

Catalog SOP: Business Pricing and Tiered Discounts

03/17/2025 8:32 am CDT



Who is this for:

- This is for Amazon sellers who want to manage their product pricing and apply tiered discounts for their business customers.
- It is intended for users who have access to their Amazon seller account and are familiar with the basic functionalities of the Amazon dashboard.

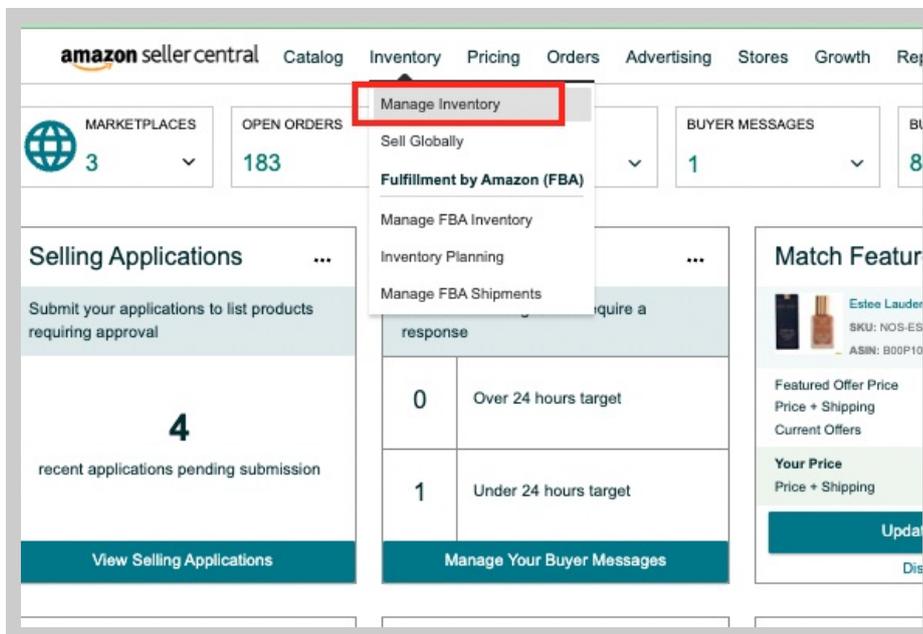


Objective: This standard operating procedure (SOP) provides a step-by-step guide on how to update pricing and apply tiered discounts for products in an Amazon seller account. The SOP includes instructions for updating pricing manually through the Amazon dashboard and via a flat file upload.

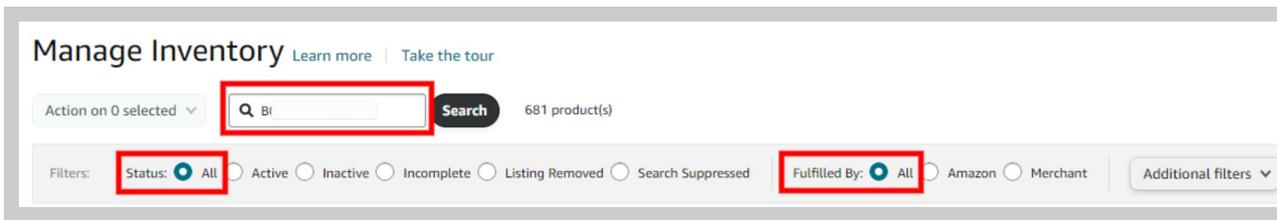
Before implementing business pricing and tiered discounts, it is important to communicate, and get client's approval first. Include the approval proof (screenshot or fireflies call link) as Task Details or as a Comment.

Manually

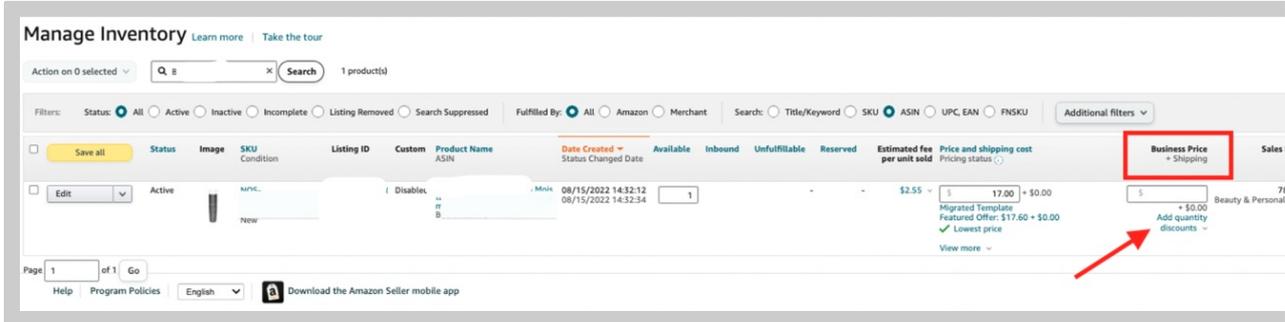
1. Go to Inventory → Manage Inventory



2. Search for the ASIN that you want to update. Make sure the filters are set to "All" for the Status and Fulfilled By.

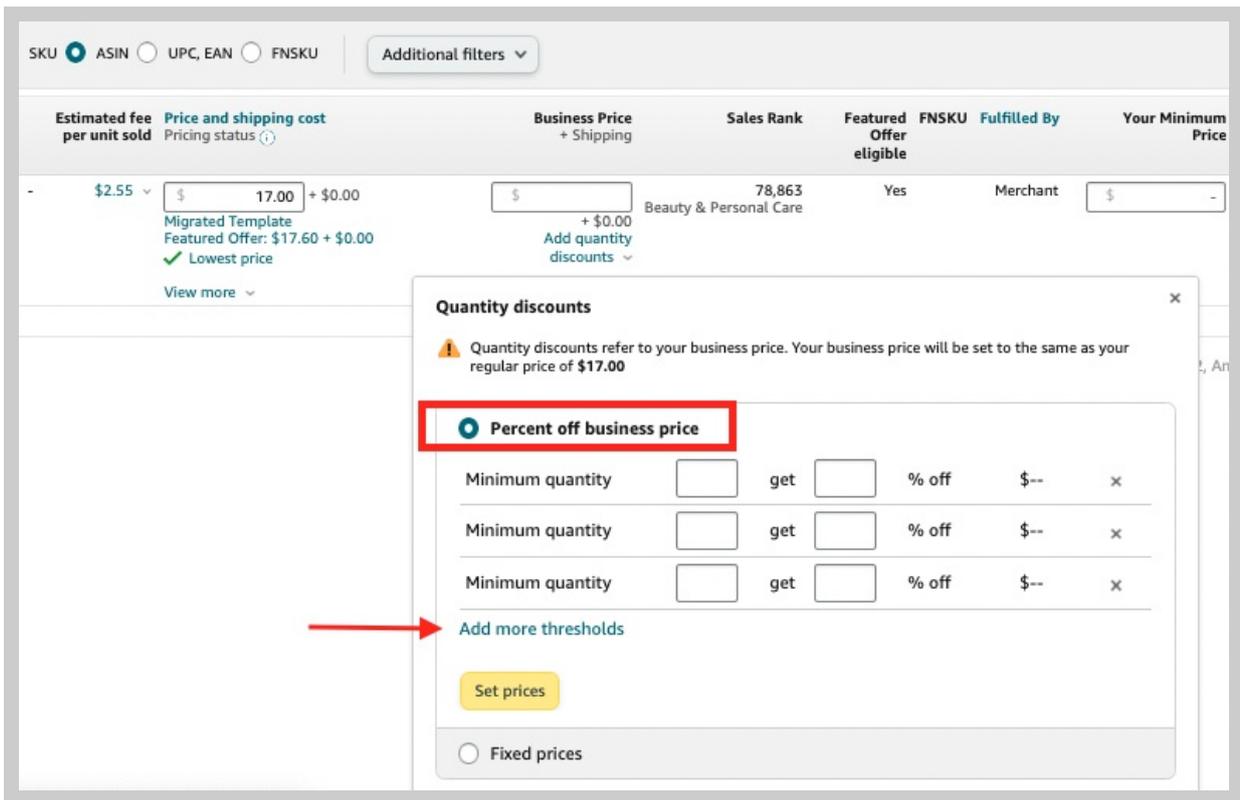


3. Go to Business Price → Add quantity discounts



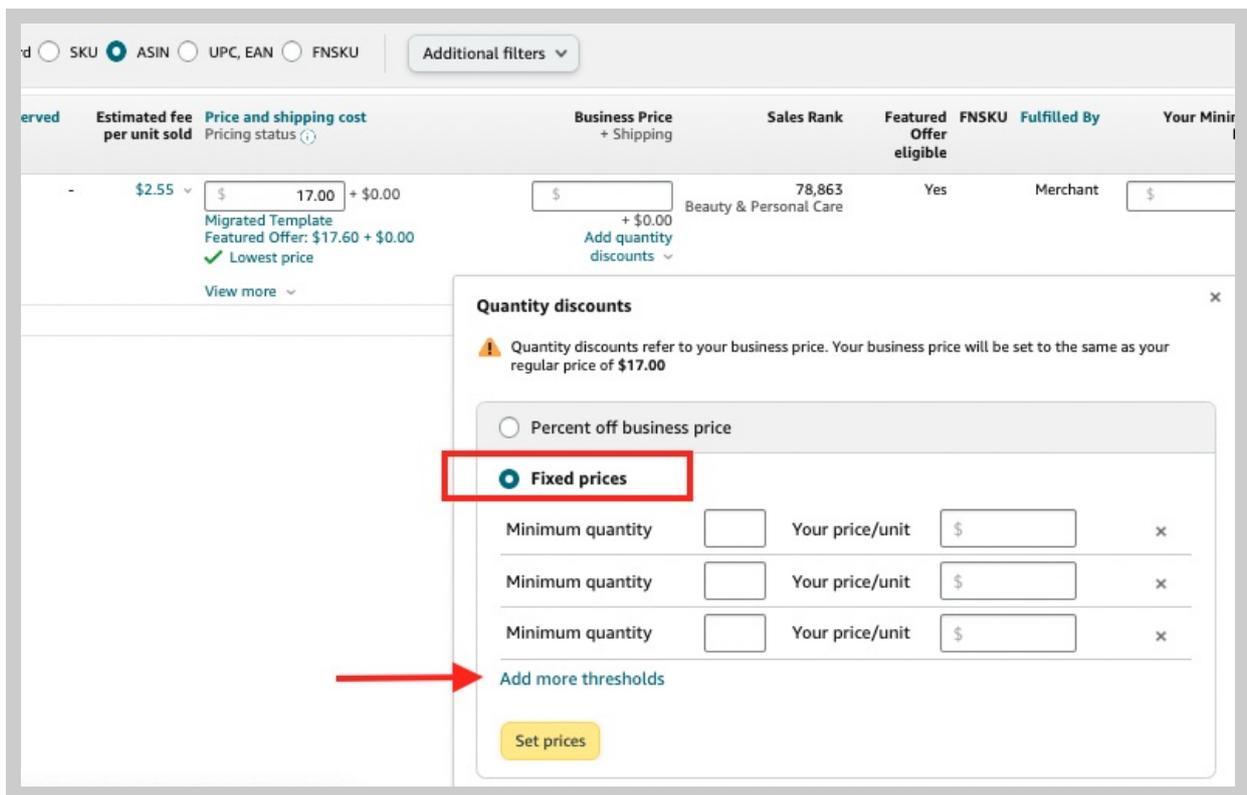
4. For Percent off business price, encode the Minimum quantity and the percentage off.

You can add as many thresholds as necessary.



5. For Fixed prices, encode the Minimum quantity and Your price/unit.

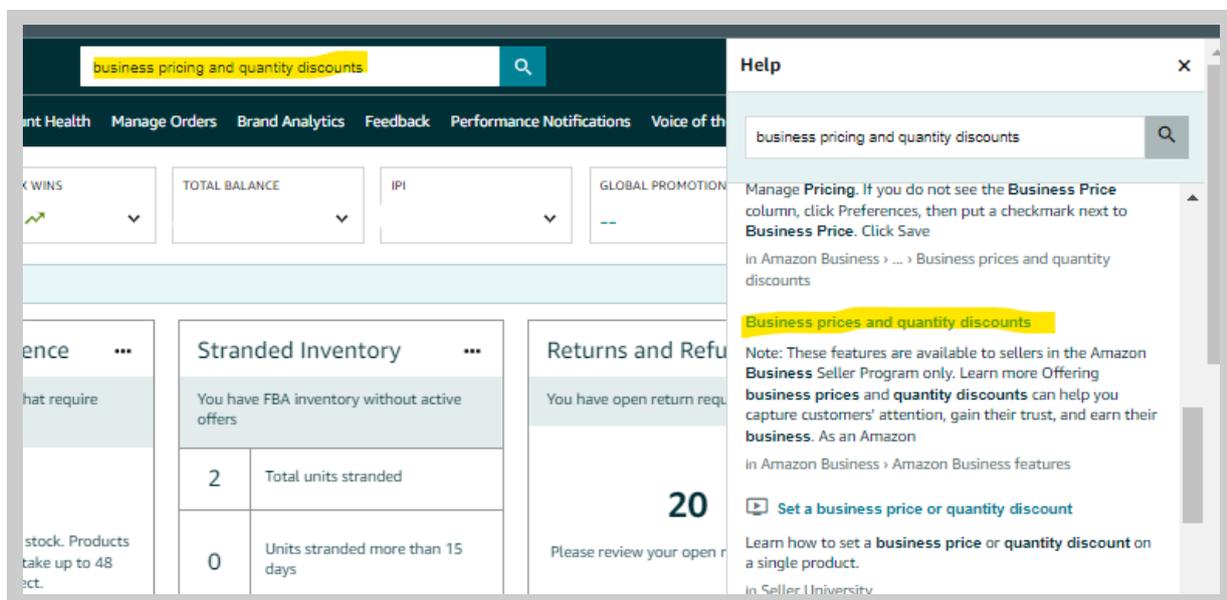
You can add as many thresholds as necessary.



6. Once done, click Set prices.

Via Flat File

1. Download the template file. Go to Search bar → Type “business prices and quantity discounts” and then click the help link.



2. From "Use Feeds to Add Business Prices and Quantity Discounts" help page, select the **Business Price/Quantity File**. You may also click this [link](#).

Download the business-specific feed files

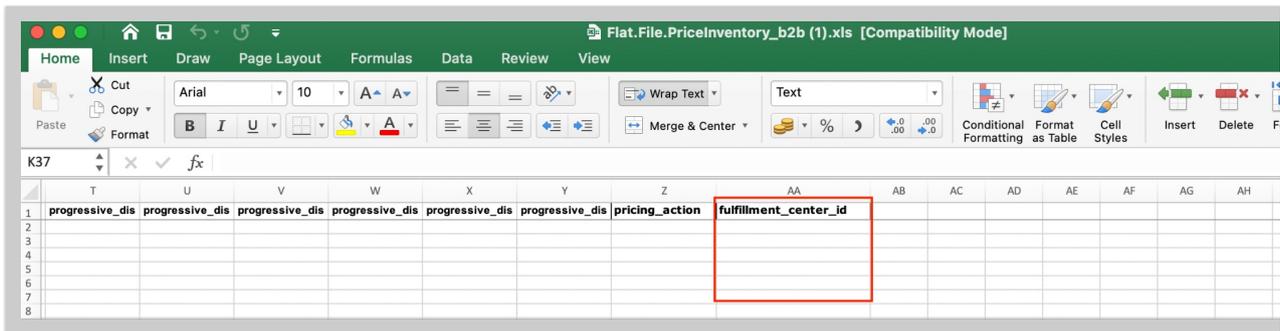
To load business prices, you must use one of these feed files:

- **Business Price/Quantity File**
- Business Inventory File
- Business category-specific feed file

3. Open the Template worksheet.

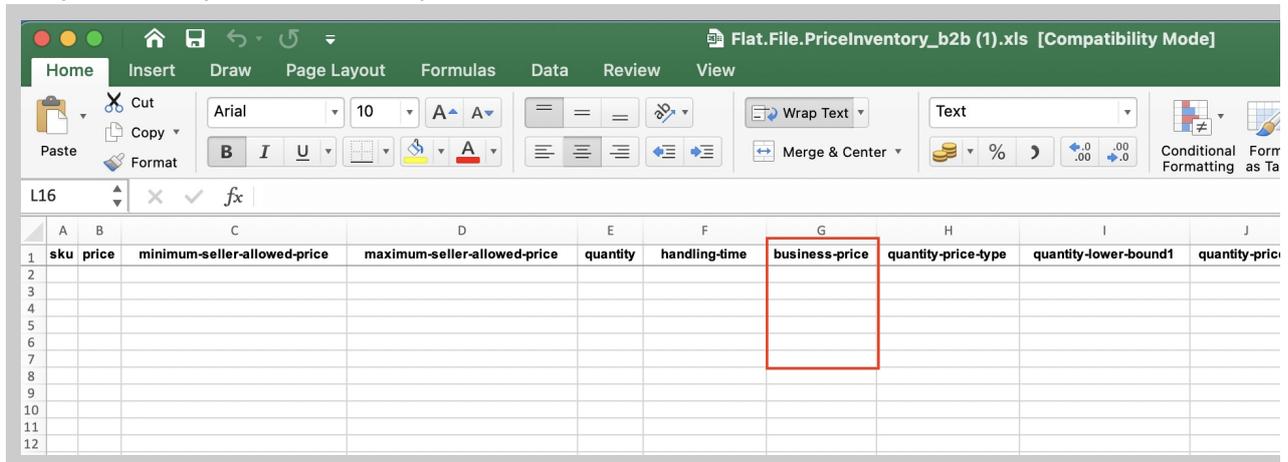
4. Encode the following: SKU, Price, Quantity (if FBM), and Fulfillment Center.

Note: For Fulfillment Center - FBA is "AMAZON" and FBM is "DEFAULT"



The screenshot shows an Excel spreadsheet with the following columns: T, U, V, W, X, Y, Z, AA, AB, AC, AD, AE, AF, AG, AH. Row 1 contains the following headers: progressive_dis, progressive_dis, progressive_dis, progressive_dis, progressive_dis, progressive_dis, pricing_action, fulfillment_center_id. The cell containing 'fulfillment_center_id' is highlighted with a red border.

5. **Required:** Add a price in the *business-price* row.



The screenshot shows an Excel spreadsheet with the following columns: A, B, C, D, E, F, G, H, I, J. Row 1 contains the following headers: sku, price, minimum-seller-allowed-price, maximum-seller-allowed-price, quantity, handling-time, business-price, quantity-price-type, quantity-lower-bound1, quantity-price. The cell containing 'business-price' is highlighted with a red border.

Note: Business price must be less than or equal to the standard price. If the business price is higher than the standard price, the business price will be deactivated.

6. Business price must be added before adding quantity discounts.

- For “percent”:
 1. On *quantity-lower-bound1*, encode the number of purchased items
 2. On *quantity-price1*, encode the percentage discount provided
 3. If applicable, apply the same method to *quantity-lower-bound2*, *quantity-lower-bound3*, *quantity-lower-bound4*, and so on...

For example:

You want to offer 5% off the total when 3 items are purchased, and 10% off the total when 7 items are purchased.

A	B	C	D	E	F	G	H	I	J	K	L
sku	price	minimum-seller-allowed-price	maximum-seller-allowed-price	quantity	handling-time	business-price	quantity-price-type	quantity-lower-bound1	quantity-price1	quantity-lower-bound2	quantity-price2
	10					9	percent	3	5	7	10

9. Save your file as Text (Tab-delimited) (*.txt).

NOTE: B2B Pricing can also be found on Category Listings Report.

LM	LN	LO	LP	LQ	LR	LS	LT	LU	LV	LW	LX	
B2B	Business Price	Quantity Price Type	Quantity Lower Bound 1	Quantity Price 1	Quantity Lower Bound 2	Quantity Price 2	Quantity Lower Bound 3	Quantity Price 3	Quantity Lower Bound 4	Quantity Price 4	Quantity Lower Bound 5	Quantity Price 5
	business_price	quantity_price_type	quantity_lower_bound1	quantity_price1	quantity_lower_bound2	quantity_price2	quantity_lower_bound3	quantity_price3	quantity_lower_bound4	quantity_price4	quantity_lower_bound5	quantity_price5

10. Upload your file by going to the Catalog menu and selecting Add Products via Upload.