

This AI-generated document is intended to accompany the video “[Pricing Wall Groupings](#)” as a written reference. While it provides details of the techniques and processes demonstrated in the video, it is not a comprehensive training guide. You may find printing this document helpful for quick reference.

For a more detailed understanding of this topic, please consult the ProSelect Online Help Guide.

Pricing Wall Groupings

Introduction

In this video, we explore three different methods for pricing Wall Groupings in ProSelect: Fixed Price, Sum of Parts, and Supplier Cost with a Markup. By the end, you will understand which method best fits your workflow.

There is also a fourth method called **Fixed Price by Presentation Option**, used mainly in Supplier Collections. For more information on that method, see the separate video covering that topic.

Getting Started

Open ProSelect and go to **Products > Product & Pricing Manager** from the top menu. Wall Groupings are located under the Product Templates tab.

You may notice that some Wall Groupings display a **lock icon**. This indicates they are part of a **Supplier Collection**. While you cannot edit those templates, you can still adjust their pricing method.

Navigate to the **Wall Group Collections** folder and select **Stacked Wall Groupings**. These templates are part of the ProSelect default data setup and are not associated with a specific supplier. The top item, **3 Horizontal Stack**, is a stacked template containing five different layouts. Select this template and click the **Pricing** button.

Fixed Price Method

Select **Fixed Price** from the pricing method dropdown.

If the wall grouping is stacked, select the **first stacked item** from the list. Pricing works the same way for stacked templates and non-stacked templates.

You will see the **individual item prices** listed on the right side. These are for reference only. Reviewing the individual component prices can help you determine an

appropriate fixed price for the grouping. You can also choose whether to include the cost of applied mats or frames in the final price.

- When this option is checked, adding a mat or frame will **not change the selling price**.
- When unchecked, mats and frames will be **billed as separate line items**, increasing the total cost.

Enter the fixed selling price in the **Price** field.

Keep in mind that if the **Presentation Option** changes later, the price will remain the same. Fixed pricing does not automatically adjust based on print finish.

You may optionally enter a **Supplier Cost** for reference. This does not affect the selling price but can help track your profit margins.

If the template contains stacked options, each layout must be priced individually.

1. Select the next stacked item from the dropdown list.
2. Enter the fixed price.
3. Repeat until all stacked layouts are priced.

Click **Save** when finished.

Sum of Parts Method

Next, we will look at **Sum of Parts**, the default pricing method for Wall Groupings.

In the Product Templates panel, select **2 Vertical, 1 Horizontal Framed Stack**, then click the **Pricing** button.

Choose **Sum of Parts** from the pricing method dropdown.

If you are working with a stacked template, select the **topmost template** in the stack.

You will again see the individual item prices listed on the right side. ProSelect calculates the final selling price by adding together the prices of all components in the grouping, including prints, mats, and frames.

Because the price is built from the individual components, changes update automatically. For example, if you change a framed print to a **gallery wrap**, the price adjusts immediately. This automatic updating is the main advantage of the Sum of Parts method.

If an item has not been priced yet, it will appear in **red with a value of zero**.

1. Double-click the item.
2. Enter the correct price.
3. Click Change Item.

The new price will update everywhere that print is used.

You can also choose to include mats or frames in the total price. When the **Price Options** box is checked, all mats and frames are included at no additional charge, regardless of their individual prices.

You may optionally apply a **discount percentage** to the grouping. This can serve as an incentive for customers to purchase multiple pieces together.

If the template is stacked, the discount can be applied to all layouts at once.

1. Select **All Stacked Items** from the dropdown list.
2. Enter the discount percentage.

Presentation Options

Wall Grouping templates in the ProSelect default data use the **Custom Print** presentation option. Each studio may define Custom Print differently. If Custom Prints have not yet been priced in your system, open the **Prints tab** and assign prices there. The totals for your Wall Groupings will update automatically.

You can also change the presentation option used in the template. Select the template and click **Edit** to open the **Product Editor**.

In the **ID box**, you may optionally select a supplier. For this example, select **ACI**.

Press **Command + A (Mac)** or **Control + A (Windows)** to select all objects in the template.

In the **Object Options** area:

1. Choose a new Presentation Option from the list.
2. Assign the option to all matching openings in the stack.

Click **Save**.

When you return to the pricing window, all items in the grouping will now use the new Presentation Option.

Repeat this process for any other templates you plan to offer.

Supplier Cost × Markup Method

Finally, we will explore **Supplier Cost × Markup** pricing. Select this option from the pricing method dropdown.

If the template is stacked, select the appropriate stacked size. As before, the individual item prices appear on the right side for reference. You can optionally include mats and frames in the cost. When these options are selected, mats and frames are included at **no additional charge**.

Enter the **Supplier Cost** for the grouping.

These costs will not update automatically unless you are using an installed and updated **Supplier Collection**. Next, enter your **markup percentage**. ProSelect will calculate and display your **profit margin** below the markup field.

If the Wall Grouping template contains stacked layouts, repeat this process for each stacked item.

Click **Save** when finished.

Finalizing Your Pricing

After completing the pricing setup for your wall groupings, click **Save** to exit the Product & Pricing Manager.

Conclusion

ProSelect provides several flexible methods for pricing Wall Groupings, including Fixed Price, Sum of Parts, and Supplier Cost with a Markup. Each method offers different advantages depending on how you prefer to manage product pricing and supplier costs. Choosing the right approach can help streamline your workflow and keep your pricing consistent.

Additional Resources: For more detailed information, consult the ProSelect Online Manual, accessible from the **Help** menu by selecting **Open Online Help Guide**. This document is designed to serve as a practical companion to the video tutorial, guiding you through the concepts and steps demonstrated in the video.