

Table 11.9. RMS pricing and inventory functions.

RMS Pricing Functions

“Buy X, get Y” discount capability
 Lot pricing (single, six-pack, case, etc.)
 Multiple price levels per customer (price-break tables)
 Discount from retail
 Mark-up from cost
 Set profit margins
 Discount by dollar amount or set percentage of discount
 Put items on sale or promotion
 Set up weekly sales schedules

RMS Inventory Functions

Track and manage all inventory
 Automatically reorder inventory based on restock level, period, or rate of sale
 Support links to suppliers ERP system
 Generate purchase orders and receive shipments
 Transfer inventory in and out
 Store and track off-line inventory (items not for sale)

is technology independent and uses agreed-on message codes and structures to provide a secure and seamless exchange of data between trading partners. It is further extended by various industry-specific groups, each developing messaging standards suitable for their industry. There are standards for the retail, manufacturing, and travel and tourism industries. Most messaging between retailers and manufacturers, between reservation systems and travel providers occurs using EDI standards. EDI software is usually present as a module in enterprise applications and most retail systems and ERP applications have EDI modules built in.

The EDI standard for the travel, tourism, and leisure industry is called Unicorn. It is based on the traditional EDI “batch” message construction, although a more interactive version is also being developed by the standards body at the time of this writing.

Unicorn messages support the following business applications:

- Product information, enquiries, tariffs, schedules, and availability,
- Making of reservations,
- Enquiry on, amendment to, or cancellation of reservations,