Recommended Order

Reference Guide

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System Requirements

- CES Version 20.26.02.05 or higher

Overview

This Reference Guide provides in-depth coverage of the Recommended Order settings and calculations.

Download the latest version of this document here:
https://links.crunchtime.com/RG-RecommendedOrder

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Related Documentation

- Recommended Order Setup Guide: https://links.crunchtime.com/EMSG-RecommendedOrder

Related User Group Permissions

Screen Name	Control Name	Description
Preferences	Save	Allows users to make and save changes to Preferences.
Location Details	Add/Delete/Save	Allows users to add or delete a location record, make and save changes to Location Details.
NC-Administrative Options	Recommended Order Setup	Enables the “Update Recommended Order Setup” option on the Administration menu in Net-Chef.

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Recommended Order

Overview

Recommended Order refers to the order quantity for a particular product that is recommended based on system-generated calculations. It is a quantity calculated by Crunchtime that makes it easy to regulate inventory and lower food costs. The application recommends what should be ordered by comparing what a location *needs* to restock to what they already *have* in inventory. This formula can be summarized as:

Recommended Order = Need – Have

Recommended Order quantities are displayed and can be used when creating Vendor Orders, Master Orders, and Commissary Orders. Each of these screens has a column containing the Recommended Order quantities, and an option to quickly use them as the order quantities. The Recommended Order quantity displayed in the ordering screens will never be negative. If the [Need - Have] calculation results in a negative number, the Recommended Order quantity shown will be a red zero (0).

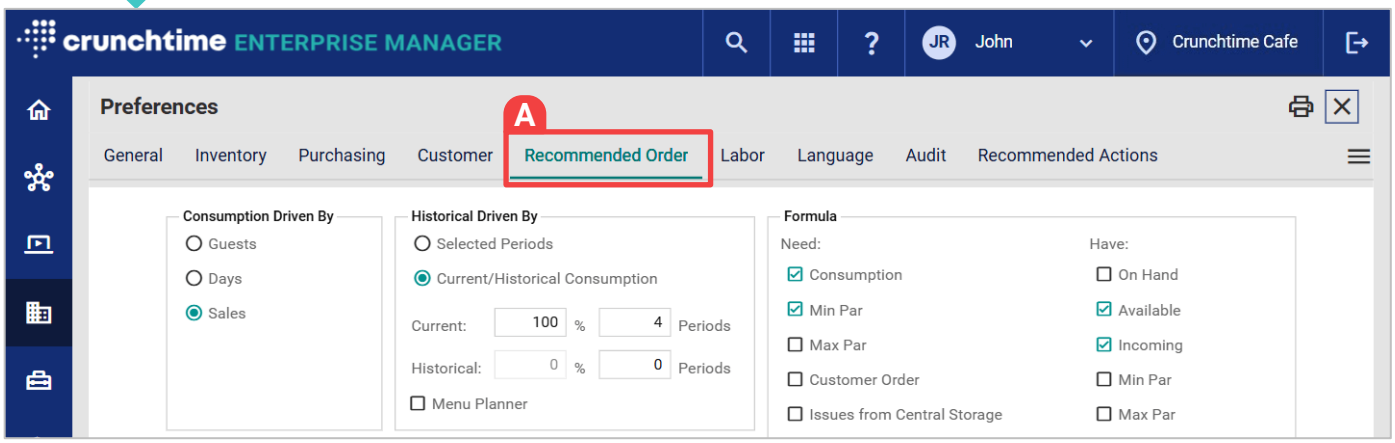
Recommended Order Setup

Recommended Order settings can be configured once for the entire company, then individually for each location, if necessary.

- Use the *Recommended Order* tab on the *Preferences* screen (A) to enter the settings used by most locations in the company. These settings will be the default for each new location. Changes made on the Preferences screen will only impact future location's Recommended Order setup; it will not change them for any existing locations.
- If needed, the settings for a particular location can be changed on the *Recommended Order* tab within the *Location Details* screen in Enterprise Manager. The application will always use the location-specific setup when determining Recommended Order.

Tip: If necessary, the Location *Copy* function can be used to quickly update the Recommended Order setup for multiple locations at once.

Enterprise Manager > Corporate: Preferences > Recommended Order



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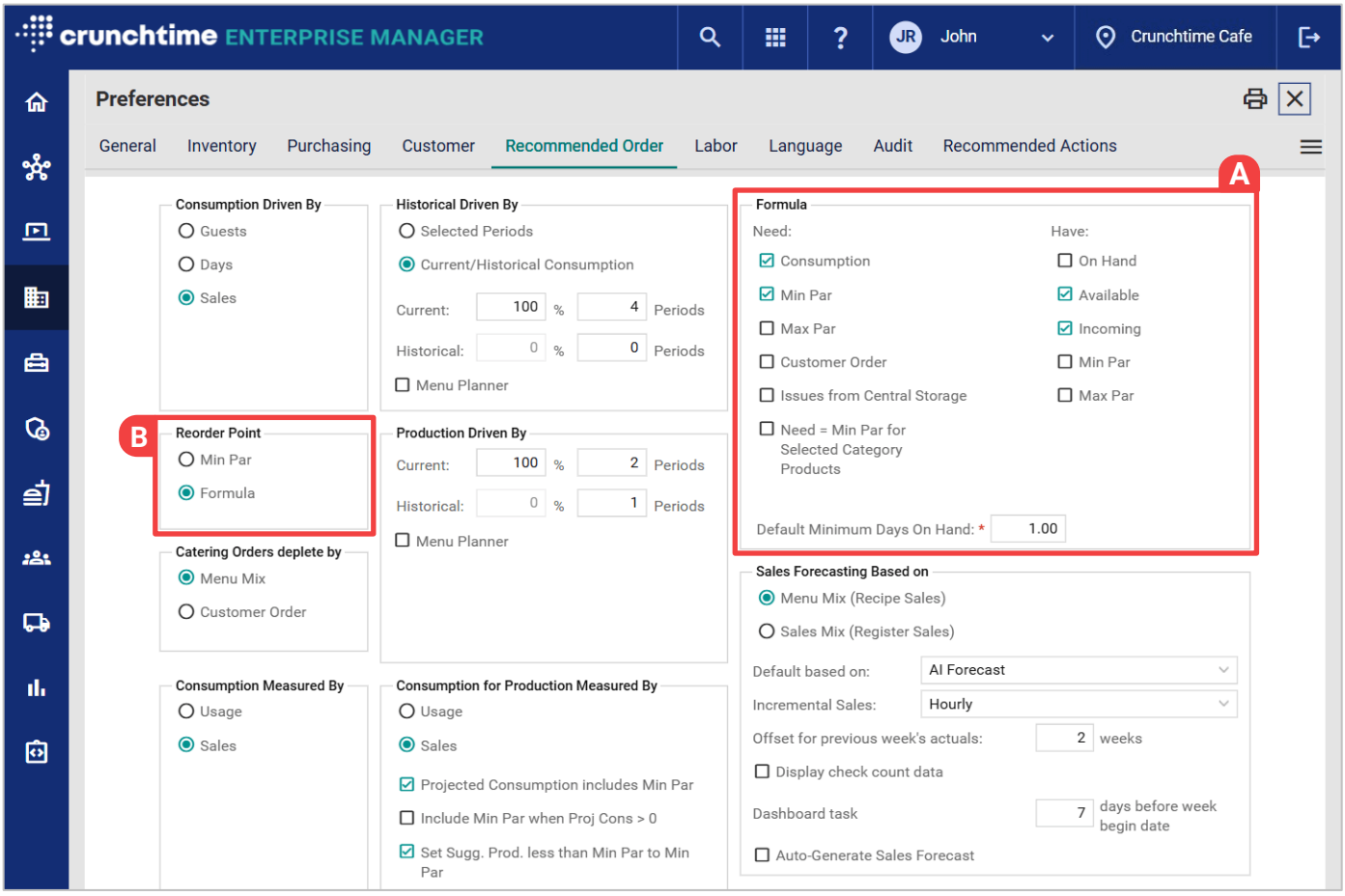
Recommended Order (Continued)

The Recommended Order settings are the foundation of the Recommended Order formula. This is how you tell the application exactly which factors you want it to consider when recommending order quantities. Think about what information your best manager takes into consideration when they place their orders.

Recommended Order Formula

Enterprise Manager > Corporate: Preferences > Recommended Order



A The *Formula* section of the Recommended Order setup screen determines how the "Need" and "Have" values will be defined to calculate the Recommended Order for each product in purchasing transactions.

- "Need" is equal to the sum of all factors checked off in the *Need* column.
- "Have" is equal to the sum of all factors checked off in the *Have* column.

B The *Reorder Point* determines when users will see Recommended Order quantities.

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Recommended Order (Continued)

Need

- *Consumption* **–** Also referred to as "Projected Consumption". This is the amount of product the location expects to consume between the time the order is placed and the time the next order will be received. The calculation used to determine consumption varies depending on the Recommended Order configuration.
- *Min Par* **–** A static value set for each product in the Location Products screen in Enterprise Manager or Net-Chef. This value represents the minimum amount of product that should always be on hand.
- *Max Par* – A static value set for each product in the Location Products screen in Enterprise Manager or Net-Chef. This value represents the maximum amount of product that should be on hand at any given time. Setting a *Max Par* does NOT limit the amount of product that can be purchased.
- *Customer Order* – The quantities on Picklisted (not yet Invoiced) customer orders and outgoing commissary orders.
- *Issues from Central Storage* – The total quantity issued on reconciled customer orders, from the voyages selected in the Master Order screen.
  Note: Only applicable to Cruise Lines. When this is checked, the "Consumption" box should NOT be; the purpose is to indicate that Consumption is based ONLY on quantity issued.
- *Need = Min Par for Selected Category Products* – When checked, you can select the **[...]** command button to open a pop-up window in which to select one or more Category/Subcategory/ Microcategory combinations for products within which the "Need" portion of the Recommended Order formula will only consider Min Par. This would typically be used for products that are infrequently inventoried but are reordered when the volume runs low, such as cleaning products or office supplies.
- *Default Minimum Days on Hand* – The Minimum Days on Hand is a variable that adds additional Consumption days to the calculated Recommended Order quantities for particular products. This allows you to account for products that may need additional time at the location before they are used (i.e. frozen products that must be thawed before use). Adding a Default Minimum Days on Hand will apply the set additional Consumption days to all Location Products when calculating Recommended Order. *Cruise Note: Not applicable to Ship locations.*

Note: *Minimum Days on Hand* can be defined for specific products on the Location Products screen in Enterprise Manager and Net-Chef.

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Recommended Order (Continued)

Recommended Order Formula (Continued)

Have

- *On Hand* – The quantity currently on hand at the location. For Cruise Ship Master Orders, this can include just central storages, just customer storages, or both, based on the "On Hand Includes" *Purchasing* preference.
- *Available* – The amount of product on hand excluding Picklisted or In Transit products [On Hand quantity – (Picklisted) Customer Order quantity].
- *Incoming* – The total quantity on vendor orders and incoming commissary orders that have been submitted but not yet reconciled. This only includes orders with expected delivery dates *before* that of the order being created.
- *Min Par* – A static value set for each product in the Location Products screen in Enterprise Manager or Net-Chef. This value represents the minimum amount of product that should always be on hand.
- *Max Par* – A static value set for each product in the *Location Products* screen in Enterprise Manager or Net-Chef. This value represents the maximum amount of product that should be on hand at any given time, but does not limit the amount of product that can be purchased.

Reorder Point

This setting determines when users will see Recommended Order quantities.

- *Min Par* – If selected, the Recommended Order formula will only be used when the location's "Available" quantity for a product is less than the product's "Min Par". If "Available" is greater than "Min Par", the Recommended Order quantity will be zero (0).
- *Formula* – If selected, the application will always display Recommended Order quantities based on the [Need – Have] formula.

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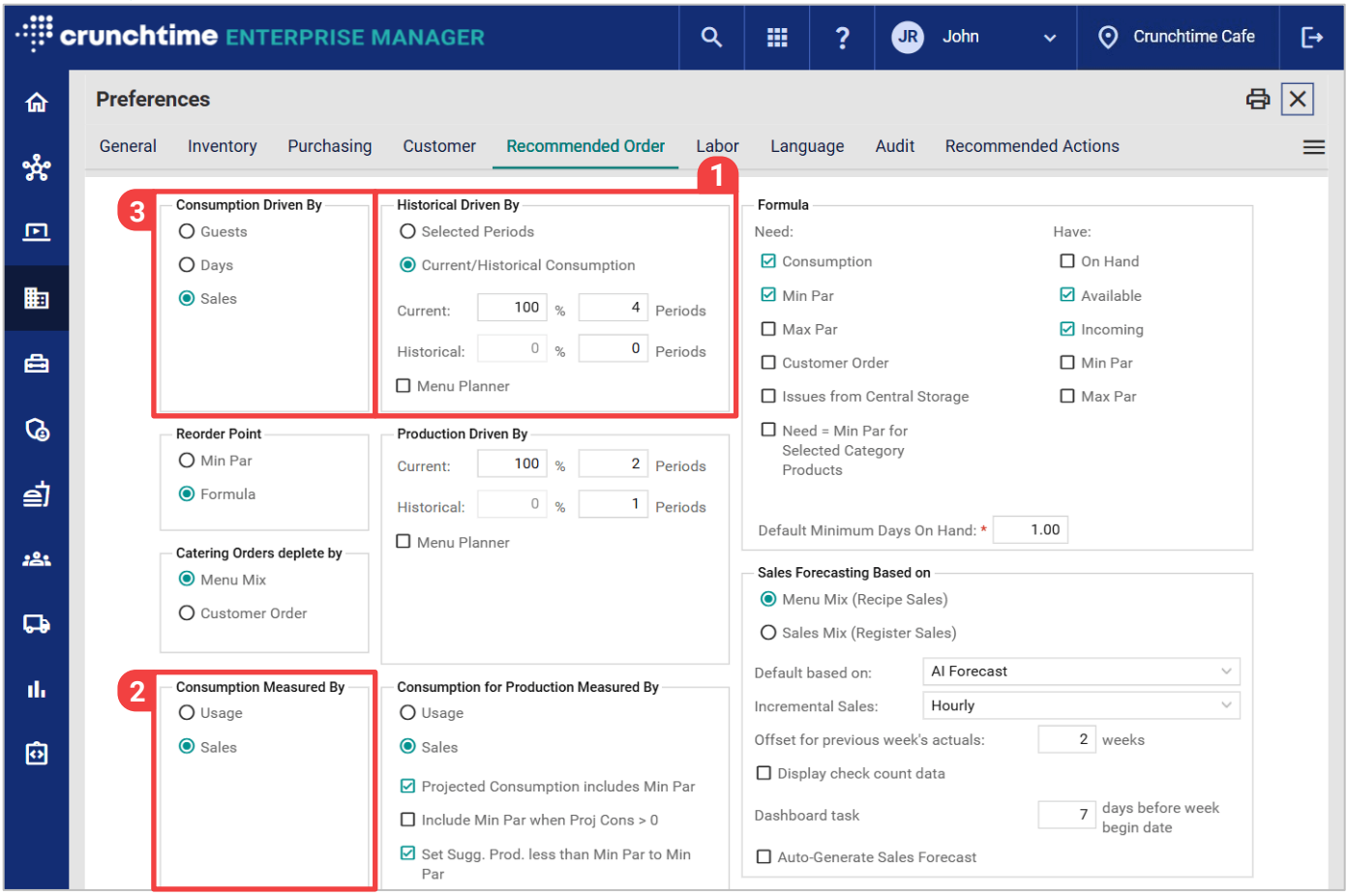
Consumption Calculation

Overview

When Consumption (also referred to as the "Projected" Consumption) is calculated for Recommended Order, the application will calculate the amount of product that the location is expected to use between the time the order is placed and the time the next order will be received.

Enterprise Manager > Corporate: Preferences > Recommended Order



When calculating Consumption, the system will look at the Recommended Order settings in the following order:

1. *Historical Driven By* determines which periods are referenced for past consumption.
2. *Consumption Measured By* determines if consumption is based on actual or theoretical usage.
3. *Consumption Driven By* determines which metric drives consumption.

Note: Historical Consumption is only calculated once per day. Changes to these settings will not be reflected in the Recommended Order value until after the new daily calculation occurs.

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Consumption Calculation (Continued)

Historical Driven By

The *Historical Driven By* setting determines whether consumption for purchasing will be based on historical consumption according to data in the system from posted periods or on projected consumption according to a menu plan.

- *Current/Historical Consumption* – This option lets users determine the number of recent and historical periods to use in projecting consumption, and to assign relative weights to the data.
    - *Current Period* = This will pull the most recent sales data. If this is set to '4', then data will be used from the 4 most recently posted periods.
    - *Historical Period* = This will pull the sales data from last year. If this is set to '4', then data will be used from the oldest posted period that is not more than one year old, and the three periods that followed it.

  The data from these periods is then weighted based on the established percentages. For example, if *Current* is set to 60% and *Historical* is set to 40%, the *Current* value will be multiplied by 0.60, and the *Historical* value will be multiplied by 0.40, and then these two numbers will be added together.
- *Menu Planner* – Check this box if Projected Consumption should also consider any consumption defined for recipes (and in turn their components) entered into the Menu Planner module. Recipes not linked to a menu in this module will use the *Current/Historical Consumption* setting above.



Blended Consumption: When a component is used in both Menu Planner and non-Menu Planner recipes, the application will "blend" consumption from the defined Menu Planner consumption and the calculated Historical Consumption. This is done by first calculating the component's Historical Consumption as normal. Any consumption information that was calculated for a Menu Planner recipe is then removed from this total and replaced with the consumption information defined in the Menu Planner. If the component is only used in Menu Planner recipes, then only the Menu Planner consumption will be used.

- **Selected Periods** – *(Cruise Ship Locations Only)* When creating a Master Order, users can choose posted voyages on which to base their consumption. For other (non-ship) locations, this will currently default to using historical data from the four most recently posted periods.

Consumption Measured By

Once the application determines which post periods to reference, it will then determine which data to use when calculating historical consumption.

The *Consumption Measured By* setting determines what kind of data will be used to calculate historical consumption for purchasing if the Historical Driven By setting is "Selected Periods" or "Current/Historical"; it is not applicable when *Historical Driven By* is "Menu Planner".

- *Usage* –This option will calculate consumption based on past inventory depletion. Consumption for each product will be calculated as [Beginning + Received – Ending] for each historical period, then these values will be added together.
- *Sales* – This option will calculate consumption based on POS sales depletion. Consumption for each product will be calculated by adding up all of the quantities for each product from Menu Mix POS sales records, outgoing Commissary Orders, Customer Orders, outgoing Location Transfers, and Buffet Consumption for each historical period, then these values will be added together.

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Consumption Calculation (Continued)

Consumption Driven By

At this point, the application has calculated the historical consumption quantity. Next, *Consumption Driven By* will be applied to project future consumption and determine the overall consumption quantity to use in the Recommended Order calculation.

- *Guests* – If this option is selected, consumption will be based on historical and forecasted guest count. When this is selected, Projected Consumption will be calculated as follows:

  Projected Consumption = [(Total Historical Consumption ÷ Weighted Total Historical Guests) x Total Forecasted Guests]

  - For cruise ship locations, it will take the historical consumption, divide this by the total historical guest count from the relevant cruise profiles, then multiply that number by the total projected guest count from the *Cruise Detail* setup screen.
  - For non-cruise locations, it will take the total historical consumption, divide this by the total historical guest counts from the Net-Chef *Sales Transactions* module, then multiply that value by the total forecasted guest counts from the Net-Chef *Sales Forecasting* module.

- *Days* – If this option is selected, consumption will be based on the number of days covered by the order. It will take the total historical consumption, divide this by the number of historical days (from *Historical/Production Driven By*), then multiply that number by the number of "Consumption Days" entered when the order was created. When this is selected, Projected Consumption will be calculated as follows:

  Projected Consumption = [(Total Historical Consumption ÷ Weighted Total Historical Consumption Days) x Entered Consumption Days]

  - For cruise ship Master Orders, the consumption period will be the number of days starting from tomorrow through the post date of the voyage that contains the expected delivery date of the order. Users can enter "days", which will be considered "additional days" that are added to the number of days already calculated by the application for this order.

- *Sales* – If this option is selected, then consumption will be based on historical and projected sales values. Historical sales amounts are taken from the *Sales Transactions* module, and projected sales are taken from the *Sales Forecasting* module. It will take the total historical consumption, divide this by the total historical Net Sales, then multiply that value by Total Forecasted Sales. When this is selected, Projected Consumption will be calculated as follows:

  Projected Consumption = [(Total Historical Consumption ÷ Weighted Total Sales) x Total Forecasted Sales]

  Cruise Note: Since ship locations do not enter Forecasted Sales values, Cruise clients should use either 'Guests' or 'Days' as the Consumption Driver.

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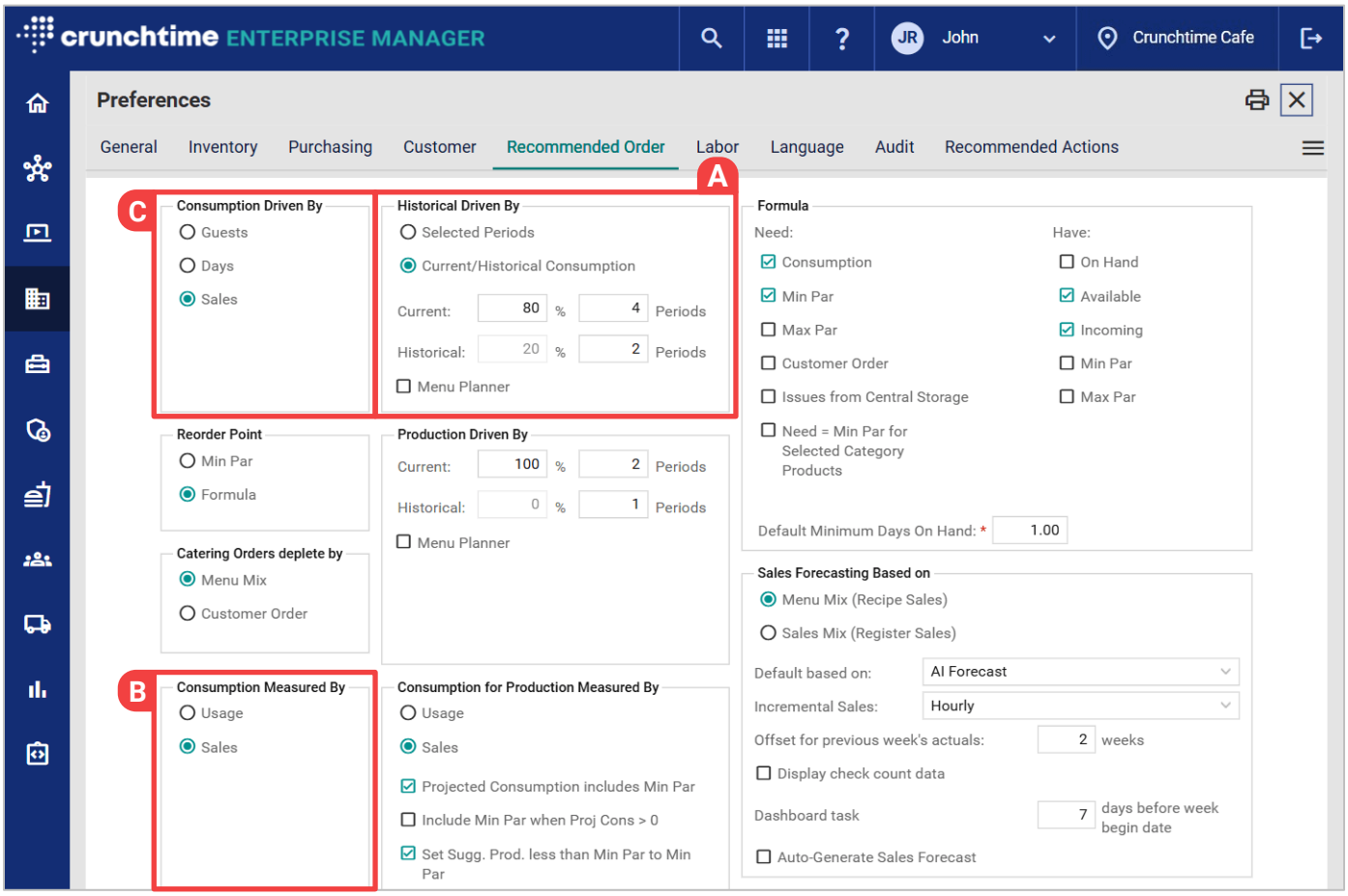
Recommended Order Example

Example Setup

Attention: The upcoming section is going to be a little math-heavy, but don't worry! The application will be doing all this math for you. This example will just give you a peak behind the curtain to make it easier to understand the Recommended Order settings.

Let's start by reviewing our current Recommended Order settings. The following example will be used to determine how the *Consumption* value (also known as Projected Consumption) in our Recommended Order formula will be calculated.



A *Historical Driven By = Current: 4 Periods (80%) / Historical: 2 Periods (20%)*. This indicates that the post periods referenced for past consumption will be the 4 most recently posted periods from the current year and the 2 posted periods from this time last year. The consumption from the current year will be weighted by 80% and the consumption from last year will be weighted by 20%.

B *Consumption Measured By = Sales*. This indicates that consumption will be calculated based on POS (*Menu Mix*) sales data from the periods defined by the *Historical Driven By* settings.

C *Consumption Driven By = Sales*. This indicates that consumption will be based on historical sales (*Sales Mix/Recent Sales Transactions*) and projected sales values (*Sales Forecasts*).

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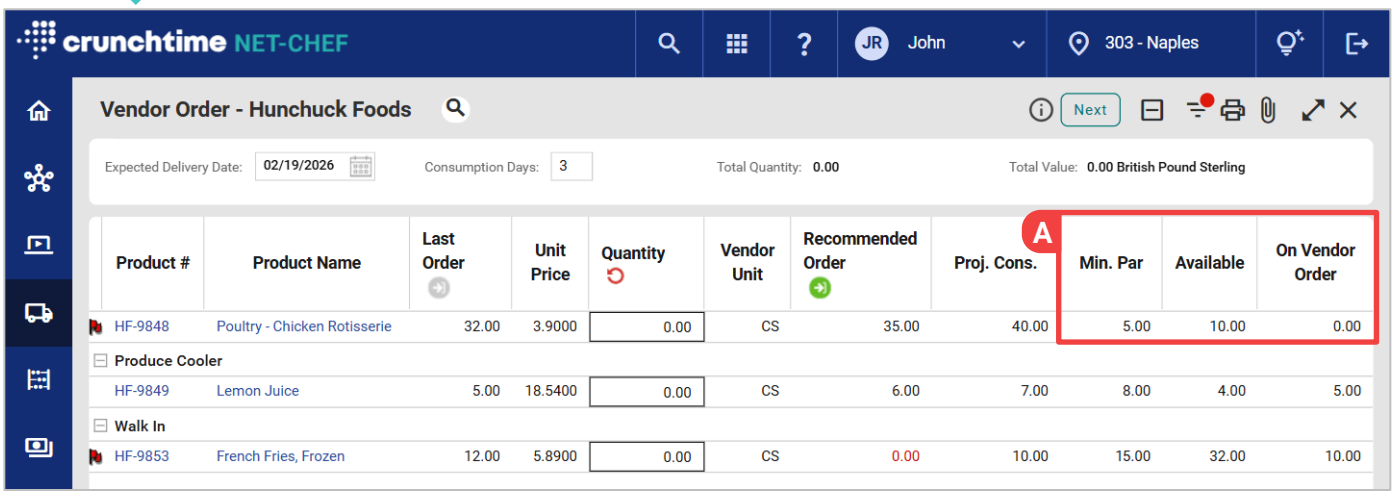
Recommended Order Example (Continued)

Example Scenario

We would like to place an order for whole chickens. We are placing our order today (Wed. 2/18) for delivery tomorrow (Thur. 2/19). This order will need to cover our operations for 3 days until we receive our next order on Sat. 2/21. Our Min Par is 5 chickens. We currently have 10 chickens on hand and 0 on incoming orders.

Net-Chef > Purchasing: Create Vendor Order



A The minimum par, on hand, and incoming quantities can be seen by referencing the *Min Par*, *Available* and *On Vendor Order* columns respectively.

Over the past four weeks we have sold a total of 280 chickens and had $140,000 in total sales. This time last year we sold a total of 315 chickens and had 70,000 in total sales over two weeks.

Current Sales		
Current Period	**Sales (Sales Transaction)**	**Chicken Sold (POS Sales)**
Last Week	$40,500	85
2nd Week	$35,000	70
3rd Week	$34,500	65
4th Week	$30,000	60
Totals	**$140,000**	**280**

Historical Sales		
Last Year Period	**Sales (Sales Transaction)**	**Chicken Sold (POS Sales)**
This Week Last Year	$25,000	115
2nd Week Last Year	$45,000	200
Totals	**$70,000**	**315**

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Recommended Order Example (Continued)

Weighted Historical Consumption Calculation

Since *Consumption* is part of our Recommended Order formula, the application will need to determine how many whole chickens we anticipate using over the next few days. It begins by calculating the Current and Historical Consumption for the periods specified by the *Historical Driven By* setting. Here is how consumption would be calculated based on these settings:

Current Consumption

280 Chickens Sold
$140,000 Sales
=
0.0020 Chickens per $ Sold

Historical Consumption

315 Chickens Sold
$70,000 Sales
=
0.0045 Chickens per $ Sold

Once consumption is determined for the Current and Historical periods, these values will be weighted by the percentages established in the *Historical Driven By* setting. We can see that the current consumption is weighted by 80% and last year's consumption is weighted by 20%. Those weights are applied respectively, and the two new values are added together to get the Weighted Historical Consumption.

(Current Consumption x 80%)
+
(Historical Consumption x 20%)
=
Weighted Historical Consumption



(0.0020 x 0.80)
+
(0.0045 x 0.20)
=
0.0025 Chickens per $ Sold

Projected Consumption Calculation

Once the Weighted Historical Consumption is determined, the application will anticipate how much product will be consumed in the future by applying the Weighted Historical Consumption to the Sales Forecast. The order we are placing will need to cover our operations for three days (Thursday, Friday, and Saturday) to get us through to our next delivery. The application takes the total forecasted sales for the dates Thursday, Friday, and Saturday this week, and multiplies that value with our Weighted Historical Consumption. By multiplying our Weighted Historical Consumption with our Sales Forecast, we get a Projected Consumption of 40 Chickens. This will be the final *Consumption* value in our Recommended Order formula.

Weekday	Sales Forecast
Thursday	$4,000
Friday	$5,000
Saturday	$7,000
Total	**$16,000**

Weighted Historical Consumption x Sales Forecast
= Projected Consumption



0.0025 x $16,000
= 40 Chickens

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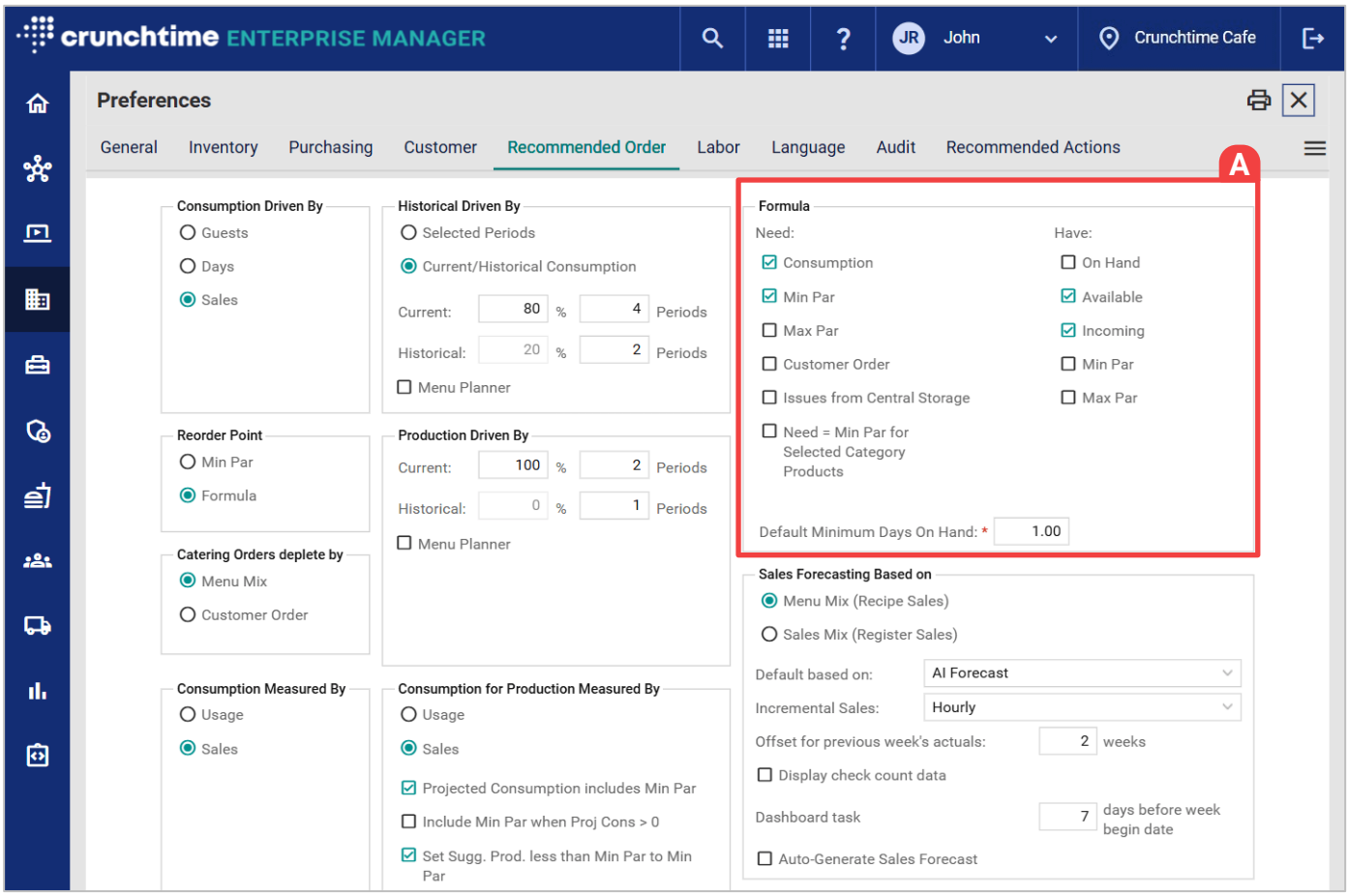
Recommended Order Example (Continued)

Recommended Order Calculation

Now that we have determined our (*Projected*) *Consumption* of 40 Chickens, we can calculate the Recommended Order. The Recommended Order formula is always **Need – Have**, but we need to check our *Formula* settings to know what values will be used to determine the *Need* and *Have* quantities.



A These *Formula* settings indicate that **Need = [Consumption + Min Par]** and **Have = [Available + Incoming]**

To recap, we have 10 chickens Available and 0 Incoming on other orders. We also know that our Min Par for this product is 5, and that our projected Consumption is 40. The application will take the number of chickens we need and subtract how many we already have, to provide a Recommended Order value of 35 Chickens.

(Consumption + Min Par) **-** **(Available + Incoming)** **= Recommended Order**	→	**(40 + 5)** **-** **(10 + 0)** **= 35 Chickens**

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