CRUNCHTIME! ENTERPRISE MANAGER

Sales Mix Mapping

Setup Guide

Document Details

Document #: 161_SG610_220113

Release Version: 06.10.00.00

Version Release Date: May 2018

Overview

A Sales Mix file contains records for register sales at a single location for any number of registers and/or sales dates. Data must correspond to existing GL Numbers in Enterprise Manager and must meet "Type" specific criteria for linking to P&L Groupings and Substructures.



Be sure to grab the latest version of this document here:

https://links.crunchtime.com/EMSG-SalesMixMapping

OR by scanning the QR code to the left.

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Sales Mix Mapping

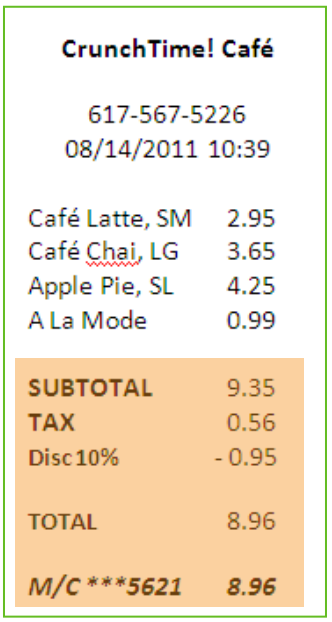
What's a Sales Mix File?

Sales Mix is a file that is imported from your POS System into CrunchTime! and records Sales Totals and Tender Information. While Menu Mix files have check level detail, Sales Mix is just a summary. Typically, you will reference this information in Net-Chef when looking at a Recent Sales Transaction.

Mapping Sales Mix Data

Data in the Sales Mix file must correspond to an existing GL Number in Enterprise Manager. It must also meet a specific "Type" criteria for linking Sales to P&L Groupings and Substructures. Your Deployment Team has provided you with a GL Mapping spreadsheet to help organize and map your Sales Data.

Mapping Sales Mix Data correctly is important so your Sales Totals are recorded correctly in Net-Chef. There are six different data types that we record through the Sales Mix File.



CrunchTime! Café

617-567-5226
08/14/2011 10:39

Café Latte, SM	2.95
Café Chai, LG	3.65
Apple Pie, SL	4.25
A La Mode	0.99
SUBTOTAL	9.35
TAX	0.56
Disc10%	- 0.95
TOTAL	8.96
*M/C ***5621*	*8.96*

Type Code	Description	GL Grouping Type
0	**Sales Data:** Mapped to GL accounts that are linked to a "Sales" P&L Grouping and can be categorized by dayparts.	Food Sales Beverage Sales
1	**Sales Tax**: System needs to be configured for "Manual Entry" of Sales Taxes in the Taxation tab in the Location setup screen. P&L Substructure **must** be "Sales Tax" in order for this to be mapped correctly.	Sales Tax
3	**Paid Outs:** GL accounts need to be associated with expense GL Groupings Gift Certificate sales are often processed as Paid Outs; they are linked to a P&L Substructure that is linked to the "Liability" GL Grouping. • Gift Certificate Sale = a negative Paid Out (or a Paid In) value, which will increase Book Cash.	Cost of Goods Sold Operating Expenses Other Expenses Payroll
5	**Non-Cash Media:** Credit Cards and other Non-Cash Tenders. They all need to be linked to one of the following payment media P&L Substructures that are hard coded. Gift Certificate Redemption is often processed as one of the Payment Medias.	Payment Media 1 Payment Media 2 Payment Media 3
6	**Comps and Discounts:** Mapped to GL accounts that are linked to Promotional P&L Substructures. If the P&L Substructure is associated with the "Sales" GL Grouping, the entries will reduce Total Sales and Book Cash. If associated with a "Liability" GL Grouping, the entries will NOT reduce Sales but will reduce Book Cash.	Promo Beverage Promo Food Promo Other Promo
7	**Bank Deposits:** Cash received can be linked to a GL with the description of "Cash".	**Asset** P&L Grouping

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Sales Mix Mapping

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What's Next?

Start filling out the ConneX GL Mapping Spreadsheet. A member of your Deployment Team has likely shared a document as a guide to help assign GL accounts to the correct Transaction Types. Using the information above, the GL's you have set up in the system, and a Daily Sales Report that you already reference, start thinking about where you want your General Ledgers to be represented; as Sales Data, Comps & Discounts, Paid Outs, Non-Cash Media, Sales Tax, or Bank Deposits.

Transaction Type									
Sales		Sales Tax		Paid Ins/Outs		Non-Cash Media		Comp & Discount	
GL Name	GL #	GL Name	GL #	GL Name	GL #	GL Name	GL #	Discount Description	GL #
Food	4004	G.S.T	2202	GIFT-CARD-SALE	5520	DEBIT	1184	$ DISCOUNT	1394
Liquor	4007	Liquor Tax	2211	PAID-OUT	5530	VISA	1183	$10 GFT-CARD	1395
Wine	4007	PST	2210			MASTERCARD	1182	20% COUPON	1396
Beer	4007					AMEX	1181	20% DISCOUNT	1397
Draft	4007					DISCOVER	1185	MGR COMP	1400
Non Alc	4005					GIFT CARD	1186	30% DISCOUNT	1398
Merch	4006					SAMBA DAYS GC	1187	50% DISCOUNT	1399
Mods	4004					OFFLINE CHARGE	1188		

Other Tips and Tricks:

1. **Comps and Discounts**: These are recorded by GL total rather than by each individual Discount. If you would like to see discount information broken down in reports, individual discount mapping will be required. This is something to think about because as discounts update and change, these changes will need to be shared to and recorded by our ConneX Team.
2. **Detailed GLs for Reporting**: Just some food for thought, that while Sales Mix files are just summary sales information, you can include a bit more detail by breaking down your parent General Ledgers. Take the Parent GL (eg. Food Sales) and add .01, .02 to create more GL accounts (eg. Poultry Sales, Dairy Sales etc.). This will give you more detailed Sales Mix Reporting, but it won't create new GLs in your accounting system. For example, this can be particularly helpful to break down and roll up all the individual comps and discounts.
3. **Bank Deposits:** Typically, you don't record Deposit information in the POS? No Problem! Depending on where you record cash, you can either include it in the Sales Mix file or have Managers record the value manually in Net-Chef at the end of the day.

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