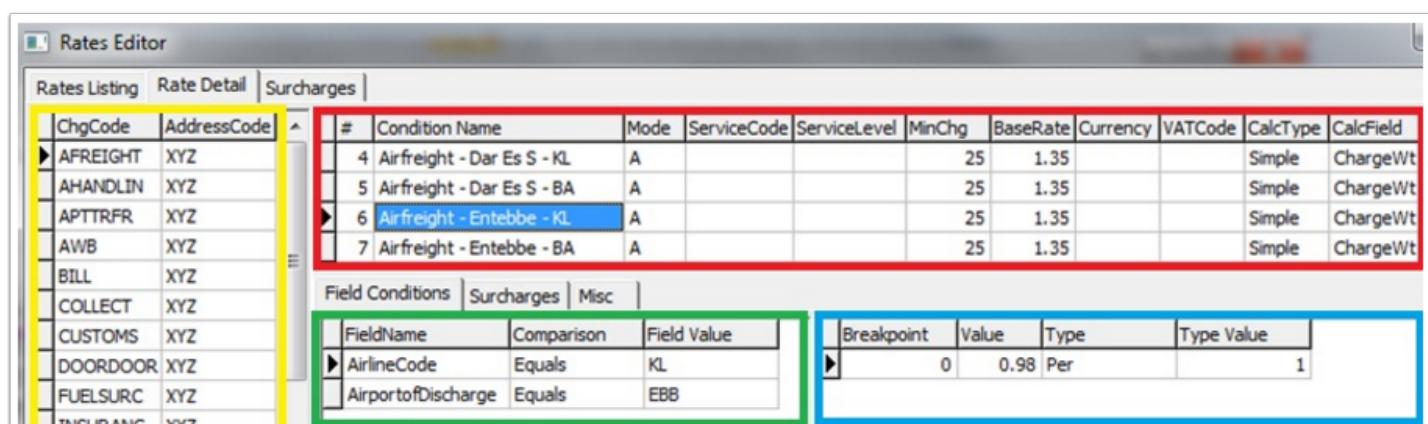
AddressCode set to XYZ

AND job condition MODE set to A

AND the AirlineCode field is KL

AND the AirportOfDischarge is EBB,

When the details on the job match all of the conditions, the AFREIGHT charge amount will be calculated using the values defined, such as base rate, breakpoints and minimum charge etc.



The screenshot shows the Sigma FM3 Rates Editor interface. The main window is titled 'Rates Editor' and contains three main sections: 'Rates Listing', 'Rate Detail', and 'Surcharges'. The 'Rate Detail' section is active.

Rates Listing: A table showing charge codes and address codes. The row for 'AFREIGHT' has 'XYZ' in the AddressCode column.

ChgCode	AddressCode
► AFREIGHT	XYZ
► AHANDLIN	XYZ
► APTTRFR	XYZ
► AWB	XYZ
BILL	XYZ
COLLECT	XYZ
CUSTOMS	XYZ
DOORDOOR	XYZ
FUELSURC	XYZ

Condition List: A table showing conditions. The row for '6 Airfreight - Entebbe - KL' is highlighted in blue.

#	Condition Name	Mode	ServiceCode	ServiceLevel	MinChg	BaseRate	Currency	VATCode	CalcType	CalcField
4	Airfreight - Dar Es S - KL	A			25	1.35			Simple	ChargeWt
5	Airfreight - Dar Es S - BA	A			25	1.35			Simple	ChargeWt
6	► Airfreight - Entebbe - KL	A			25	1.35			Simple	ChargeWt
7	Airfreight - Entebbe - BA	A			25	1.35			Simple	ChargeWt

Field Conditions: A table showing field conditions. The rows for 'AirlineCode Equals KL' and 'AirportOfDischarge Equals EBB' are highlighted in green.

FieldName	Comparison	Field Value
► AirlineCode	Equals	KL
AirportOfDischarge	Equals	EBB

Breakpoints: A table showing breakpoints. The row for '0 0.98 Per 1' is highlighted in blue.

Breakpoint	Value	Type	Type Value
► 0	0.98	Per	1

Rates Detail - Breakpoints

The bottom right (outlined in blue) allows breakpoints to be set up and used against the selected CalcField (e.g. ChargeWt). The Breakpoint Value is the charge that will be applied and is calculated depending on the type ('Flat' rate or 'Per) and Type Value (1000) e.g. per 1,000.

The 'Type value' is also used when setting up a Breakpoint for calculating a percentage and will apply when the Type is set to 'Pct'. (see Tutorial 5 on Breakpoint Percentages)

Rates Listing		Rate Detail		Surcharges	
ChgCode	AddressCode	#	Condition Name	Mode	ServiceCode
AFREIGHT	XYZ	1	Transport collect MAN (Air)	A	
AHANDLIN	XYZ	2	Transport collect MAN (Sea)	S	
APTRFR	XYZ				
AWB	XYZ				
BILL	XYZ				
► COLLECT	XYZ				
CUSTOMS	XYZ				
DOORDOOR	XYZ				
FUELSURC	XYZ				
INSURANC	XYZ				
REDELIVE	XYZ				
SECURITY	XYZ				
SFREIGHT	XYZ				
TERMINAL	XYZ				
TEST	XYZ				
WAR	XYZ				

Rates Detail - Base Rate

The Base Rate value only applies if no Breakpoints have been defined. This is a simple CalcField x Base Rate calculation. Where ChargeWt = 50 and Base Rate = 1.35 the simple calculation would be $50 \times 1.35 = £67.50$

Rates Detail - Minimum Charge

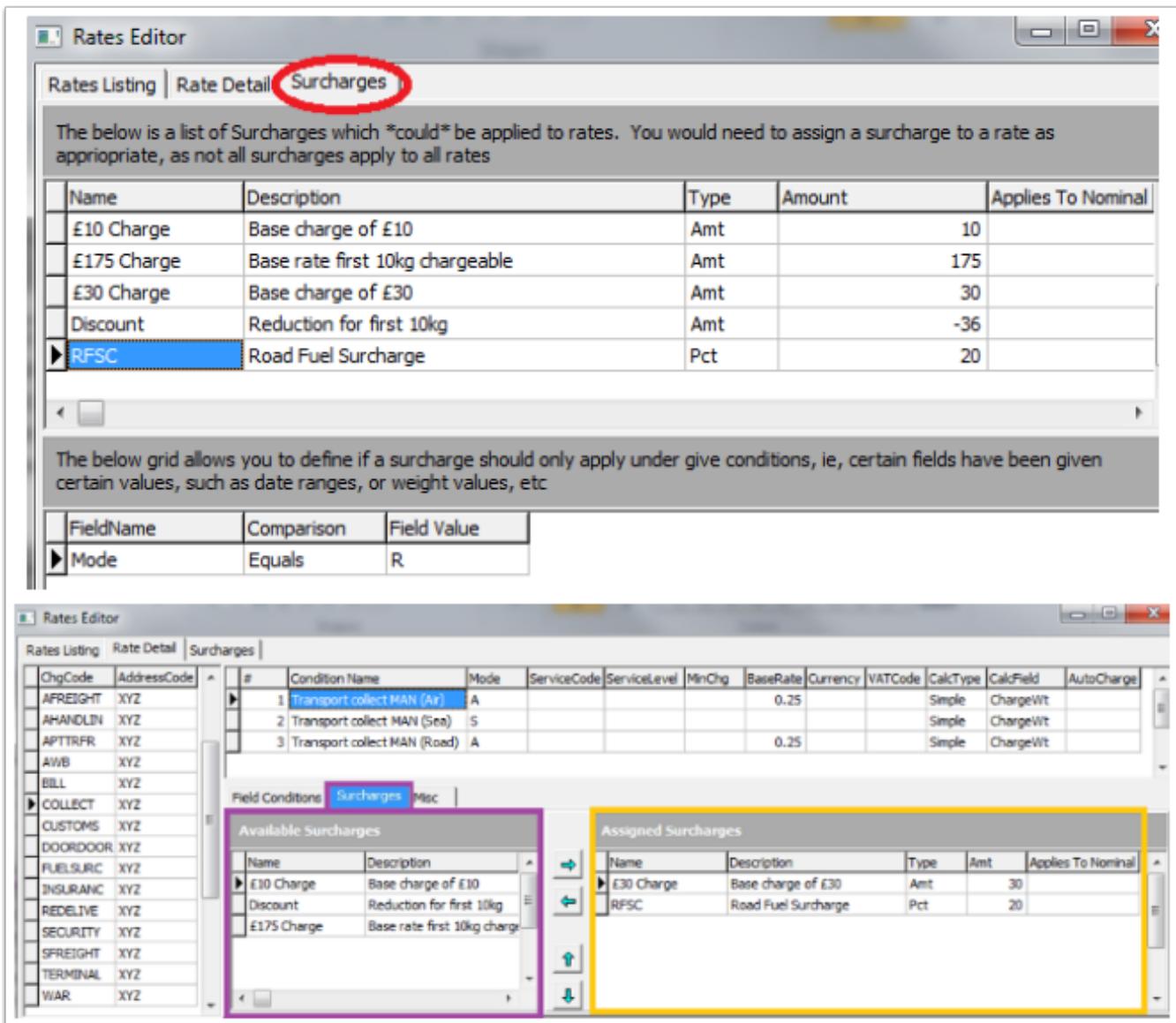
When the Base Rate or Breakpoints calculations are lower than the defined minimum charge, the value defined in MinChg will apply.

Surcharges

Click on the 'Surcharges' tab at the top of the Rates Editor window. There are two types of Surcharges, Fixed amounts and Percentages. You can define a list of standard surcharges that you might want to apply across various rates.

To apply a surcharge or a set of surcharges to a rate you will need to assign them from within the Rate Details window. The image below shows the rate COLLECT with the available Surcharges tab (outlined in purple) and also the Assigned Surcharges (outlined in yellow), showing in this example a £30 surcharge (which will be added to the calculated amount or minimum charge whichever is the greater) and then a 20% surcharge is added after that.

Once a Surcharge has been applied to a rate the Surcharges tab will change colour from Grey to Blue. This acts as a visible indicator to the user and denotes that a surcharge has been applied.



The screenshot shows two instances of the Sigma FM3 Rates Editor window. The top window is focused on the 'Surcharges' tab, which is highlighted with a red oval. The bottom window shows the 'Assigned Surcharges' list, which is highlighted with a yellow box.

Available Surcharges (Purple Box):

Name	Description	Type	Amount	Applies To Nominal
£10 Charge	Base charge of £10	Amt	10	
£175 Charge	Base rate first 10kg chargeable	Amt	175	
£30 Charge	Base charge of £30	Amt	30	
Discount	Reduction for first 10kg	Amt	-36	
► RFSC	Road Fuel Surcharge	Pct	20	

Assigned Surcharges (Yellow Box):

Name	Description	Type	Amt	Applies To Nominal
► E30 Charge	Base charge of £30	Amt	30	
► RFSC	Road Fuel Surcharge	Pct	20	

Surcharge Order Sequence

The order in which the assigned surcharges appear is important. The image below shows that the £30 surcharge is first, so this would be added to the calculated rate first and then 20% of the calculated amount will be added to that. (This rate is based on the client charging £30 for each collection made from that location, then charging 20% fuel surcharge on top).

So for a job with a Chargeable Weight of 10kg the following calculation applies.

The condition entry has a Base rate of 25p per kilo, so the calculated amount would be $(10 * 0.25) + £30) + 20\%$. Giving a total calculated amount of £39

$$10 * 0.25 = 2.5$$

$$2.5 + 30 = 32.5$$

$$20\% \text{ of } 32.5 = 6.50$$

$$32.5 + 6.50 = 39$$