

Title (en)

CORRELATED INDIVIDUAL UNIT SALES PRICE REDUCTION BASED ON CUMULATIVE SALES

Title (de)

KORRELIERTER VERKAUFSPREISNACHLASS, BEZOGEN AUF DIE INDIVIDUELLE VERKAUFSEINHEIT, UND BASIEREND AUF KUMULATIVEN VERKAUFSDATEN

Title (fr)

REDUCTION CORRELEE DES PRIX DE VENTE D'UNITES INDIVIDUELLES BASEE SUR DES VENTES CUMULEES

Publication

EP 1203333 A1 20020508 (EN)

Application

EP 00910126 A 20000209

Priority

- US 0003421 W 20000209
- US 25003999 A 19990212

Abstract (en)

[origin: WO0048104A1] An interactive website on the Internet posts information regarding products and services, each product or service being offered for sale at an initial offering price with at least one lower alternative sales price, which can become the final sales price, being posted. The applicability of the lower price is contingent upon the confirmation of a specified number of prospective sales for that product or service. Confirmed individual purchase orders are cumulatively totalled over time to effect incremental cost reductions for the entire class of purchasers of a given product or service, or for a group of related products or services. Fulfillment of the confirmed purchase orders is preferably affected from inventory held by the product's manufacturer, a regional distributor of the product or a merchant dealing in the product, thereby further reducing the costs associated with each individual sale.

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IPC 8 full level

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CPC (source: EP)

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