# CREATING A FRANCHISE

Franchises in c9 are predominantly used for the management of pricefiles. A franchise should never be added unless a pricefile is available from that particular supplier. We can use franchises to ensure pricing is kept up to date, setting mark-ups on RRP's, linking financial implications to an Account Payable and other functions to help meaningfully manage the pricing, stocking, ordering and pricing of Supplier items. This document will provide the information required to set-up a franchise ready for importing a pricefile. Other, more technical requirements for managing franchises can be resolved by utilising our support systems.

Go to Spares → Utilities → Add/Edit Franchise. Click on Add New Franchise button.
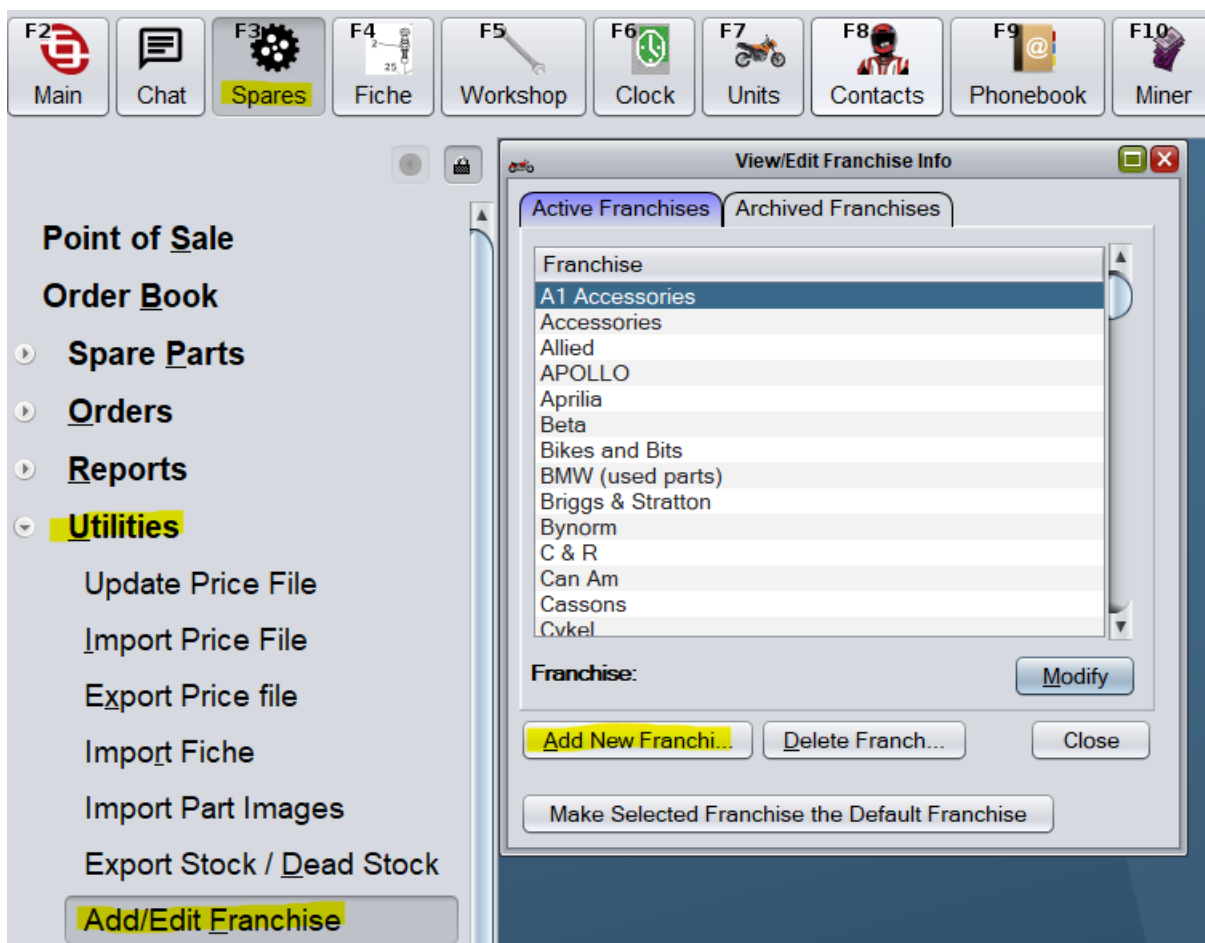
Starting on the General tab, we need to key in the identification details of the Franchise we are working with. We start with Name of Franchise, we select the option 'Yes' to use a pricefile, we identify the type of franchise we are dealing with and finally we select whether or not we wish to share our pricing with other dealers in the c9 network. We encourage the use of this feature for all OEM's. This is how you can access pricefiles for any brand and if dealers weren't clicking this button, then this feature would be useless. This feature only shares the part number, description and YOUR retail price, which is all forward facing information anyway. No cost info is shared.

Next we head to Markups to enter any markup values we wish to add to the franchises pricefile over and above RRP.

We can see that in Markups we can have a sliding scale of markups based on a maximum price. We can utilise a Markup % over the RRP of that price or we can also use a Minimum Margin based on that price. Functionality is different so a brief explanation of this follows. We should use a Markup % at all times when the pricefile supplies an RRP. We would generally use a Minimum Margin where the pricefile supplied by the supplier doesn't contain an RRP. This is very rare these days but there are still a couple of Power Equipment suppliers that operate this way.

Once you have determined your Markup scale then we can move on n to the next step. Head to the Pack/Order tab. Here we are going to set the supplier which we want the financial record to go to. There are two ways to set a supplier, firstly we can select a Principal Parts Supplier or we can Supplier to credit upon receive. Principal Parts Supplier will put all orders for this franchise in the order book under the accessories supplier (Accounts Payable contact card). This option is rarely used. Primarily it is there to help with multi-franchise suppliers like Mojo Motorcycles where you want to keep the Pricefiles and parts stock separate from each other but want all orders to be delivered to the supplier in a single order rather than one for each franchise. In most cases we want to use Supplier to credit upon receive. This will leave the parts orders and receivals under the franchise, but the financial record will go to the Accounts Payable contact for that supplier. Select the change button for the appropriate setting for this record.

Once you click the appropriate change button, you can then select the supplier account from the list of Accounts Payable suppliers. Highlight the supplier and click Select.
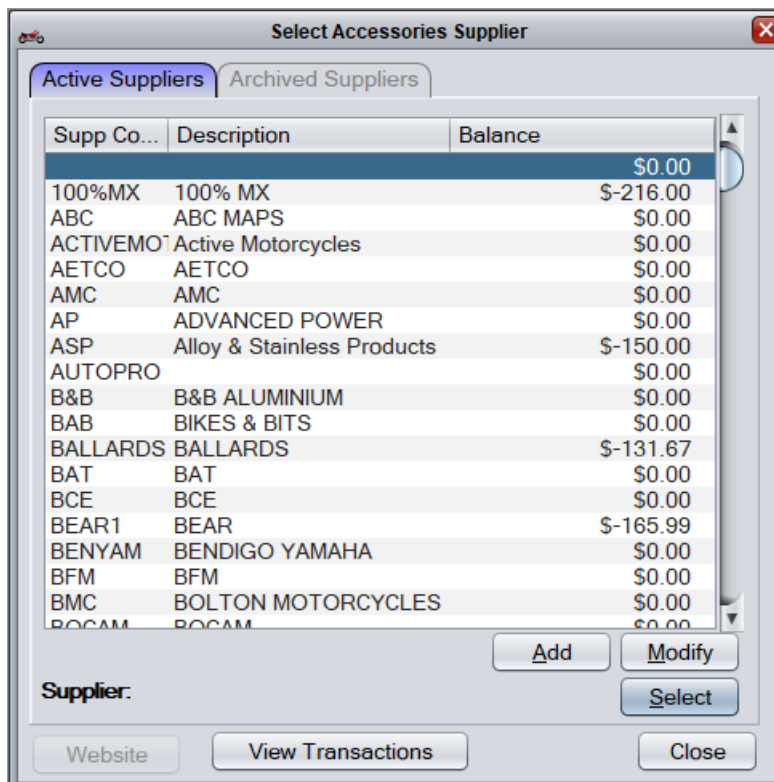
This will return you to the previous screen where you can click OK and our basic setup for a Franchise is complete. You can now add your pricefile into this supplier. See the pricefile documents for instructions on this.