Online Discounts

| (i) | Prerequisites |
|-----|---------------|
|-----|---------------|

This feature must first be switched on for your site by Commerce Vision.

Overview

The Online Discounts promotion is used to create campaigns that encourage or reward volume purchases of selected products under the concept of a *pro motion group*. A promotion group consists of targeted products and discount tiers based on quantities. If your business uses marketing flags against specific Customers or Customer groups in your ERP, these can be specified and discount tiers varied for different Customers. The entire promotion group is configured in the CMS.

Online Discounts is easy to use. There is no need for users to enter a promo code. Any applicable discount is calculated and displayed automatically in the cart.

| Your site sells b eligible product | ed linen. To encourage the codes are added and the fo | urchase of multiple sets of certain brands of sheet sets owing discount tiers are set up for quantities purchased | s, a 'linen promotion group' i d: 1 - no discount; 2-4 - 10% | s created. All o off; 4+ - 25% |
|---------------------------------------|---|--|---|-----------------------------------|
| A user adds two | eligible items into their car | In the cart, the discount is automatically calculated and | d displayed to customer is a | alerted. No need |
| to enter a promo | code! | | | |
| Qty | | Price (inc GST) | Unit | Total (|
| 2 | + - | \$17.95 | Each | \$ |
| | | 2 | | |
| | e O Opdate | Remove | | |
| | | | | |

Step-by-step

1. Enable Online Discounts

NOTE - This feature must first be enabled on your site by Commerce Vision.

1. In the CMS, navigate to Settings Feature Management Payment & Checkout.

| 2. | If this feature is switched on, | the Discount Maintenance | toggle will be ON. |
|----|---------------------------------|--------------------------|--------------------|
|----|---------------------------------|--------------------------|--------------------|

| Feature Manage | ment | | Q Search for a feature |
|-------------------------|-----------------|--|--------------------------|
| 🖌 Content | ••• | Feature | Available in CMS Options |
| 🔗 Payment & Checkout | <u>o</u> > | Buy Now, Pay Later Configure instalment payment options for your website. | |
| 🖋 Products & Categories | (a) > | Credit Card Verification Configure options relaxed to Credit Card Verification. | |
| System | • • | Customer Budgets Configure Customer Budgets Specific settings for your website. | |
| L User | • | Customer Payment Token Management Configure options related to Customer Payment Token Management. | |
| Advanced | ه ک | Discount Maintenance Configure options related to Online Discounts. | |

3. Online Discounts will now be available from the Campaigns & Promotions menu.

| E-COMMERCE | |
|---------------------------|--------------------|
| 🖳 Users | Feature Management |
| Campaigns & Promotions | > Campaigns |
| Q Search Analytics | > Online Discounts |

2. Create an Online Discount Promotion Group

Each online discount created is called a 'Promotion Group'. A promotion group contains details about the online discount. To help you work out the details required for a promotion group, go through this checklist:

- Are there start and end dates and times for this promotion group?
- Will the promotion group have different discount price breaks based on specific minimum and maximum quantities?
- Will the discount be given as a 'special price' or 'percentage off' each eligible product?

Will the discount levels change (either in min/max quantities or discount amounts) depending on customer type, e.g., B2B, B2C, or specific Customer accounts? If yes, Marketing Flags need to be set up if they don't currently exist. Please consult with Commerce Vision to implement this.

Once you have these details at hand, you can configure the online promotion group.

To create a promotion group,

- 1. Navigate to Campaigns & Promotions Online Discounts.
- 2. Click the Add Promotion Group button in the top right corner.
- 3. In the 'Promotion Group Details' section, enter identifying details for this promotion group and its start/end dates.

| Promotion Group Details | Group Code * | Description | Start Date | End Date | |
|---------------------------|--------------|------------------------------|-------------------|-----------------------|-----|
| for this promotion group. | В | January Stationery Clearance | 1/01/2021 2:36 PM | ③ 30/01/2021 12:00 AM | 🛱 🕒 |
| | Θ 🧭 | Θ / | 0 / | Θ / | |
| | | | | | |

Group Code: a unique code that identifies this promotion group. Description: a meaningful description or name for this promotion code. Start Date: date and time this promotion group becomes active on your site. End Date: date and time this promotion group expires on your site.

4. In the Price Breaks section, set price breaks based on quantity levels. For every Level used, Minimum and Maximum quantities of eligible products determine whether the discount level applies.

Discount level rules

- For levels used after Level 1, the Minimum Quantity must be higher than the Maximum Quantity of the previous level, unless differentiated by Marketing Flags.
- Unused levels must be left with the default '0' for both Minimum and Maximum quantities.
- Leave the Marketing Flag field blank for a level to apply to all buyers.

Example: We want to create a promotion group with 3 levels that apply to all users. If a user adds a quantity of eligible items above or below applicable quantities, e.g., '1' or '31', no discount is triggered. If they enter a valid quantity, e.g., '21', the discount at Level 3 will automatically be calculated.

| 📣 Price Breaks | Level | Minimum | | Minimum Quantity | Maximum Quantity | Marketing Flag |
|--|-------|-----------------|--|------------------|------------------|----------------|
| Price breaks for this promotion group. | 1 | Level 2 must be | | 2.00 | 10.00 | |
| | 2 | Level 1 | | 11.00 | 20.00 | |
| | 3 | | | 21.00 | 30.00 | |
| | 4 | | | 0.00 | 0.00 | |
| | 5 | | | 0.00 | 0.00 | |
| | 6 | | | 0.00 | 0.00 | |
| | 7 | | | 0.00 | 0.00 | |
| | 8 | | | 0.00 | 0.00 | |
| | 9 | | | 0.00 | 0.00 | |

| n the P I | r oduct Pricing se | ection, a | dd Prod | uct Co | des of | all eli | gible i | tems | and | disco | ount | level | s for | each | activ | /e lev |
|-----------------------|--|--|---|---|--|-------------------------|--|--|------------------|--------------------|---|---------|---------|-------------|--------|--------|
| + Product F | ricing | Product Code | | Discoun | t Type L | evel 1 | evel 2 Le | vel 3 L | Level 4 | Level 5 | Level 6 | Level 7 | Level 8 | Level 9 |) Dele | ste? |
| roduct pricing for co | infigured price breaks. | (CV223) uni-t | ball Jetstream | Disco | unt 🔻 | 5 | 10 1 | 5 | | | | | | | 0 | |
| | | (CV224) Secu | ure-A-Pen Chai | Disco | unt 🔻 | 5 | 10 1 | 5 | | | | | | | | |
| | | Add Product | 3 | | | | | | | | | | | | | |
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3. Use Marketing Flags (optional)

The Marketing Flag feature can be used to limit a promotion group or certain promotion levels to particular customer groups. Marketing Flag codes must have been added and associated with certain Customer categories, e.g., Customer accounts, in the ERP. When marketing flags are used, a blank field = 'all other users'.

Please consult with Commerce Vision to implement Marketing Flags.

Enter Levels with Marketing Flags

The system checks that the Minimum Quantity of a level is higher than the Maximum Quantity of the previous level when two levels are in sequential order and have the same marketing flag (or blank).

Example: Suppose we want to create an online promotion where the discount given is not only controlled by quantity levels but also if a user is associated with a particular marketing flag. Discount levels for two marketing flags as well as 'blank' (for all other buyers) have been set up. Notice that levels have been grouped in accordance with marketing flags:

- levels 1 and 2 with 'RM'
- · levels 3 and 4 with 'WM',
- · levels 5 and 6 for all other buyers

| Α. | | Large Qua | ntity S | tationery | Sale | 1. | /02/2021 11- | 06 AM | ÷ | 0 | | | E D | |
|--------------|-----------|---------------|---------|-----------|---------|------------|--------------|---------|---------|-----------|---------|---------|---------|--|
| 0 / | | Q / | nary 5 | adonery | Juic | | / | 00 / WI | Le | | | | | |
| | | | | | | | · | | | | | | | |
| | | | | | | | | | | | | | | |
| Level | Minimum (| Quantity | | | м | aximum Qua | ntity | | | Marketing | Flag | | | |
| 1 | 10.00 | | | | 2 | 5.00 | | | | RM | | | | |
| 2 | 26.00 | | | | 5 | 0.00 | | | | RM | | | | |
| 3 | 10.00 | | | | 2 | 5.00 | | | | WM | | | | |
| 4 | 26.00 | | | | 5 | 0.00 | | | | WM | | | | |
| 5 | 10.00 | | | | 2 | 5.00 | | | | | | | | |
| 6 | 26.00 | | | | | 0.00 | | | | | | | | |
| 7 | | | | | | | | | | | | | | |
| , | 0.00 | | | | | 1.00 | | | | | | | | |
| 8 | 0.00 | | | | 0 | .00 | | | | | | | | |
| 9 | 0.00 | | | | C | .00 | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| Product Code | | Discount Type | Lei | vel 1 | Level 2 | Level 3 | Level 4 | Level 5 | Level 6 | Level / | Level 8 | Level 9 | Delete? | |
| CV222 | • | Discount | • 5 | .00 | 10.00 | 7.00 | 15.00 | 5.00 | 5.00 | | | | 0 | |
| Add Product | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

Edit Online Discount Messages

When a buyer adds an eligible product into their cart, the discount will be calculated automatically. On the Cart and Checkout screens, notification messages are displayed to alert the buyer they are receiving the online discount price or when it has been removed or recalculated. These messages can be edited in the Order Lines Widget and the Cart Buttons Widget.

Order Lines Widget

The Order Lines Widget may have been placed in various templates. Changes made to Online Discount messages in one widget will display in all other Order Lines Widgets in use.

To edit the messages:

- 1. Navigate to Content Pages & Templates Cart.
- 2. Find the Order Lines Widget and click Edit.
- 3. Click the Notifications tab.
- 4. Scroll down to the Online Discount fields and edit the default messages as you require.

| Online Discount Message | Price reduced from {0} to {1}. Discount rate {2}. |
|---|--|
| ♂ Online Discount Found Message | Your order has been updated, please review the individual discounts. |
| Online Discount Not Found Message | No discounts found. |

Online Discount Message

In the Shopping Cart, a message automatically appears in the Order Line to inform the buyer of the discounted price and discount rate.

| nt > Cart | | | | |
|--|--|------------------|----------------|---------------|
| 🐂 Shopping Cart | | | | |
| Please review your cart before checkout. | | | | |
| | | | () Unders Orde | B Dummer (*) |
| > Delivery Options | | | w opusie orde | • Nellowe All |
| Delivery O Pick-up | | | | |
| | | | | |
| My Store: Please select your store | | | | |
| Charles Provide | | | | |
| Product | Otv | Price on sth | Unit | Total (respon |
| | | | | |
| Pilot G-2 Retractable Gel Pen, Fine Point, Assorted Code: CV222 | 10 + | \$11.39 | Pack | \$113.90 |
| 💭 💭 🖉 Available for Delivery | Add Note O Update Remo | we | | |
| | Price reduced from \$11.99 to \$11.39. D | iscount rate 5%. | | |
| | | | | |

Default message: 'Price reduced from $\{0\}$ to $\{1\}$. Discount rate $\{2\}$.' Notes: Placeholders: $\{0\}$ = original price; $\{1\}$ = new price; $\{2\}$ = calculated discount rate

Online Discount Found Message / Online Discount Not Found Message

In the Shopping Cart, the buyer can edit the quantity of a product they have added. If their cart contains products eligible for a promotion group and quantities are changed, clicking the Update button will trigger one of two pop up messages: (i) Online Discount Found Message: informs the buyer to check the newly recalculated discount. Default: 'Your order has been edited. Please review the individual discounts.'

(ii) Online Discount Not Found Message: informs the buyer that no Online Discount has been applied. Default: 'No discounts found.'

| | Product Search Q. Search | News Store Locator Contact Us @ My Store: Pleas | Your order has been updated. Please review the individual discounts. |
|--|--|---|--|
| =+Test Heading 111 🗸 Sports & Outdoors 👻 Work Clothing 🗸 | Office Products v Early Childhood v Office Furniture v ABC | School Stationery List 🐱 Year 7 Stationery | No discounts found. |
| ▼ SHOP BY CATEGORY | | | Confirm |
| *> as | | Pop up message alerts buyer whether any changed quantities qualifies for the online discount or not when Uddate button is cificked | |
| Please review your cart before checkout. | | |) |
| > Delivery Options | | | O Update Order 🕯 Remove All |
| Delivery OPick-up | | | |
| My Store: Please select your store Owner Store | | | |
| Product | Qty | Price (nc GST) | Unit Total (nc GET) |
| Pilot G-2 Retractable Gel Pen, Fine Point, Assorted Core CO22 | 1 ± | \$11.99 | Pack \$11.99 |

NOTE - (ii) and (iii) can also be edited in the Cart Buttons Widget.

Cart Buttons Widget

To edit the Online Discount Found/Not Found messages in the Cart Buttons Widget,

a. Go to Content Pages & Templates Checkout Cart b. Click Edit for the Cart template. c. Find the Cart Buttons widget. Cart Buttons ⊗ Notifications Search. Online Discount Found Message Your order has been updated, please review the individual discounts General Options Online Discount Not Found Message No discounts found. Personalisation Titles d. Edit the messages as required. Online Discount Found Message: triggered when the buyer updates the quantity of any eligible product in the Shopping Cart and discount is recalculated. Online Discount Not Found Message: triggered when the buyer updates the quantity of any eligible product in the Shopping Cart and results in no discount.

Cart Checkout Button Widget

When the buyer clicks the **Continue to Checkout** button in the Shopping Cart, a popup message asks them to review the discounts before continuing to Checkout. This message can be changed or removed as you require in the Cart Checkout Button Widget.

| 🖪 🎔 🖻 🦻 🛗 in | | | | | | | 🃜 \$113.90 (HELLO 10 items) 🔔 Login |
|---|-----------------|-------------------|-------------------|--------------------|--------------------------|------------------------|--|
| ≅+Accessories ∨ Sports & Outdoors ∨ | Work Clothing 🐱 | Office Products 🗸 | Early Childhood 🖌 | Office Furniture 🗸 | ABC School Stationery Li | st 🗸 Year 7 Stationery | C C C C C C C C C C C C C C C C C C C |
| > Delivery Options | | | | | | | Confirm |
| Delivery O Pick-up | | | | | | Popup message | |
| My Store: Please select your store Change Store | | | | | | | |
| • Fast Order Entry | | | | | | | |
| Product | Qty | Notes | | | | | |
| Product Code | + - | Notes | | | | | Add To Cart |
| Have A Promo Code? | | | | | Subtotal (inc GS | T) | \$113.90 |
| Free Code User | () to 1 | . Cal | | | Total (inc | GST) | \$113.90 |
| Enter Code Here | С Арри | Code | | | Includes GST of | | \$10.35 |
| 🗣 Freight Estimate | | | | | Jip Logo | 6 Learn More | own it now, up to 3 months interest free |
| Enter Your Postcode | Ø Esti | nate | | | | | |
| aft Mode MODE | | | | | | | |
| MODE 100016165 | | | | | | Check out with PayPai | OR 🗖 Continue To Checkout |

To edit the message:

- 1. Go to Content Pages & Templates Cart
- 2. Find the Cart Checkout Button Widget and click Edit.
- 3. Under the **General Options** tab, find **Online Discount Found Message** and change the message as you require. If you do not want this popup to appear, leave the field blank. Default: Discounts have been calculated on your order, please review and proceed.'
- 4. To save any changes, click Save.

Additional Information

| Minimum Version Requirements | 4.31.00 | | |
|------------------------------|--|--|--|
| Prerequisites | This feature must be enabled by Commerce Vision. | | |
| Self Configurable | Yes | | |
| Business Function | Promotions | | |
| BPD Only? | | | |

| | Yes |
|---|-------------------------|
| B2B/B2C/Both | Both |
| Ballpark Hours From CV (if opting for CV to complete self config component) | Contact Commerce Vision |
| Ballpark Hours From CV (in addition to any self config required) | Contact Commerce Vision |
| Third Party Costs | n/a |
| CMS Category | Campaigns & Promotions |

Related help

- Mixed Product Buy Pricing PromotionWhole Order Discounts

Related widgets

- Order Lines Widget
- Cart Buttons Widget
- Cart Checkout Button Widget