

**DIGITAL
VISION**

PRICING

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EXPORT SERVICES TO XML [WSR]

Hierarchical Export to XML



Price List Editor

File Coats Tints **Services** Schedules Product Classes Price Lists

Lens Price S

- Select Service
- All Services
- Redundant Services
- Global Services
- Add New Service
- Blank PL Services
- Export to .CSV
- Export to XML**
- Batch Deletion from File (DelSvcs.csv)

```
<svc PList="AV" Code="FRNC" Desc="TIER 1 FRAME INCLUDED IN PACKAGE" Price="0.00"  
  Cmp="L" Prn="I" Chg="M" JT="R" Hlp="Y" Modified="08/18/23" ModBy="RT"  
  Actv="A">  
<Form Flow="1 & 2 | 4 & 3">  
<itm fld="Frame Mfr" op="=" vals="AVAN"/>  
<itm fld="Frame Name (exact)" op="=" vals="TR90 01003"/>  
<itm fld="Job Type" op="=" vals="FS"/>  
<itm fld="Frame Name (exact)" op="=" vals="MINIMALIST 01001"/>  
</Form>  
</svc>
```

- Includes service code formulas flow and fields and operations

Job Inclusion Criteria

	Job Field	Operator	Value(s)
1	Frame Mfr	=	AVAN
2	Frame Name (exact)	=	TR90 01003
3	Job Type	=	FS
4	Frame Name (exact)	=	MINIMALIST 01001
5			
6			
7			
8			
9			
10			
11			
12			

Formula (e.g. "(1 | 2) & 3")

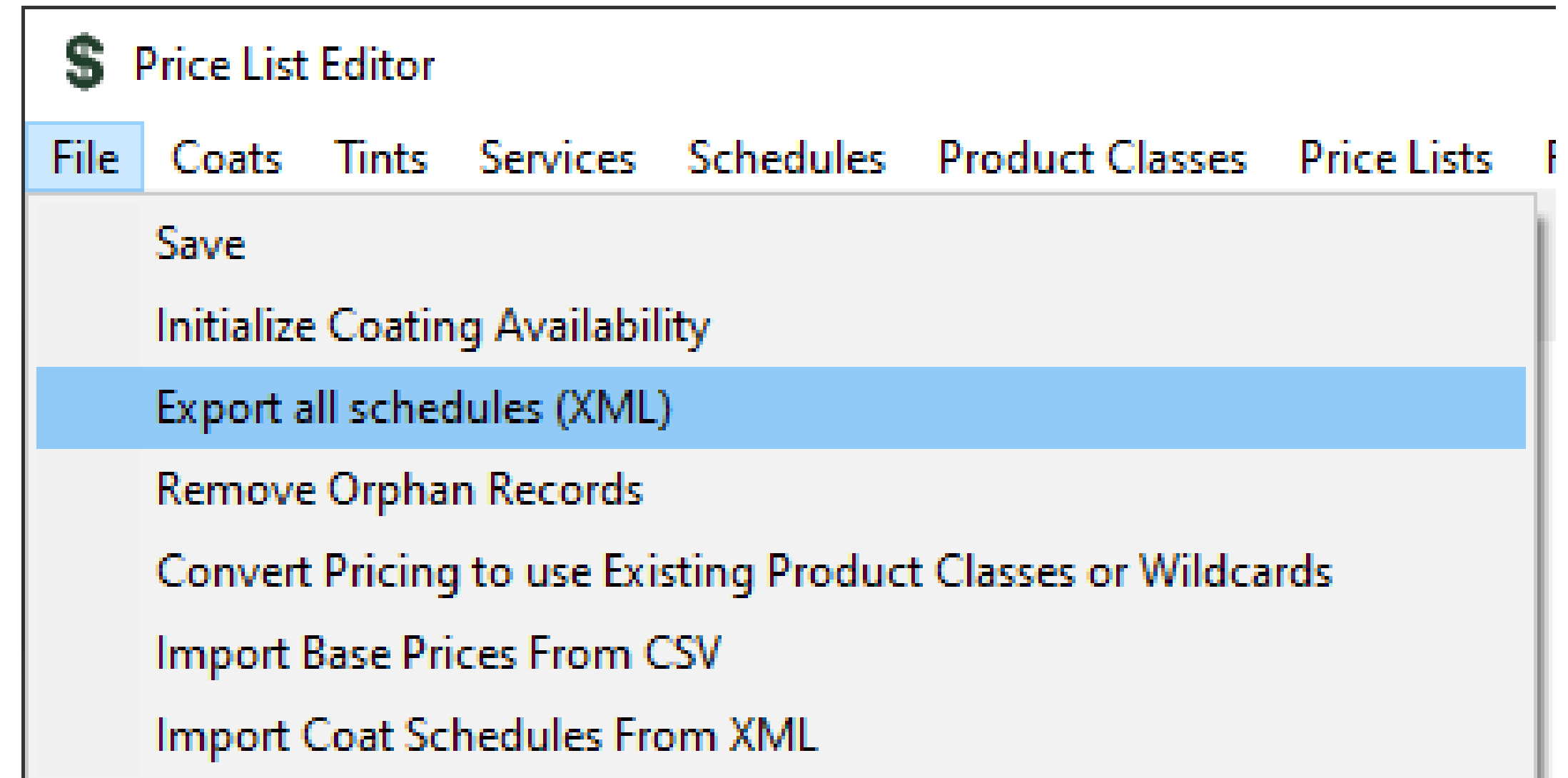
1 & (2 | 4) & 3

EXPORT ALL SCHEDULES TO XML

<339> File > Export All Schedules (XML)

Expanded from style and coat to include:

frame.xml
hardening.xml
styles.xml
add.xml
basecurve.xml
coats.xml
edging.xml
oversize.xml
power.xml
prism.xml
tint.xml
price.xml

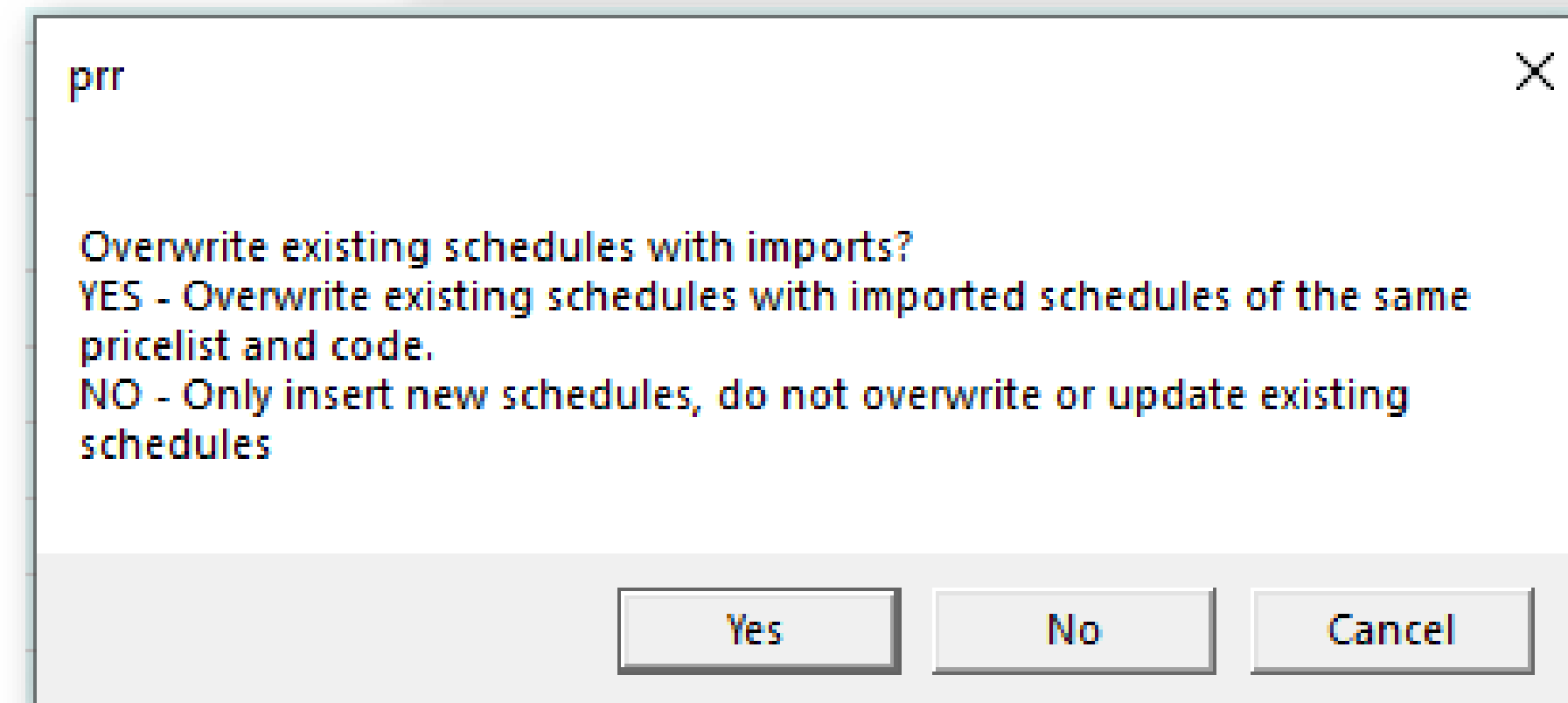
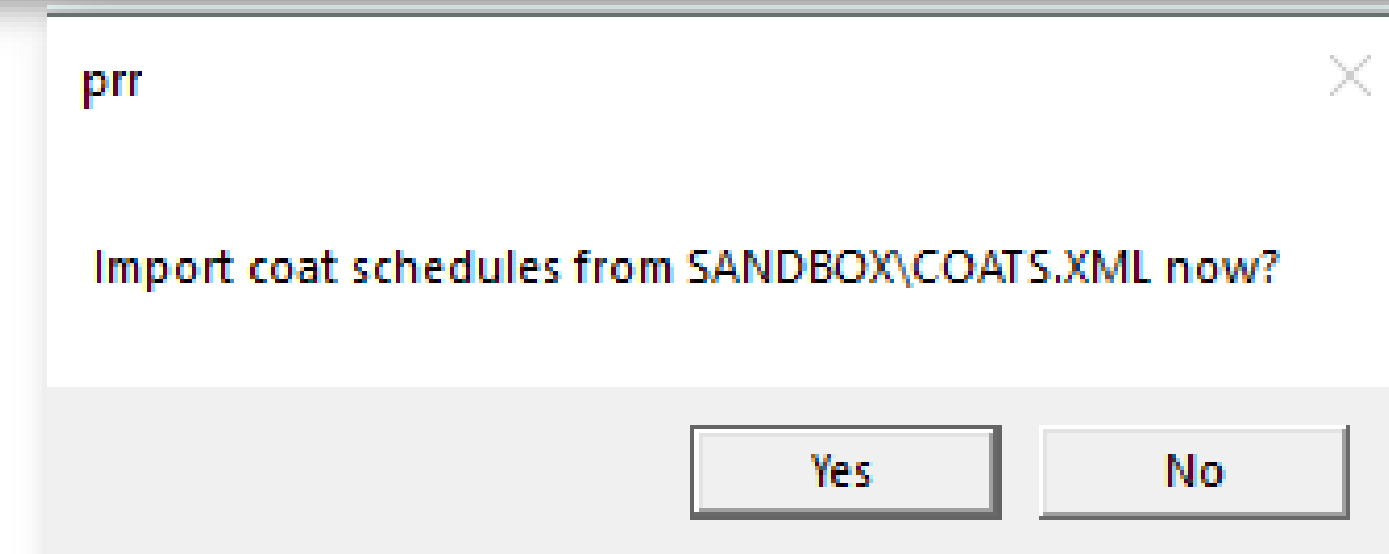
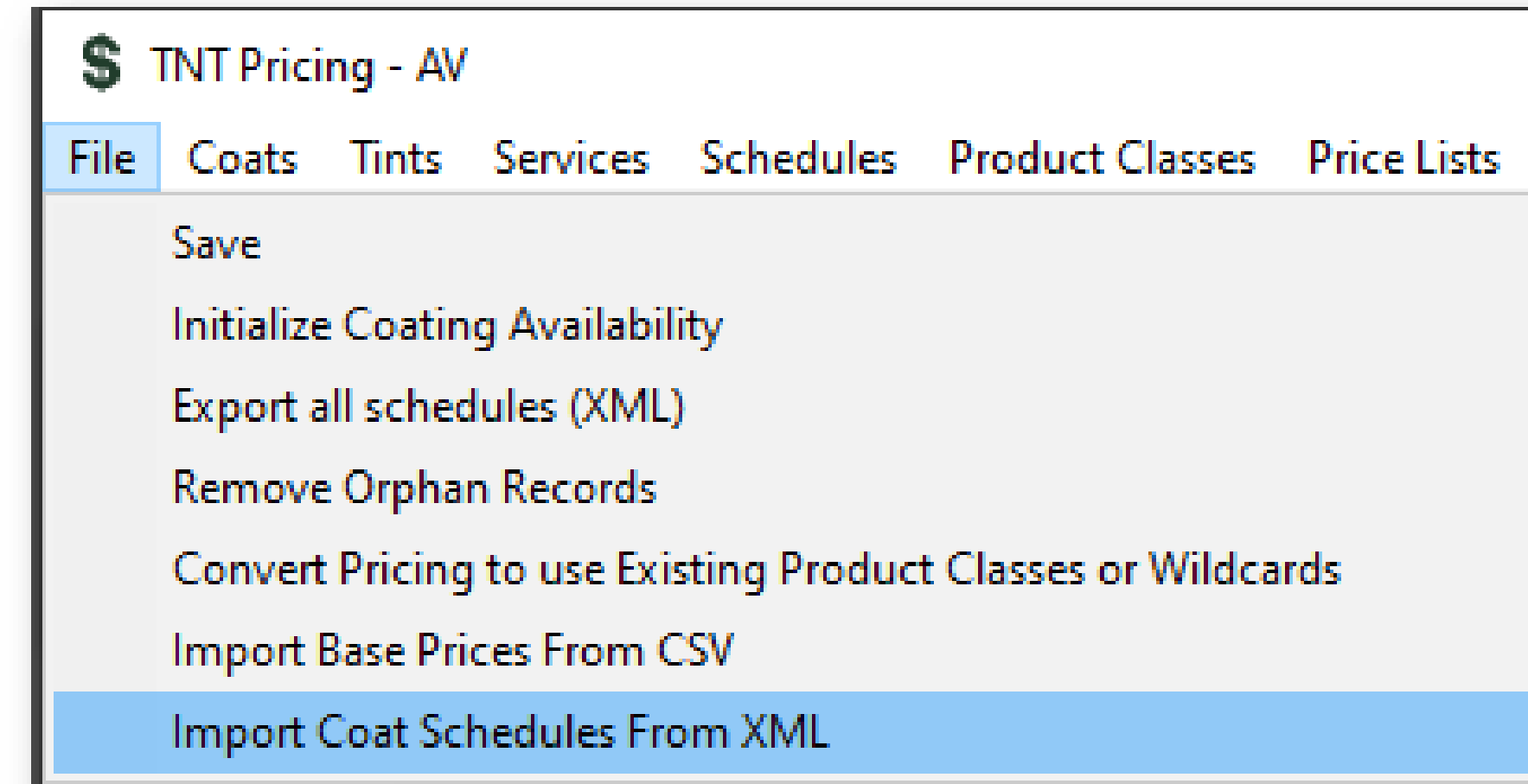


- ◆ Exported to \sandbox folder
- ◆ Command Line Option:
 - prr.exe -STYEXP

IMPORT COAT SCHEDULES FROM XML

<339> File->Import Coat Schedules From XML

- Imports contents of:
 \SANDBOX\COATS.XML
- This program feature is interactive and will ask the user if they would like to overwrite existing schedules (same pricelist and code) or ignore them
- Push new coating tiers to lab partners



IN-PROCESS PRICING REPORT



Price List Comparison Dialog <338>

WIP Pricing

- **In-process shipped/not shipped**, excludes un-priceable jobs

	A	B	C	D	E	F	G	H	I	J	K	L
1	INV#	PL	LENS	FRAME	OTHER	SRVCS	POST	DISC	TAX	COAT	TOTAL	
2	362065	G4	155	0	0	0	4	0	0	83	242	

2	362065	G4	155	0	0	0	4	0	0	83	242	
3	362387	G4	46	0	0	0	4	-129	0	83	4	
4	362388	G4	52	0	0	0	4	-122	0	70	4	
5	364428	G4	157	0	0	0	4	-240	0	83	4	
6	357118	P4	112	0	0	0	4	0	0	0	116	
7	357120	P4	112	0	0	0	4	0	0	0	116	
8	358675		93	59.04	0	0	0	0	0	0	59.04	
9	359337	P4	48	0	0	0	4	0	0	0	52	
10	359651	P4	290	0	0	0	4	0	0	64	358	
11	360835	P4	282	0	0	0	4	-346	0	64	4	
12	361585	P4	40	0	0	0	4	-104	0	64	4	
13	362412	P4	40	0	0	0	4	0	0	0	44	
14	362430	P4	40	0	0	0	4	0	0	64	108	
15	362605	P4	234	0	0	0	4	-317	0	83	4	

Price List Comparison Dialog

View in Excel **WIP Pricing**

Price List 1: to Price List 2:

Price List 1 jobs only. Price when shipped.
 Include all jobs. Current pricing from Price List 1

Compare to job cost

PRICELIST COMPARISON AND MARGINS



Price List Comparison Tool <338>

- ◆ Tool to compare pricing across two price lists
 - Run for **shipped-archived** work for specified date range
- ◆ Compare to Cost – Price List 1

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
1	TRAY	INV#	DATEOUT	REDOCOD	STYLE	MAT	ARC	SCR	COLC	UVC	#LENSES	S PL	LENS	FRAME	OTHER	SRVCS	POST	DISC	TAX	COAT	TOTAL
2	71560	363233	4/8/2024		ENDLESS SP		NYT	COT			2 G4		144	0	0	0	4	-218	0	70	0

71560	363233	4/8/2024		ENDLESS SP		NYT	COT				2 G4		144	0	0	0	4	-218	0	70	0
71560	363233	4/8/2024		ENDLESS SP		NYT	COT				2 J2		103.8	0	0	0	0	0	0	60.86	0 Difference: 0.00
72111	363822	4/8/2024		ST28	H53	AAZ					2 G4		59	0	0	0	4	-143	0	80	0
72111	363822	4/8/2024		ST28	H53	AAZ					2 J2		68.32	0	0	0	0	0	0	69.55	0 Difference: 0.00
72226	363940	4/8/2024		SV	P		COT				2 G4		28	0	0	0	4	0	0	0	32
72226	363940	4/8/2024		SV	P		COT				2 J2		22.1	0	0	0	0	0	0	0	22.1 Difference: -9.90
72550	364285	4/8/2024		SV	PLY	AST					2 G4		39	0	0	0	4	0	0	44	87
72550	364285	4/8/2024		SV	PLY	AST					2 J2		28.13	0	0	0	0	0	0	22.91	51.04 Difference: -35.96
71605	363278	4/8/2024		ST28	H53	AAR					2 G4		59	0	0	0	4	-64.5	0	70	68.5
71605	363278	4/8/2024		ST28	H53	AAR					2 J2		68.32	0	0	0	0	-64.59	0	60.86	64.59 Difference: -3.91
72573	364310	4/8/2024		SV	P	AAR	COT				2 G4		28	0	0	0	4	-49	0	70	53
72573	364310	4/8/2024		SV	P	AAR	COT				2 J2		22.1	0	0	0	0	-41.48	0	60.86	41.48 Difference: -11.52
71298	362911	4/8/2024		SHAMIR C	H53	AAR					2 G4		135	0	0	0	4	-102.5	0	70	106.5
71298	362911	4/8/2024		SHAMIR C	H53	AAR					2 J2		126.67	0	0	0	0	-93.77	0	60.86	93.76 Difference: -12.74
72456	364190	4/8/2024	DRRX	AUTO INTI	T53	TSB					2 G4		305	0	0	0	4	-389	0	84	4
72456	364190	4/8/2024	DRRX	AUTO INTI	T53	TSB					2 J2		272.99	0	0	0	0	-348.59	0	75.6	0 Difference: -4.00

Price List Comparison

View in Excel WIP Pricing

Price List 1

Compare

Price List 2

to

Price List 1 jobs only. Price when shipped.

Include all jobs. Current pricing from Price List 1

Compare to job cost

Test

Cancel

PRICE	Total Cost	Margin	Breakage	Lens Cost	Frame Cost	Coat Cost	AR Cost	Click Fee	Misc Cost	Ship Cost	Subcontract Cost
0	20.44	-20.44	6.72	13.44	0	0	0	7	0	0	0
0	9.98	-9.98	0	2.98	0	0	0	7	0	0	0
0	11.1	-11.1	0	11.1	0	0	0	0	0	0	0
32	2.98	29.02	0	2.98	0	0	0	0	0	12.39	0
87	3.26	83.74	0	3.26	0	0	0	0	0	12.39	0
68.5	22.2	46.3	11.1	22.2	0	0	0	0	0	12.39	0
53	3.34	49.66	0	3.34	0	0	0	0	0	12.39	0
4	35.16	-31.16	17.58	35.16	0	0	0	0	0	12.39	0

PRICING BEST PRACTICES #1: UTILIZE WILDCARD STYLES IN PRICELISTS



- ◆ Consolidates like-priced styles with multiple corridor lengths, or office-types with multiple detract adds to a single wildcarded style
- ◆ Greatly reduces number of style lines to maintain
- ◆ Run conversion in <3,3,9> Tabular Pricing under File > Convert Pricing to use Existing Product Classes or Wildcards

Before:

Price List Schedules - B

File Coats Tints Services Schedules Product Classes Price Lists Find Replace Show

Lens Price Selector

PL	Mat	Style	Color	F	Sz	Spl
B	B60	PERSONA OFF 100	CLR	S		
B	B60	PERSONA OFF 125	CLR	S		
B	B60	PERSONA OFF 150	CLR	S		
B	B60	PERSONA OFF 175	CLR	S		

After:

B60	PERSONA OFF *	CLR
B60	SV	CLR

PRICING BEST PRACTICES #2: UTILIZE PRODUCT CLASSES



- ◆ Product Classes combine like-priced lens styles into a group
- ◆ Greatly reduces number of Style/Material lines in Tabular Pricing
- ◆ Simplifies VSP Pricing by grouping categories (more on this later)

\$ Price List Schedules - 93

File Coats Tints Services Schedules Product Classes Price Lists Find Replace Show/Hide Columns Bump Tax Tables

Lens Price Selector

Style Name	Product Class	Price List Group
UNIVERSAL B 20	K	VP
AUTO III *	N	VP
AUTO III 11	N	VP
AUTO III 13	N	VP
AUTO III 15	N	VP
AUTO III 18	N	VP
AUTO INTL	N	VP
AUTO INTL *	N	VP
AUTO INTL 11	N	VP
AUTO INTL 13	N	VP
AUTO INTL 15	N	VP
AUTO INTL 18	N	VP
AUTOGRAPH III	N	VP
IDLS2 CLARITY	N	VP
IDLS2 HARMONY	N	VP
IDLS2CD CLARITY	N	VP
IDLS2CD HARMONY	N	VP

PRICING BEST PRACTICES #3: IDENTIFY AND DELETE OLD PRICE LISTS



Identify Active Price Lists by Running @PLIST (Standard) Archive Report <3,4,6,1>

- Run for a date range of 12 months (minimum)

dv Archive Reporter

File View Edit Catalogs Advanced

Report: @PLIST Title: PRICE LIST Created: Modified: 05/01/24 (YC) Last Run: 04/30/24 10:4

Description: USAGE BY JOB TYPE

Date Range: From: 04/24/23 To: 04/24/24

Lock Report
 Create Debug Output
 In-process Jobs

Job Inclusion

Rx Debits Edit Problems Include formula:
 Stock Debits Canceled Orders Omit formula:
 Rx Credits Test Acct Jobs
 Stock Credits Logged-lens Jobs Only
 Rx Adjustments

Ship-to Account:

Data Field Viewer

Name: Type: Length: Params

Formula Editor

New Edit Save Copy

Show: TOTALS

Sort Output By:

Sort	Param
PLIST	
JOBCAT	

Data to Include:

Data Name	Param
JOBCNT	
LENSUP	
DAYSINP	
DAYSWAIT	
INVOICE	

#3: IDENTIFY AND DELETE OLD PRICE LISTS (CONT.)



@PLIST REPORT

- Reports price list usage by job type (e.g. frame supplied, to come, lenses only, uncut)
- Lists job count for each job type
- Price lists that **do not** appear on report should be reviewed and considered for deletion

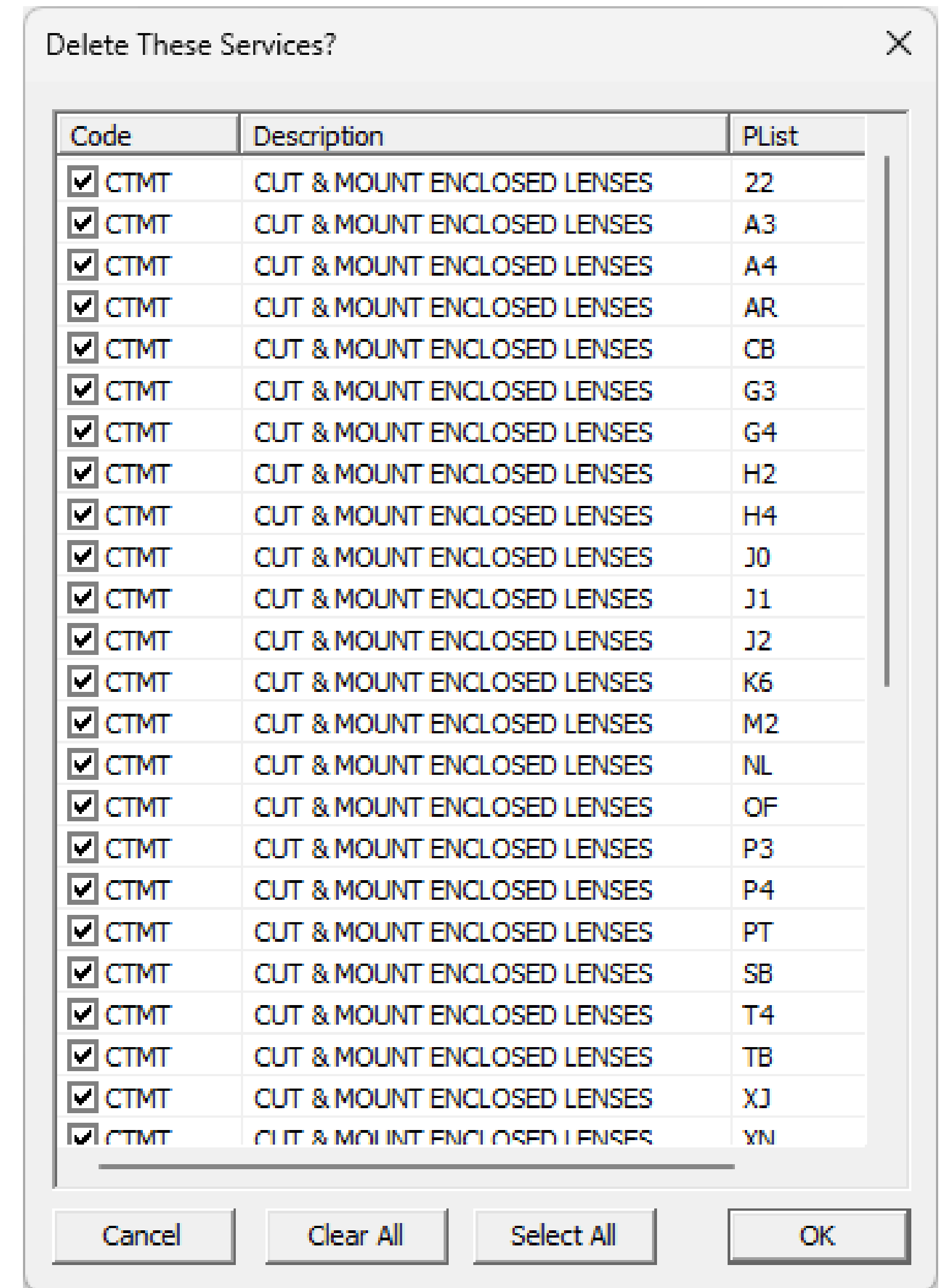
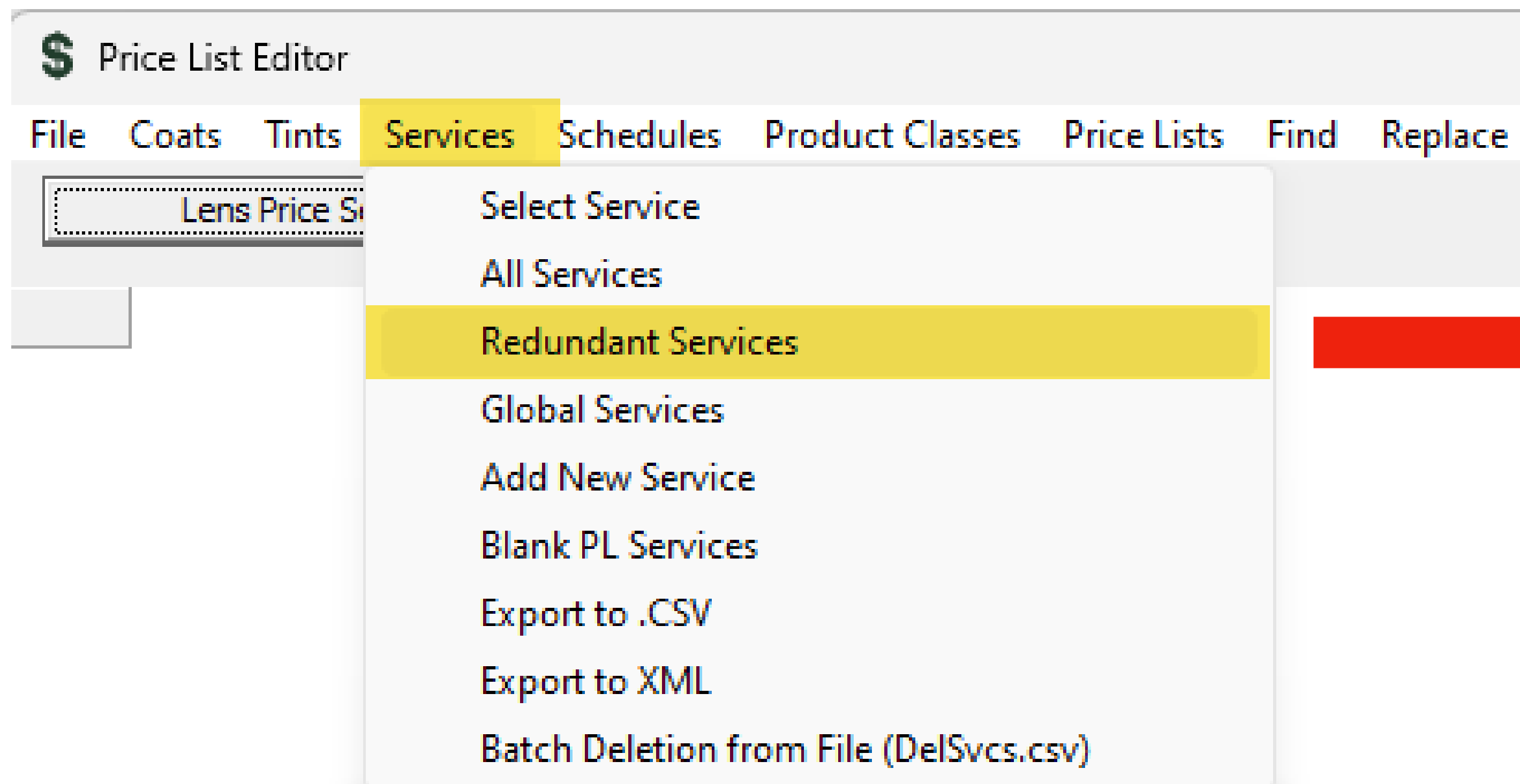
```
K:\vision\va_@PLIST.TXT
Ctrl+A:Select All  Ctrl+F:Find...  F7:Print
DVI Workshop 2024 05/02/24 11:31 AM PRICE LIST 04/24/23 - 04/24/24 PAGE 1
                                     USAGE BY JOB TYPE                                     A_@PLIST.TXT

```

	JOB COUNT	LENS COUNT	DAYS/ JOB	FRAME WAITING	SALES DOLLARS
DVI Workshop 2024 05/02/24 11:31 AM PRICE LIST 04/24/23 - 04/24/24 PAGE 1 USAGE BY JOB TYPE A_@PLIST.TXT					
	JOB COUNT	LENS COUNT	DAYS/ JOB	FRAME WAITING	SALES DOLLARS
PRICELIST: 22 2022 pricing					
FRAME TO COME	7	14	2.1	1.4	475.04
LENS ONLY	2	4	5.0	0.0	8.00
UNCUT	15	29	5.1	0.0	1665.79
PRICELIST: TOTAL	24	47	4.2	0.4	2148.83
PRICELIST: 93 INS pricing					
FRAME SUPPLIED	23	46	12.0	0.6	1774.07
FRAME TO COME	16287	32559	2.3	2.9	1357054.69
FRAME ENCLOSED	11	22	3.3	0.0	848.58
LENS ONLY	707	1401	4.6	0.1	42975.05
UNCUT	201	399	7.5	0.1	14702.69
MISCELLANEOUS	34	0	1.5	0.9	471.22
PRICELIST: TOTAL	17263	34427	2.4	2.8	1417826.30

PRICING BEST PRACTICES #4: IDENTIFY AND DELETE DUPLICATE SERVICES

- ◆ Price list-specific services that share an *identical* global service (no price list attached) are considered redundant and can be deleted. <3,3,9> Services

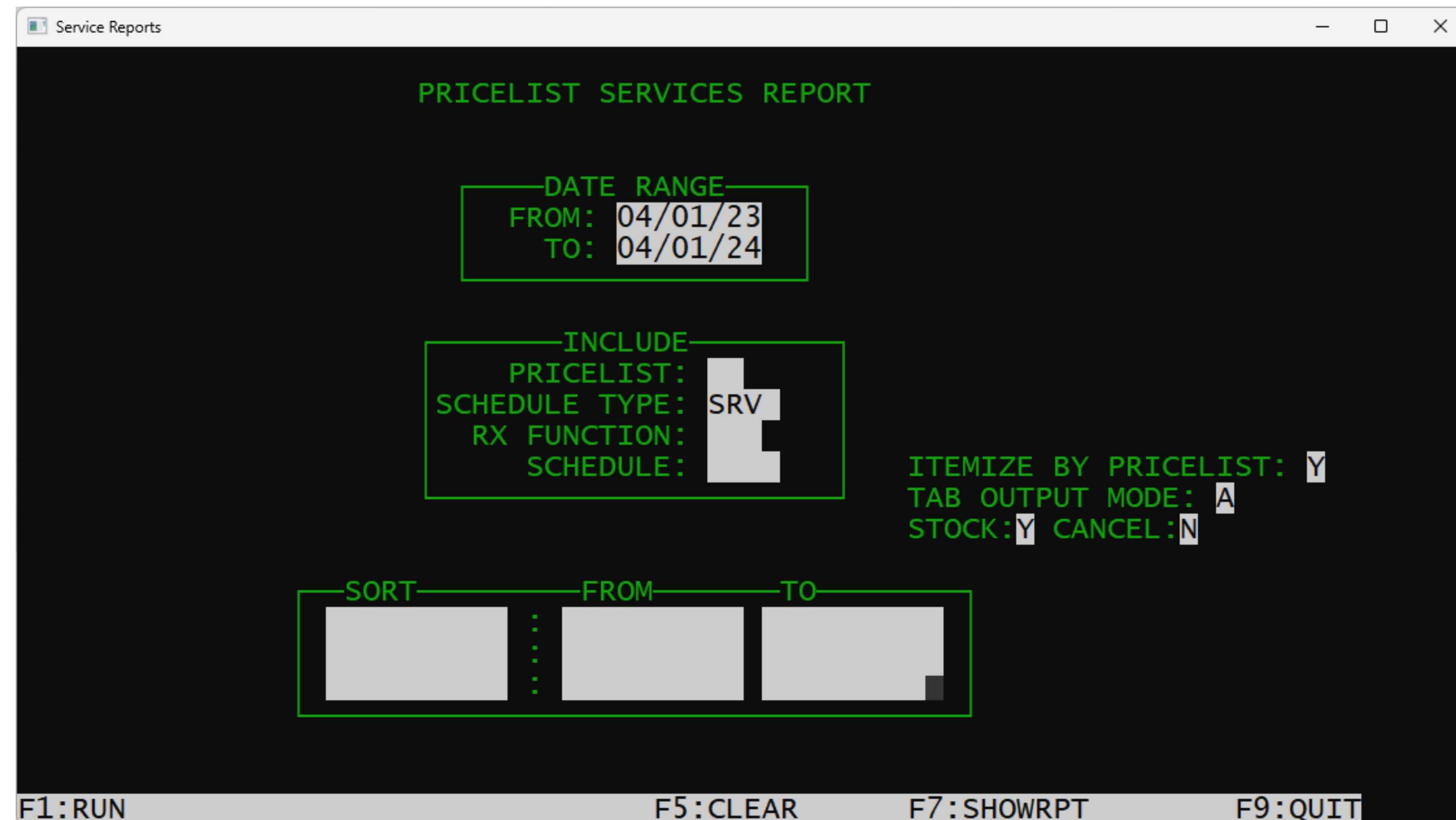


PRICING BEST PRACTICES #5: RUN SERVICE USAGE REPORT



Available to *Power Users**

- ◆ <3,4,7> Service reports
- ◆ Ability to report services with zero usage over a specified period.
- ◆ Outputs SRVRPT.tab file to \VISION folder
- ◆ The file can be used to mass delete unused services

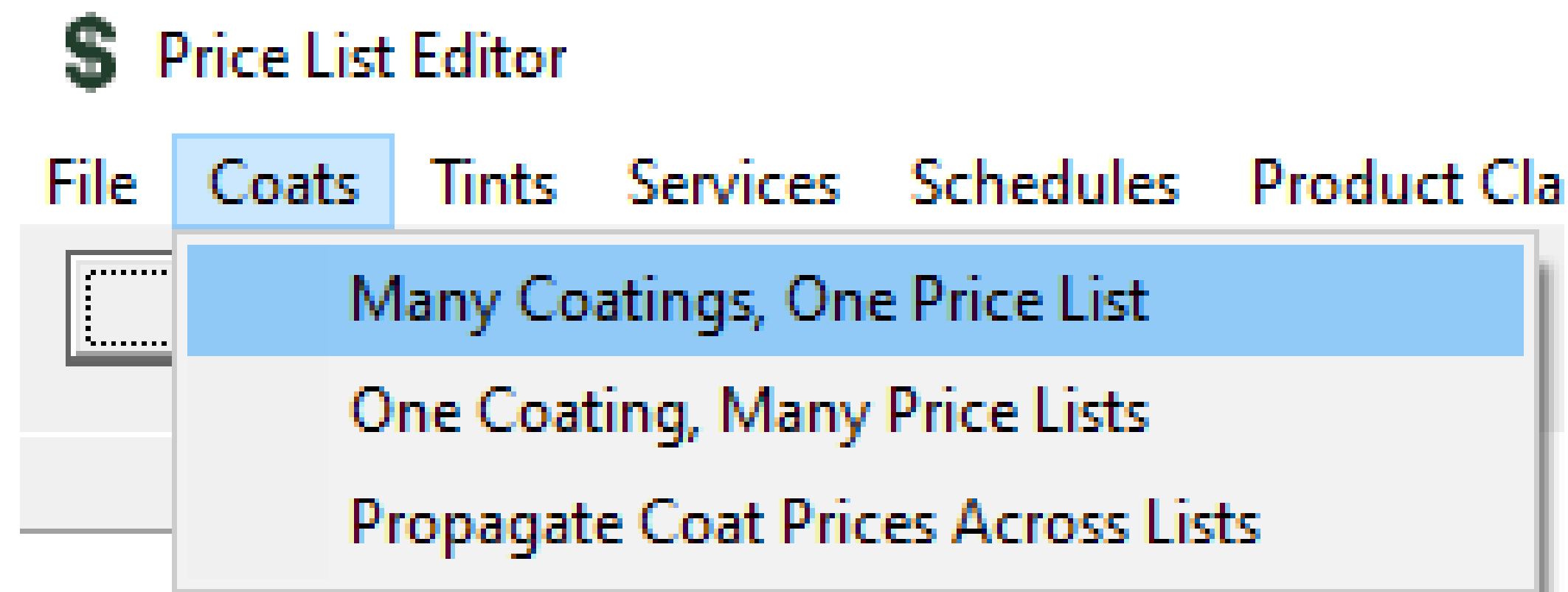


**Contact DVI for assistance*

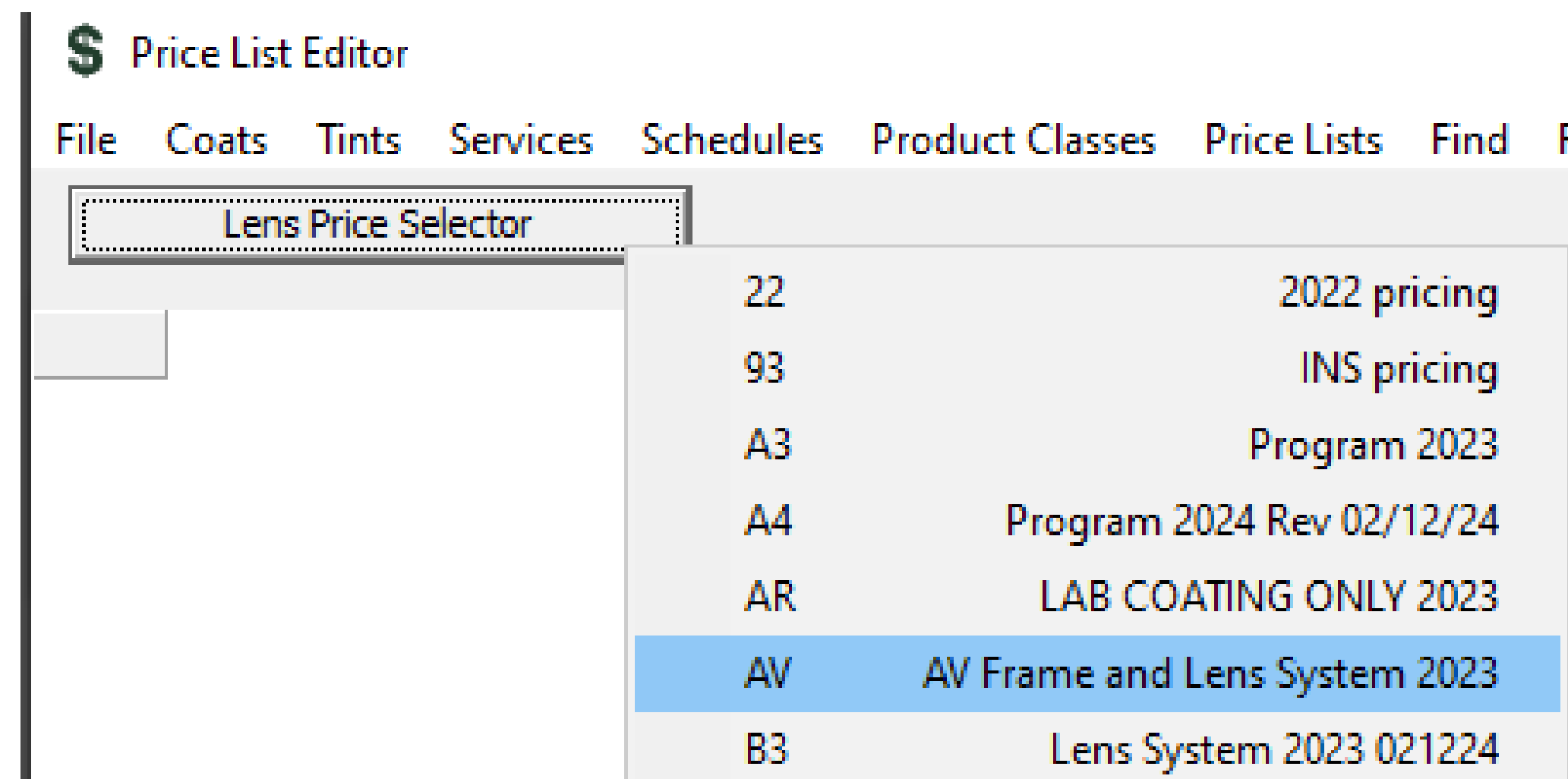
PRICING BEST PRACTICES #6: REMOVE UNREFERENCED COAT SCHEDULES

Delete “orphaned” coat schedules not assigned to any Style/Material/Color Combination.

- ◆ From <3,3,9> Tabular Pricing, choose Coats > Many Coatings, One Price List

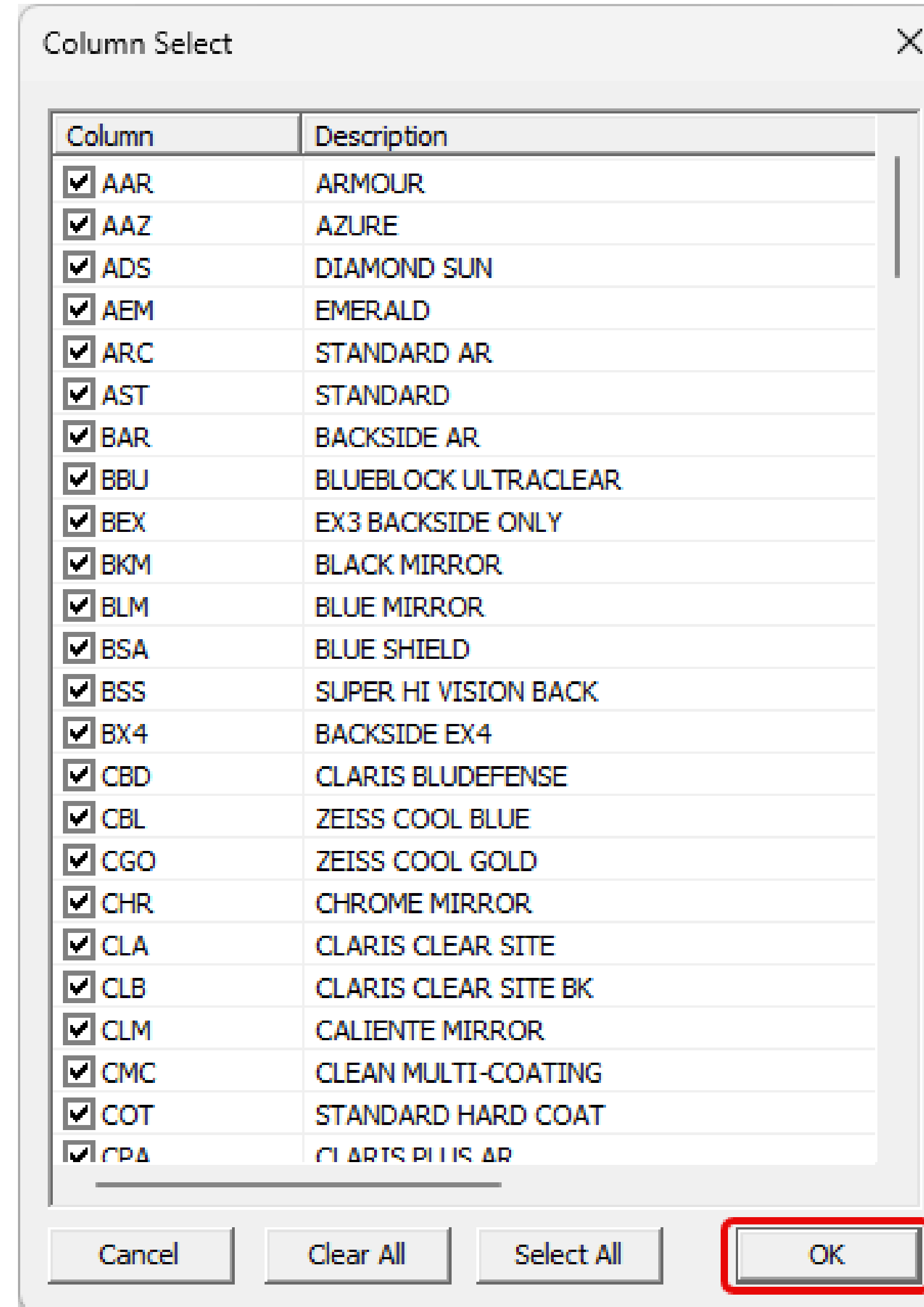


- ◆ Choose Price List



#5: REMOVE UNREFERENCED COAT SCHEDULES (CONT.)

- ◆ Select Schedules
- ◆ Click OK to remove, then confirm



PRICING BEST PRACTICES #7: IMPLEMENT NEW VSP PRICING METHOD



Benefits:

- ◆ Job price applied by direct linkage between data received in Eyefinity™ order to specific services in DVI
- ◆ Service codes define pricing for style, material/color, and most add-ons
- ◆ Major reduction of line items in Tabular Pricing
- ◆ Reduces pricing discrepancies
- ◆ DVI maintains a pricelist template, which also contains the service codes, that can be used for initial setup
- ◆ Easy to track reimbursement when paired with open-item reconciliation

#7: IMPLEMENT NEW VSP PRICING METHOD (CONT.)



A range of underscore-prefixed services control add-ons and other miscellaneous charges which correlate to published VSP/Plexus Lens Enhancement Fee Schedule

VSP Signature Plan®
 VSP Lab Lens Enhancements Fee Schedule 9 PB
 Effective June 27, 2023



Anti-Reflective Coating	Code(s)	Single Vision	Multifocal
Anti-Reflective Coating A	QM	\$ 5.71	\$ 5.71
Anti-Reflective Coating C	QT	\$ 25.91	\$ 25.91
Anti-Reflective Coating D	QV	\$ 36.22	\$ 36.22

\$ Service Pricing

File Coats Tints Services Schedules Product Classes Price Lists Find Replace

Lens Price Selector

Plist	Code	Description	Price
93	* _		
93	_MQM	A CAT AR COATING MF	5.71
93	_MQN	B CAT AR COATING MF	22.52
93	_MQP	MIRROR SOLID AND GRAD MF	17.42
93	_MQQ	SRC A MF	3.74
93	_MQR	SKI TYPE COATING MF	20.90
93	_MQS	SRC B MF	8.71
93	_MQT	C CAT AR COATING MF	25.91
93	_MQV	D CAT AR COATING MF	36.22
93	_MRM	OVERSIZE 61+ MF	2.61

#7: IMPLEMENT NEW VSP PRICING METHOD (CONT.)



Product classes are utilized to group lens styles within VSP/Plexus categories

VSP Signature Plan®

VSP Lab Lens Enhancements Fee Schedule 9 PB

Effective June 27, 2023



Progressive	Code(s)	Progressive
Progressive N Plastic	NA	\$ 82.27
+ Progressive N High Index Plastic 1.53-1.60/Trivex	NB	\$ 20.11
+ Progressive N High Index Plastic 1.66/1.67	NH	\$ 42.05
+ Progressive N High Index Plastic 1.70 & Above	NJ	\$ 68.56
+ Progressive N Polarized	NP	\$ 42.05
+ Progressive N Polycarbonate	ND	\$ 6.88

Price List Schedules - 93

File Coats Tints Services Schedules Product Classes Price Lists Find Replace Show/Hide Columns Bump Tax Tables

Lens Price Selector

PL	Mat	Style	Color	F	Sz	Sphere
93	H67	ASPHERIC-SV	CLR	S		0.00
93	H67	SV	CLR	S		0.00
93	H67	~DSV	CLR	S		0.00
93	H67	~F	CLR	S		0.00
93	H67	~J	CLR	S		0.00
93	H67	~K	CLR	S		0.00
93	H67	~N	CLR	S		0.00
93	H67	~NV	CLR	S		0.00
93	H67	~O	CLR	S		0.00
93	H67	~ST	CLR	S		0.00
93	H74	ASPHERIC	CLR	S		0.00
93	H74	SV	CLR	S		0.00
93	H74	~DSV	CLR	S		0.00
93	H74	~F	CLR	S		0.00
93	H74	~K	CLR	S		0.00
93	H74	~N	CLR	S		0.00
93	H74	~NV	CLR	S		0.00
93	H74	~O	CLR	S		0.00
93	H74	~ST	CLR	S		0.00
93	P	DOUBL	CLR	S		0.00
93	P	RD22	CLR	S		0.00
93	P	RD24	CLR	S		0.00
93	P	ST45	CLR	S		0.00
93	P	SV	CLR	S		0.00
93	P	~DSV	CLR	S		0.00
93	P	~F	CLR	S		0.00
93	P	~J	CLR	S		0.00
93	P	~K	CLR	S		0.00
93	P	~N	CLR	S		0.00
93	P	~NV	CLR	S		0.00
93	P	~O	CLR	S		0.00
93	P	~ST	CLR	S		0.00

Product class N contains the following styles:

- AUTO III * (VP)
- AUTO III 11 (VP)
- AUTO III 13 (VP)
- AUTO III 15 (VP)
- AUTO III 18 (VP)
- AUTO INTL (VP)
- AUTO INTL * (VP)
- AUTO INTL 11 (VP)
- AUTO INTL 13 (VP)
- AUTO INTL 15 (VP)
- AUTO INTL 18 (VP)
- AUTOGRAPH III (VP)
- IDLS2 CLARITY (VP)
- IDLS2 HARMONY (VP)
- IDLS2CD CLARITY (VP)
- IDLS2CD HARMONY (VP)
- IDLS3 INDOOR (VP)
- IDLS3 INDOOR I (VP)
- IDLS3 OUTDOOR (VP)
- IDLS3 OUTDOOR I (VP)
- IDLS3 URBAN (VP)
- IDLS3 URBAN I (VP)
- IDLS4 * (VP)

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THANK YOU

Contact Digital Vision:

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