

CRM DRIVEN SOLUTIONS FOR SPORT & LEISURE

FOOD & BEVERAGE- MEAL DEALS









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ABOUT THIS DOCUMENT

This document has been prepared as a User Guide for setting up Meal Deals in CRM and how to purchase them in the POS.

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CONTACT

Any correspondence should be addressed to:

Product Development

Green 4 Solutions Limited 16-17 Midland Court Central Park Lutterworth Leicestershire LE17 4PN UK

Phone: +44 (0) 845 508 8149

Email: <a>Support@green4solutions.com

Web: <u>www.green4solutions.com</u>

INTRODUCTION

This functionality has been developed to give the operator the ability to select individual products as part of a meal deal. For example a Meal Deal may consist of a Pie, a Pint and a Snack. Now the User will be able to select from a list, the specific components of the meal deal, such as the type of Pie, the type of Pint and the type of Snack. Additionally, Optional Extras can be added to a Meal Deal.

SETTING UP MEAL DEALS IN CRM

Meal deals can be created within CRM in a number of different ways depending upon how the meal deals are to be sold. The below table demonstrates the many different ways meal deals can be configured in the Green 4 system:

No.	Configuration	Comments
1	The Meal Deal consists of a specific product(s) but no specific variant(s)	 For example the Meal Deal could be made up of: ▶ 4 Pints of Beer and 4 Pies Or ▶ 3 Pints of Beer This is accomplished by creating a standard bookable product with one associated Variant (The deal) e.g. A Burger and a Pint Meal Deal
2	The Meal Deal consists of a combination of products with any variant and product specific variants	 For example the Meal Deal could be made up of: A pint of Carling and a pie Or A pint of Carling and a hotdog Or A pint of Carling and a burger For this type of Meal Deal to be created, the bookable product must have a Product Modifier and Option Variants attached to it. However, the specific type of pint (e.g. a Carling, Fosters or Carlsberg) or pie (chicken, steak or vegetable) or chocolate bar (Snickers, Twix or Kit Kat) cannot be selected with this type of scenario.
3	The Meal Deal consists of products and specific variants of all products	 This means the end customer will be able to choose what each component of the Meal Deal consists of, for example the meal deal could be made up of: A Pie, Pint and a Chocolate Bar But the end customer can choose what type of pie, pint or chocolate bar they would like, for example: The pie could be chicken, steak or vegetable



- The pint could be a Fosters, Carlsberg or Guinness
- The chocolate bar could be a Kit Kat, Twix or Snickers.



Note: Meal Deals do not down the stock of the components that make up the meal deal

1. CREATING A MEAL DEAL THAT CONSISTS OF A SPECIFIC PRODUCT BUT NO SPECIFIC VARIANTS.

This type of Meal Deal gives the operator or customer no choice on selecting the specific products that are to be part of the meal deal but instead gives a single broad option of a certain Meal Deal.

To create this type of Meal Deal it can be accomplished by setting up a standard bookable product, with one associated variant (Deal) type. The diagram below demonstrates how this type of Meal Deal can be created.



STEP 1. CREATE THE VARIANT TYPE (DEAL)

Variant Types describe the type of Bookable Product that you can purchase. For example a type of drink bookable product may have a variant types of a pint and half pint or a type of food may have a variant type of each whilst a Meal Deal will need a Variant Type of Deal.

To create the Variant Type for the Meal Deal complete the following:

- a) In the CRM Navigation Panel, select Product Management followed by Variant Types.
- b) The Variant Types view will be displayed showing a list of all the Variant Types that meet the current view criteria.
- c) To add a new Variant Type, select **New** on the ribbon (highlighted in the figure below).



File Variant Types View	Charts Add	Customize				
New Edit & Delete -	E-mail a Link 🗸	Run Workflow	Run Import Report - Data -	Export to Excel Filter Advance Find	ed	
Records	Collaborate	Process	Da	ata		
Product Man 🚮 🙀 -	Variant Type	s Active Varian	t Types 🔻			
Analysis Categories	🗌 Name 🔺			People	Description	Category
Bookable Products	Adult			1		Tickets
i Fixtures	Carer			1		Tickets
Product Calendars	Conc			1		Tickets
Product Sessions Reservations	Directors			1		Tickets
Series	Each	Each			1	
Variant Price Lists	Family			4		Tickets
Variant Types	Family Offer of 4			4	Offer for 4 famil	Tickets
	Half			1		F+B
	Junior			1		Tickets
Workplace	Large			1		Merchandise
Sales	Matchday P	Matchday Programme				Default
Marketing	Medium			1		Merchandise
-	OAP			1		Tickets
Loyalty	Pint P			1		F+B
Bookings	Size 5			1		Merchandise
Product Management	Small			1		Merchandise
Froduct management	Staff	Staff			1	

d) A blank Variant Type form will be displayed, complete the following details:

Information L General	Variant Typ New	ie		Variant Types 🔹 🖈	Ψ
Related	▲ General				
Common Audit History Promotions Variant Type Compon Product Variants Coupon Products Processes Workflows Dialog Sessions	Name * Translated name Description Skidata Class Code Voucher Value Sequence	[People * Category Tariff Code Conversion Factor		

- Name. Enter a name for the variant type for example, Deal.
- People. Enter the number of people included in the variant type. For F&B Meal Deals this is usually 1.
- **Translated Name.** This field is used when the system is being translated into another language. Multiple translations can be added in the one field.
- **Description.** Enter a description of the variant type.
- Skidata Class Code. Used for access control.
- **Category.** Used to group the variant types into categories for reporting purposes and for use in the price list editor. For example soft drinks, beers, spirits, chocolate bars, Meal Deals etc.
- Voucher Value. Used for voucher variants.
- Tariff Code. This is not used for F&B.
- Sequence. Used to display a certain sequence of Variant Types.
- **Conversion Factor.** Used to convert the cost of a large batch of products into the cost of individual products within this batch. For example, if a barrel of draft beer is purchased the conversion factor will be used to convert the cost of the barrel into a single pint of beer.
- e) Select **Save and Close** on the ribbon to save the changes made.

STEP 2. CREATE THE VARIANT PRICE LIST

Prices are defined using Variant Price Lists, which are subsequently linked to the channel using the channel price list entity.

- a) In the CRM Navigation Panel select Product Management followed by Variant Price Lists.
- b) The Variant Price List view will be displayed:

File Variant Price Lists Variant Price Lists Image: Comparison of the price lists New Edit Edit Delete +	View Charts Ar Copy a Link 🗸 R E-mail a Link 🗸	dd Customize		Export to Excel Filter Advanced Find
Records	Collaborate	Process	D	ata
Product Man 🟠 🏹 -	Variant Price	Lists Active Va	riant Price Lists 🔻	
Analysis Categories	🗌 Name 🔺			Price List Status
Bookable Products	Advance Fix	ture Ticket		Active
🎄 Fixtures	Away Fixture	e Pricing		Active
Product Calendars	Bolt Ons		Active	
Product Sessions Reservations	CP Series 20	14-15	Test	
Series	Cup Match		Active	
Variant Price Lists	CUP PRICE I	IST	Active	
🍓 Variant Types	default		Active	
	Ealing		Active	
	Early Bird		Active	
Bookings	Edan Price L	ist - Season 2013-2014	Active	
Product Management	f+b		Active	
	Matchday P	rices		Active
Venue Management	Matchday T	cket		Active
Membership		o (14) Early Bird		Active
Promotions		o (14) Standard		Active
Service	POS - Match	nday		Active
Service	retail			Active

- c) If a suitable price list exists, double-click over the appropriate row in the list. Alternatively select **New** on the ribbon to create a new variant price list.
- d) The Variant Price List form will be displayed. If creating a new variant price list, enter the following details:
 - Name. Enter a name for the price list, for example Meal Deals.
 - Price List Status. Select the price list status from the drop-down list. Ensure that the price list status is set to Active.
- a) Select Save and Close on the ribbon.

STEP 3. SET UP YOUR CHANNEL PRICE LISTS

Channel prices lists are used to link a variant price list to a channel. If you wish the prices entered on a variant price list to be charged then you must link the price list to the channel. Multiple price lists can be in use simultaneously.

The channel price list can be reused; therefore you may only need to create the channel price list once for each variant price list – channel combination.

To set up a channel price list for the Meal Deal:

- a) On the CRM navigation panel, select Sales Plan on the Product Management tab.
- b) A list of sales plans matching the view criteria will be displayed.
- c) Open the Default Sales Plan (the default sales plan should be linked to the company details record in CRM).

- d) Select Channel Price List in the form navigation area.
- e) A list of channel price lists that have been previously linked to the variant price list will be shown. Select **Add New Channel Price List** on the ribbon.
- f) A blank channel price list form will be displayed. Complete the following details:
 - Name. The name of the channel price list.
 - **Channel.** Select the Look Up icon alongside the field. The Look Up Records dialog will be displayed. Select the appropriate channel before clicking **OK** to continue.

UTION

- **On Sale Date.** Enter the date and time when the price list will be available for use by the channel. An On Sale Date must be entered when creating a price list for stock products.
- Marketing List. If applicable, select the marketing list the channel price list relates to. If a marketing list is applied to a channel price list, only contacts that have been added to the marketing list will use the channel price list. This option can be used to give beneficial prices to people that have previously bought a particular product, for example a membership product. Preferential pricing can either be driven by the use of a different variant price list, or by entering a discount percent.
- **Discount Percent.** If using a discount enter the percentage discount offered to users of the channel price list. This option is used in conjunction with a marketing list to offer members of the marketing list a discount.
- **Discount Category.** If using a discount use the lookup to select the product category the discount percent will be applied to. If a product category is not entered, the discount percent will be applied to all products.
- **Sequence.** The sequence number is used to determine which channel price list is used if there is more than one valid channel price list available.
- Variant Price List. Use the Lookup Records dialog to select the appropriate price list. The price list that you are to use for the bookable product should be selected.
- **Off Sale Date.** Enter the date and time when the price list will stop being available for use by the channel. An Off Sale Date must be entered when creating a price list for stock products.
- Max Quantity. This option, when used in conjunction with a marketing list can be used to limit the number of a selected product a customer can purchase. This option can be used to limit the number of products a customer can buy at a preferential rate. Alternatively this option can be used to limit the number of tickets a member can purchase before general release.
- **Discount Rounding.** Enter the discount rounding i.e. to the nearest penny, 10p, pound. If a value is not entered the system will default to rounding to a penny.



Note: All other fields in the Channel Price List form that have not been described above do not need to be completed/changed.

A channel price list will need to be created for each Variant Price List – Channel combination created.

g) Once the details are complete select **Save & Close** on the ribbon.

STEP 4. CREATE THE MEAL DEALS BOOKABLE PRODUCT

The Bookable Product entity is used to represent products that are sold, for example the Meal Deal itself. For each Meal Deal that you are selling through the system (i.e. A Burger and Pint of Fosters Meal Deal) you must create a Bookable Product.

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	Vi	iew Charts Add Customize	
New Edit Cativate		Copy a Link - E-mail a Link - Run Start Workhow Dialog Start Run Monther Dialog Start Run Star	
Records		Collaborate Process Data	
Product Man 🚮 🏹 -		Bookable Products Active Bookable Products -	Searc
la Analysis Categories		Name 🔺 Category Code Capac	city
Bookable Products	^	7 Day Membership Leisure Member MEMBER7D	
in Fixtures		Away Coach Fixture Hospitality Season 2014/15	
Product Calendars Product Sessions		Away Coach Fixture Standard Season 2014/15	
Reservations		Away Coach Series Hospitality Season 2014/15	
💩 Sales Plans		Away Coach Series Standard Season 2014/15	
👍 Series	~	Away Match Season 2014/15	
👍 Variant Price Lists	Ť	Away Match Series Season 2014/15	
-		Away Shirt Away Kit	
Product Management			
Venue Management		Away Socks Away Kit	
Membership		Away Stand Season 2012 - 2	
Promotions		Away Ticket Type 1 Season 2012 - 2	
		Away Ticket Type 2 Season 2012 - 2	
Service		Badge Theme Replica Kit	
Settings		1 - 113 of 113 (0 selected)	
Resource Center	~		R S

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:

File Bookable Product Add	d Customize					Stadium Demo 🚕
Save & New Close	Copy a Link	kun Start Run Report -				
Save	Collaborate	Process Data				
Information - General - Channels	Bookable P New	Product				Bookable Products 🔻 🛧 🔱
- Variants & Pricing - Bowling - Notes	4 General					^
Related	Name *					
Common Activities Closed Activities	Description Cross Sell Product Description					
Audit History Additional Products Product Channels	Type Availability	Stock	v	Sequence Beneficiary Requirement	Not Required	~
Product Channels Product Sessions Product Variants	Is Course Ask Booking	○ No ○ Yes ● No ○ Yes		Capacity Report Category		
Aresource Types	Questions Is Single Booking	 No Yes 		Code		~
Stock Transactions	Status	Active				

e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example a Burger and a Pint of Fosters Meal Deal
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- Report Category. Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- Available Offline. Select Yes if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.
- Meal deal. Select Yes, to show that this is a Meal Deal product. This is then used for reporting purposes.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.

Membership:

• Is Membership. Select No.

Time Settings:

- Available Date From. Enter the date the product goes on sale.
- Available Date To. Enter the date the product is removed from sale.
- Available Time From. Enter the time the product goes on sale.
- Available Time To. Enter the time the product is removed from sale.

Delivery Options:

- **Print At Home.** Select **No** for F&B products.
- **Requires Delivery.** Select **No** for F&B products.





Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- g) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select **Channels** in the Form Navigation area.
 - The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
 - Select **Save** on the ribbon.
- h) Next, it is necessary to identify the *Product Variants* and *Prices*:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For Meal Deals a single variant of 'Deal' is often used.
 - Select the green cross alongside the variant name to add.

File Bookable Product Add	Copy a Link Run Start Run
Close X Delete	E-mail a Link Workflow Dialog Report
Save	Collaborate Process Data
Information General Channels Variants & Pricing Bowling Notes	Bookable Product test
Related	Mandatory 🗸
Common Activities Closed Activities Audit History Additional Products	Variant

• To enter price information for the product, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below). Please note that this must be the same Variant Price List that was selected in the Channel Price List.

<u></u>	Bookable Product Bookable Products A Burger and a Pint of Fosters Meal Deal									
⊿ Va	riants & Pricing									^
		Code	Not for Sale	Mandatory Variant	default Peak Price	✓ Off Peak Price		~		
0	A Burger and a Pint of Fosters Meal Deal (Deal)				5.00	5.00				
		v 0								

- Enter the pricing (peak and off peak) information for each of the variants that are to be included on the price list. The same price should be entered in both the Peak and off Peak fields.
- i) Once the pricing details are complete select Save & Close on the ribbon to save the product

OVERVIEW

Task	Completed?	Comments
Created Variant Types		Create the type of Bookable Product you can purchase. For example a type of Meal Deal Bookable Product may have a variant types of Deal
Created Variant Price Lists		Prices are defined using Variant Price Lists in the Bookable Product form and is linked to the Channel Price List
Created a Channel Price List		The channel price list should be linked to the default sales plan
		The channel price list should link the channels to the variant price list on which prices have been entered.
		Ensure the channel price list dates are valid.
		A channel price list will need to be created for each Variant Price List – Channel combination created.
Create a stock Bookable Product		Ensure the Bookable Product Type is set as Stock
		Ensure the Meal Deal flag is set to Yes
		Ensure a category for example, Meal Deal, has been entered
Assigned Channels to the Bookable Product		Ensure the relevant channel check boxes are ticked.
Assigned the variant (Deal) to the bookable product		Ensure the variant (Deal) is listed.
Assigned prices to the Bookable Product		Prices should be added to an active Variant Price List that has been linked to a Channel Price List.

THE MEAL DEAL IN THE POS

Upon completion of setting up this type of Meal Deal within CRM (A Burger and a Pint of Foster Meal Deal in this example) it will be displayed in the POS. Please note that the Meal Deals in this example are coloured in blue due to the category type of Meal Deal that was selected being made this colour.

To view and purchase this type of Meal Deal complete the following:

a) Open up the POS, the food and beverage products that you are selling will be displayed.

stadiun	ntest				[Cash Skim	Till Report	Open Till	LOCK	Logout	Home	Back
								Open Thi	LUCK	Logout	Home	Dack
Current Book	Ing Find Boo	king Find Sea	at Tabs Cust	omer Coupoi	n Cashless	Accounts Ac	ccess Gate	a (
Carling (Each)	Carlsberg	Guinness	Ginger Beer	Guava juice	Pepsi (Each)			Reference No.: Name Unit				Line
3.00	(Each) 3.00	(Each) 4.00	(Each) 1.51	(Each) 2.00	1.26	(Each) 2.00						
Polos (Each) 2.00	Chocolate Bar (Each) 2.00	Kit Kat (Each) 0.50	Snickers (Each) 1.00	Twix (Each) 0.50	Chicken Pie (Each) 2.00	Hotdog (Eac 1.00	h)					
Pizza Slice (Each) 4.00	Steak Pie (Each) 2.00	Vegetable Pie (Each) 2.00	A Burger and a Pint of Fosters Meal Deal (Deal) 5 00	A pint of Carling with food Meal Deal (Deal) 5 00	Pie, Pint and Chocolate Me Deal (Deal) 5.00	eal	_					
								Discount	And Promos		Beneficiaries	Speed Checkout
										Add Comment	Print Wizard	Promotion
										Close	Print Tickets	Add Payment

b) Select the Meal Deal that you have previously created, in this example that being, a Burger and a pint of Fosters Meal Deal, as is highlighted below. If the Meal Deal is being purchased more than once, select the button the amount of times that it is being purchased.

Polos (Each) 2.00Chocolate Bar (Each) 2.00Kit Kat (Each) 0.50Snickers (Each) 1.00Twix (Each) 0.50Chicken Pie (Each) 2.00Hotdog (Each) 1.00Pizza Slice (Each) 4.00Steak Pie (Each) 2.00Vegetable Pie (Each) 2.00A Burger and a Pint of Fosters Meal Deal (Deal) 5.00A pint of Carling with food Meal Deal (Deal) 5.00Pie, Pint and Chocolate Meal Deal (Deal) 5.00Pie, Pint and Chocolate Meal Deal (Deal) 5.00	Carling (Each) 3.00	Carlsberg (Each) 3.00	Guinness (Each) 4.00	Ginger Beer (Each) 1.51	Guava juice (Each) 2.00	Pepsi (Each) 1.26	Randoms (Each) 2.00
(Each) 4.00(Each) 2.00(Each) 2.00Pint of Fosters Meal Deal (Deal)Carling with food Meal Deal (Deal)Chocolate Meal Deal (Deal)		(Each)		(Each)		(Each)	
	(Each)	(Each)	(Each)	Pint of Fosters Meal Deal	Carling with food Meal Deal (Deal)	Chocolate Meal Deal (Deal)	



c) This will add the Meal Deal straight to the shopping cart area as the operator has no choice in selecting the specific products that are to be part of the Meal Deal.

				Select Customer
Reference No	o.:			
Name A Burger and a Deal (Deal)	a Pint of Fosters Meal	Unit Qt £5.00 1	ty Line £5.00	X Reduce
				· ·
Discount	And Promos		Beneficiaries	Speed Checkou
Discount Total Price Total to pay	And Promos	Add Comment	Beneficiaries Print Wizard	Speed Checkour

d) Select Add Payment to complete the purchase of the Meal Deal.



2. CREATING A MEAL DEAL THAT CONSISTS OF A COMBINATION OF PRODUCTS WITH ANY VARIANTS AND PRODUCT SPECIFIC VARIANTS

This type of Meal Deal allows the deal to consist of a combination of products that can be chosen by the operator. For example a Meal Deal may consist of a pint of Carling with a choice of food to make up the deal. Therefore there may be a deal of a pint of Carling and a hot dog, a pint of Carling and a burger or a pint of Carling and a pie. For this type of Meal Deal to be created, the bookable product must have a Product Modifier and Option Variants attached to it.

The diagram below demonstrates how this type of Meal Deal can be created.



To create such a Meal Deal, complete the following:

STEP 1. CREATE THE VARIANT TYPE (DEAL)

Variant Types describe the type of Bookable Product that you can purchase. For example a type of drink Bookable Product may have a variant types of a pint and half pint or a type of food may have a variant type of each whilst a Meal Deal will need a Variant Type of **Deal**.

To create the Variant Type for the Meal Deal complete the following:

- a) In the CRM Navigation Panel, select Product Management followed by Variant Types.
- b) The Variant Types view will be displayed showing a list of all the Variant Types that meet the current view criteria.
- c) To add a new Variant Type, select **New** on the ribbon (highlighted in the figure below).



File Variant Types View	v	Charts Add	Customize				
New Edit Activate		🗈 Copy a Link 🗸	Run Start Workflow		Export to Excel Filter Advance Find	ed	
Records		Collaborate	Process	Da	Jata		
Product Man 🚮 🙀 -		Variant Types	Active Varian	t Types 🔻			
Analysis Categories		🗌 Name 🔺			People	Description	Category
bookable Products		Adult			1		Tickets
ight Fixtures		Carer			1		Tickets
Product Calendars		Conc			1		Tickets
Product Sessions Reservations		Directors			1		Tickets
Series		Each			1		F+B
Variant Price Lists		Family			4		Tickets
Variant Types		Family Offer	of 4		4	Offer for 4 famil	Tickets
		Half			1		F+B
		Junior			1		Tickets
Workplace	~	Large			1		Merchandise
Sales		Matchday Pro	ogramme		1		Default
Maukating		Medium			1		Merchandise
Marketing		OAP			1		Tickets
Loyalty		Pint P			1		F+B
Bookings		Size 5			1		Merchandise
		Small			1		Merchandise
Product Management		Staff			1		Tickets

d) A blank Variant Type form will be displayed, complete the following details:

Information L General	Variant Typ New	e		Variant Types 🔹 🛧 🕸
Related	▲ General			
 ✓ Common Audit History Promotions ✓ Variant Type Compon ✓ Product Variants ✓ Coupon Products ✓ Processes ✓ Workflows ✓ Dialog Sessions 	Name * Translated name Description Skidata Class Code Voucher Value Sequence		People * Category Tariff Code Conversion Factor	

- Name. Enter a name for the variant type for example, Deal.
- People. Enter the number of people included in the variant type. For F&B Meal Deals this is usually 1.
- **Translated Name.** This field is used when the system is being translated into another language. Multiple translations can be added in the one field.
- **Description.** Enter a description of the variant type.
- Skidata Class Code. Used for access control.
- **Category.** Used to group the variant types into categories for reporting purposes and for use in the price list editor. For example soft drinks, beers, spirits, chocolate bars, Meal Deals etc.
- Voucher Value. Used for voucher variants.
- Tariff Code. This is not used for F&B.
- Sequence. Used to display a certain sequence of Variant Types.
- **Conversion Factor.** Used to convert the cost of a large batch of products into the cost of individual products within this batch. For example, if a barrel of draft beer is purchased the conversion factor will be used to convert the cost of the barrel into a single pint of beer.
- Select **Save and Close** on the ribbon to save the changes made.

f)

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STEP 2. CREATE THE VARIANT PRICE LIST

Prices are defined using Variant Price Lists, which are subsequently linked to the channel using the channel price list entity.

- a) In the CRM Navigation Panel select Product Management followed by Variant Price Lists.
- b) The Variant Price List view will be displayed:

File Variant Price Lists	/iew Charts Ad	d Customize			
New Edit	E Copy a Link ↓	Run Workflow		Export to Excel Filter Advanced Find	
Records	Collaborate	Process		lata	
Product Man 🚹 🙀 🗸	Variant Price	Lists Active Va	riant PriceLists 🔻		
Analysis Categories	Name 🔺			Price List Status	
Bookable Products	Advance Fixt	ure Ticket		Active	
Brixtures	Away Fixture	Pricing	Active		
Product Calendars Product Sessions	Bolt Ons		Active		
Reservations	CP Series 201	14-15	Test		
Series	Cup Match		Active		
👌 Variant Price Lists	CUP PRICE LI	IST		Active	
🍓 Variant Types	default			Active	
	Ealing			Active	
	Early Bird			Active	
Bookings	🔨 🔲 Edan Price Li:	st - Season 2013-2014	4	Active	
Product Management	f+b			Active	
	Matchday Pri	ices		Active	
Venue Management	Matchday Tio	:ket		Active	
Membership	Membership	(14) Early Bird		Active	
Promotions	Membership	(14) Standard	Active		
	POS - Match	day		Active	
Service	retail			Active	

- c) If a suitable price list exists, double-click over the appropriate row in the list. Alternatively select **New** on the ribbon to create a new variant price list.
- d) The Variant Price List form will be displayed. If creating a new variant price list, enter the following details:
 - Name. Enter a name for the price list, for example Meal Deals.
 - Price List Status. Select the price list status from the drop-down list. Ensure that the price list status is set to Active.
- e) Select **Save and Close** on the ribbon.

STEP 3. SET UP YOUR CHANNEL PRICE LISTS

Channel prices lists are used to link a variant price list to a channel. If you wish the prices entered on a variant price list to be charged then you must link the price list to the channel. Multiple price lists can be in use simultaneously.

II T I O N

The channel price list can be reused; therefore you may only need to create the channel price list once for each variant price list – channel combination.

To set up a channel price list for the Meal Deal:

- a) On the CRM navigation panel, select Sales Plan on the Product Management tab.
- b) A list of sales plans matching the view criteria will be displayed.
- c) Open the **Default Sales Plan** (the default sales plan should be linked to the company details record in CRM).
- d) Select Channel Price List in the form navigation area.
- e) A list of channel price lists that have been previously linked to the variant price list will be shown. Select Add New Channel Price List on the ribbon.
- f) A blank channel price list form will be displayed. Complete the following details:
 - Name. The name of the channel price list.
 - **Channel.** Select the Look Up icon alongside the field. The Look Up Records dialog will be displayed. Select the appropriate channel before clicking **OK** to continue.
 - **On Sale Date.** Enter the date and time when the price list will be available for use by the channel. An On Sale Date must be entered when creating a price list for stock products.
 - **Marketing List.** If applicable, select the marketing list the channel price list relates to. If a marketing list is applied to a channel price list, only contacts that have been added to the marketing list will use the channel price list. This option can be used to give beneficial prices to people that have previously bought a particular product, for example a membership product. Preferential pricing can either be driven by the use of a different variant price list, or by entering a discount percent.
 - **Discount Percent.** If using a discount enter the percentage discount offered to users of the channel price list. This option is used in conjunction with a marketing list to offer members of the marketing list a discount.
 - **Discount Category.** If using a discount use the lookup to select the product category the discount percent will be applied to. If a product category is not entered, the discount percent will be applied to all products.
 - **Sequence.** The sequence number is used to determine which channel price list is used if there is more than one valid channel price list available.
 - Variant Price List. Use the Lookup Records dialog to select the appropriate price list. The price list that you are to use for the bookable product should be selected.
 - **Off Sale Date.** Enter the date and time when the price list will stop being available for use by the channel. An Off Sale Date must be entered when creating a price list for stock products.
 - Max Quantity. This option, when used in conjunction with a marketing list can be used to limit the number of a selected product a customer can purchase. This option can be used to limit the number of products a customer can buy at a preferential rate. Alternatively this option can be used to limit the number of tickets a member can purchase before general release.



• **Discount Rounding.** Enter the discount rounding i.e. to the nearest penny, 10p, pound. If a value is not entered the system will default to rounding to a penny.



Note: All other fields in the Channel Price List form that have not been described above do not need to be completed/changed.

A channel price list will need to be created for each Variant Price List – Channel combination created.

g) Once the details are complete select **Save & Close** on the ribbon.

STEP 4. CREATE THE MEAL DEALS BOOKABLE PRODUCT

The Bookable Product entity is used to represent products that are sold, for example the Meal Deal itself. For each Meal Deal that you are selling through the system you must create a Bookable Product. In the example being used a Bookable Product of A pint of Carling with food Meal Deal has been created.

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	View Charts A	dd Customize	۱	🐼 Đ	xport to Excel							
New Edit X Delete	E-mail a Link 🖕	Run Start Workflow Dialog	Run Import Report - Data -	¶ Fi	lter	Advance Find	≥d					
Records	Collaborate	Process		Da	ita							
Product Man 🚮 🙀 -	Bookable Pro	ducts Active Bo	ookable Produ	cts 🕶							S	Sear
la Analysis Categories	Name 🔺				Category		Code			Cap	acity	
Bookable Products	A 7 Day Member	ership			Leisure Men	nber	MEMB	ER7D				
ixtures	Away Coach I	Away Coach Fixture Hospitality				4/15						
In Product Calendars	Away Coach I	Fixture Standard			Season 2014/15							
Product Sessions Reservations	Away Coach S	Series Hospitality			Season 2014	4/15						
as Sales Plans	Away Coach S	Coach Series Standard				4/15						
A Series	Away Match				Season 2014	4/15						
Variant Price Lists	Away Match 1	Series			Season 2014/15							
<u> </u>	Away Shirt				Away Kit							
Product Management	Away Shorts				Away Kit							
Venue Management	Away Socks				Away Kit							
5	Away Stand				Season 2012 - 2							
Membership	Away Ticket T	Away Ticket Type 1				Season 2012 - 2						
Promotions	Away Ticket T	Type 2			Season 2012 - 2							
Service	Badge Theme	Badge Theme					Replica Kit					
	<											
Settings	1 - 113 of 113 (0	selected)										
Resource Center		BCDE	EFGH	1	Ј К	L M	N	0	Р	0	R	s

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:



File Bookable Product	Add Customize					Stadium Demo 🚕	
Save & Ne Save & Save & Ne Save & Close	Copy a Link	Start Run Kinow Dialog					
Save	Collaborate	Process Data					
nformation - General - Channels	Bookable F	Product				Bookable Products 🔻	Ŷ
– Variants & Pricing – Bowling – Notes	4 General						
Related	Name * Translated Name Description						5
Common Activities	Cross Sell Product Description						
Audit History	Туре	Stock	~	Sequence			
Additional Products	Availability			Beneficiary Requirement	Not Required		~
Product Sessions	Is Course	🔵 No 🔵 Yes		Capacity			
🎄 Product Variants 🎄 Resource Types	Ask Booking Questions	● No ○ Yes		Report Category			
Promotions Stock Transactions	Is Single Booking	● No ○ Yes		Code			
Stock Transactions	Status	Active					

e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example a pint of Carling with food Meal Deal.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- Report Category. Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- Available Offline. Select Yes if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.
- Meal Deal. Select Yes, to show that this is a Meal Deal product. This is then used for reporting purposes.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.

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Membership:

• Is Membership. Select No.

Time Settings:

- Available Date From. Enter the date the product goes on sale.
- Available Date To. Enter the date the product is removed from sale.
- Available Time From. Enter the time the product goes on sale.
- Available Time To. Enter the time the product is removed from sale.

Delivery Options:

- **Print At Home.** Select **No** for F&B products.
- Requires Delivery. Select No for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- i) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select **Channels** in the Form Navigation area.
 - The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
 - Select **Save** on the ribbon.
- j) Next, it is necessary to identify the Product Variants and Prices:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For Meal Deals a single variant of 'Deal' is often used.
 - Select the green cross alongside the variant name to add.



File Bookable Product Add	d Customize
Save & New Save & Save & New Save & Close Save & Deactivate X Delete	Image: Sharing → Image: Sharing → Image: Scopy a Link Image: Start Image: Scopy a Link Run Image: Start Run Report →
Save	Collaborate Process Data
Information - General - Channels - Variants & Pricing - Bowling Notes	Bookable Product test Variants & Pricing
Related Common Activities Cosed Activities Additional Products	Not for Sale Variant

To enter price information for the Meal Deal, select the relevant price list from the drop down at the top of • the Variants & Pricing section (highlighted below). Please note that this must be the same Variant Price List that was selected in the Channel Price List.

Bookable Product A pint of Carling	Bookable Product A pint of Carling with food Meal Deal									
4 Variants & Pricing									~	
				default	~		~			
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price					
A pint of Carling with food Meal Deal (Deal)				5.00	5.00					
	✓ ۞									

- Enter the pricing (peak and off peak) information for each of the variants that are to be included on the ٠ price list. The same price should be entered in both the Peak and off Peak fields.
- Once the pricing details are complete select Save & Close on the ribbon to save the product j)

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STEP 5. CREATE BOOKABLE PRODUCTS THAT ARE TO BE PART OF THE MEAL DEAL

Next, the products that are to be part of the Meal Deal must be created. For example a bookable product must be created for the hot dog or pie etc. that are to be part of the pint of Carling with food Meal Deal in this example.

To create the product that are to be part of the Meal Deal, complete the following:

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	v Charts Add Customize	
New Edit Activate	Copy a Link . E-mail a Link . Run Start Workflow Dialog R	Run Import Data Find
Records	Collaborate Process	Data
Product Man 🚮 🙀 -	Bookable Products Active Boo	kable Products -
à Analysis Categories	Name 🔺	Category Code Capacity
Bookable Products	7 Day Membership	Leisure Member MEMBER7D
🌛 Fixtures	Away Coach Fixture Hospitality	Season 2014/15
Product Calendars	Away Coach Fixture Standard	Season 2014/15
Product Sessions Reservations	Away Coach Series Hospitality	Season 2014/15
a Sales Plans	Away Coach Series Standard	Season 2014/15
à Series	Away Match	Season 2014/15
👌 Variant Price Lists	Away Match Series	Season 2014/15
<u> </u>	Away Shirt	Away Kit
Product Management	Away Shorts	Away Kit
Venue Management	Away Socks	Away Kit
-	Away Stand	Season 2012 - 2
Membership	Away Ticket Type 1	Season 2012 - 2
Promotions	Away Ticket Type 2	Season 2012 - 2
Service	Badge Theme	Replica Kit
Settings	1 - 113 of 113 (0 selected)	
Resource Center	All # A B C D E	FGHIJKLMNOPQR

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:

File Bookable Product Ac	d Customize					Stadium Demo	۵
Save & New Save & Save & New Close Save	Copy a Link	Nun Start Run Process Data					
Information General Channels Variants & Pricing	Bookable P New	Product				Bookable Products	→ ↑ ↓
- Bowling Notes	General Name *						^
Related	Translated Name						
Common Activities Closed Activities	Description Cross Sell Product Description						
Audit History	Туре	Stock	~	Sequence			
Additional Products	Availability			Beneficiary Requirement	Not Required		~
Product Sessions	Is Course	🔵 No 🔵 Yes		Capacity			
🎄 Product Variants 🍓 Resource Types	Ask Booking Questions	● No 🔿 Yes		Report Category			
Promotions	Is Single Booking	● No ○ Yes		Code			~
Stock Transactions	Status	Active					



e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example, burger or hot dog.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** Enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- **Report Category.** Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- **Available Offline.** Select **Yes** if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- Product Calendar. Select the default product calendar.

Membership:

• Is Membership. Select No.

Delivery Options:

- **Print At Home.** Select **No** for F&B products.
- **Requires Delivery.** Select **No** for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- k) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select **Channels** in the Form Navigation area.

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- The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
- Select **Save** on the ribbon.
- I) Next, it is necessary to identify the Product Variants and Prices:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For a product that is to part of a meal deal, use the Variant type of 'Each.'
 - Select the green cross alongside the variant name to add.

File Bookable Product Add	d Customize
Save & New Save & Save & New Save & Close ★ Delete	Image: Sharing → Image: Sharing → Image: Copy a Link Image: Sharing → Image: Rung → Image: Sharing → Image:
Save	Collaborate Process Data
Information General Channels Variants & Pricing Bowling Notes	Bookable Product test Variants & Pricing
Related	Mandatory V
Common Activities Closed Activities Audit History Additional Products	Variant

• To enter price information for the product, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below).

Bookable Product Burger						Bookabl	le Products	- ↑ ↓
▲ Variants & Pricing								^
				default	~	 ~		
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price			
Burger (Each)				0.00	0.00			
	v O							

- The pricing value entered here should be the price **£0.00** as the product is going to be part of a Meal Deal that already has a price associated to it.
- Additionally ensure that the **Not For Sale** flag in the Variant and Pricing section is ticked.
- k) Once the pricing details are complete select **Save & Close** on the ribbon to save the product, repeat this step until all products that are to be part of the Meal Deal have been created.



STEP 6. CREATE A BOOKABLE PRODUCT TO LINK TO THE BOOKABLE PRODUCT MODIFIER

Another Bookable product must be created in the exact same way as in <u>Step 5</u> but this time it will represent all of the products together that can be added to the Meal Deal, this will then be entered in the Bookable Product Modifier. In this example a bookable product called Carling Deal was created to represent the deal of that of a pint of Carling and Food.

Like in <u>Step 5</u> this bookable product must have:

- Channels selected. To represent what channel the product is to be available on.
- Variants Selected. Use the Variant type of Deal here.
- Prices entered. The price entered here should be £0.00 and the flag Not for Sale must be ticked.

File	Bookable Product Ad	d Customize	Stadium Demo 🚕
Save	Save & New Save & Close	Image: Sharing → Image: Sharing → Image: Copy a Link Image: Sharing → Image: Run Billing → Image: Sharing → Image: Run Billing	
	Save	Collaborate Process Data	
Inform - Gene	eral	Bookable Product Carling Deal	Bookable Products 🔻 🛧 🌵
– Bowl – Note	nicts Tab	Kejected	^
	mon Activities Closed Activities Audit History Additional Products Product Channels Product Sessions	Variants & Pricing Code Not for Sale Mandatory Variant	
	Product Variants Resource Types Promotions Stock Transactions	Carling Deal (Deal)	

STEP 7. CREATE BOOKABLE PRODUCT MODIFIER

A Bookable Product Modifier must be created to link the Meal Deal options, for example a burger or hot dog to the Meal Deal itself.

To do this, complete the following:

- a) In the navigation bar select **Product Management** before selecting **Bookable Products**, open up the bookable product that is representing the Meal Deal itself. In this example it would be a pint of Carling with Food Meal Deal Bookable Product.
- b) With the bookable product form open select Bookable Product Modifiers in the navigation bar

File Bookable Product Ad	d Customize					Stadium Demo 🔈
Save & New Save & Save & New Save & Close & Deactivate Save & Close & Delete Save	R COpy a Link	vin Start kflow Dialog Process Data				
Information - General - Channels	Bookable P A pint o	roduct f Carling with food	Meal Deal			Bookable Products 🔻 🛧 🔱
 Variants & Pricing Bowling 	4 General					^
- Notes - Conflicts Tab	Name *	A pint of Carling with food N	feal Deal			
Related	Description					
💩 Child Cross Sell Pro 👌 Bookable Product	Cross Sell Product Description					
ayment Methods	Туре	Stock	~	Sequence		
Product variant loca	Availability			Beneficiary Requirement	Not Required	~
Product Groups	Is Course	🔵 No 🔵 Yes		Capacity		
Bookable Product	Ask Booking Questions	● No ○ Yes		Report Category		
🚱 Workflows	Is Single Booking	● No ○ Yes		Code		~

c) Select Add Existing Bookable Product Modifier in the ribbon

File Bookable Product	Add	Customiz	e	Bookable Product Modifiers							
Add Existing Bookable Product Modifier	Edit	⊘ ⊗∧	93 5	Assign Bookable Product Modifiers		Filter		Set As Default View	Chart Pane +	Run Workflow	Sta Dia
Records				Collaborate		Current	View	View		Proc	ess
Information - General - Channels		398		ble Product nt of Carling with f	00	d Mea	l De	al			
 Variants & Pricing Bowling 		Bookable Product Modifiers Bookable Product Modifier Associated View									, •
- Notes		Name 🔺 Created On									

- d) A look up records dialogue will be displayed, select New.
- e) This will open up a new Bookable Product Modifier form, complete the following:



File Bookable Product Modifier	Add Customize						Stadium Demo 🚕
Save & New Save & Save & New Close X Delete	Connect Assian	Sharing - Copy a Link G-mail a Link					
Save	Collaborate	Process	Data				
Information	Bookable P	roduct Modifier					Bookable Product Modifiers 🔻 🛧 🔱
- General	Carling F	Pint with food					
L Notes							
Related	▲ General						
▲ Common	Name *	Carling Pint with food		×	Owner *	B Hospitality Administrator	Q
Activities	ls required	● No 🔾 Yes					
S Connections	Type *	Options		~			
Audit History	product *	arling Deal					
Booking product mod							
Bookable Products	Default Value						
Option Variants	Modifier options						
4 Processes	Allow custom option	● No 🔵 Yes					
Workflows	Validation						
Dialog Sessions	expression						
charley crassions							
	Notes						

- Name. Enter a name of the bookable product modifier. In this example Carling Pint with food, has been used.
- Is required. Select No.
- **Type.** Select **Options** from the drop down menu.
- **Product**. Use the Look up to find the bookable product that was created in <u>Step 6</u>. In this example that being, Carling Deal.
- **Default Value.** Leave this field blank.
- Modifier option. Leave this field blank.
- Allow custom option. Select No.
- Validation expression. Leave this field blank.
- **Owner.** This field will already be completed.
- f) Select **Save** in the ribbon.

STEP 8. CREATE THE OPTION VARIANTS

The Option Variants link the products that are going to be offered as part of the Meal Deal to the Meal Deal itself. In this example these being the pie and the hotdog.

a) With the Product Modifier form still open, select **Option Variants** in the navigation bar.

File Bookable Product Modifier	Add Customize					
Save & New		haring +	Ø 🔜			
Deactivate		opy a Link				
Save & Close X Delete	Connect Assign	-mail a Link	Run Start Workflow Dialog	Run Report +		
Save	Collaborate		Process	Data		
Information	Bookable P	roduct Mov	difier			
- General	83					
- Notes	Carling P	int with	food			
Related	▲ General					
▲ Common	Name *	Carling Pint	t with food		×	Owner *
Activities	ls required	No	○ Yes			
👌 Closed Activities			<u> </u>			
Sonnections	Type *	Options			\sim	
Audit History	product *	👌 Carling	g Deal		Q	
🍓 Booking product mod	Default Value					
Bookable Products	Madifier entions					
🁌 Option Variants	Modifier options					
4 Processes	Allow custom option	No	○ Yes			
🚳 Workflows	Validation	_			_	
Dialog Sessions	expression					

b) Select Add Existing Product Variant in the ribbon.

		List Tools Microsoft	t Dynamics CRM						
File Bookable Prod	duct Modifier Add Customize	Product Variants							
	Activate Rulk Delete	🔂 Mail Merge 🛛 🦷 Copy a Link	Filter	Set As Default View Pane -					
	Records	Collaborate	Current View	View					
Information General Notes	188	roduct Modifier Pint with food							
	🖵 🎝 Option Var	□ → Option Variants Product Variant Associated View -							
Related	Name 🔺	Variant Type	Variant Type Code Not for						

c) A Look Up Records dialogue will be displayed, use the search option to find the products that are to be part of the meal deal and were previously created in <u>Step 5</u>. In this example those being a hot dog and a pie.

	Ċ						
						E	Ð
5	0	L	U	Т	I	Ν	5

Look Up Records We	eb page Dialogue		
http://green4test.cloudapp.net:5555/StadiumDemo/_controls/lookup	/lookupinfo.aspx?Lookup	Style=multi&brows	e=0&objecttypes
Look Up Records Select the type of record you want to find and enter your searc of data by using the View options. Repeat this process for diffe		esults and view di	fferent column
.ook for: Product Variant]		
View: Product Variant Lookup View			
Search: Search for records			
Name 🔺	Variant Type	Bookable Pro	du
1 Adult & 1 Child	1 Ad & 1 Ch		
1 Adult & 1 Child	1 Ad & 1 Ch		
1 Adult & 1 Child	1 Ad & 1 Ch		
1 Adult & 1 Child - Early Bird	1 Ad & 1 Ch		
1 Adult & 1 Child - Fady Bird	1 Ad & 1 Ch		
1 - 250 of 1024 (0 selected)			🕅 🖣 Page 1
Selected records:			
Add			
Remove			
Properties <u>N</u> ew			
	[<u>о</u> к	<u>C</u> ancel

- d) Select the products and choose Add. When all of the products have been chosen select OK.
- e) The Option Variants will be displayed in a list, select General in the Navigation area.



Note: It is possible to select which order the Option Variants will be displayed in the drop down menu in the POS when selecting the Meal Deal. To do this:

a) With the Option Variants view opened in the Bookable Product Modifier form select the Option Variant. For example Hotdog.

Information General Notes			okable arling																			Book	able P	roduc	t Mo	difiers	•	Ψ
	L	🖵 👌 Option Variants Product Variant Associated View 🎽 Search for records													ß													
Related		Name						1	/arian	t Type		Co	de			Not	for Sa	le										e
4 Common		Hotdo	og (Each	1)				E	ach							No												
Activities		Steak	pie (Ead	:h)				E	ach							No												
Closed Activities																												
🛃 Connections																												
Audit History																												
🍐 Booking product mod																												
Bookable Products																												
👌 Option Variants																												
^₄ Processes																												
6 Workflows																												
Dialog Sessions	1 - 2	2 of 2 ((0 selec	ted)																						₩.4	Page 1	Þ
	All	#	А	В	С	D	Е	F	G	н	I.	J	К	L	М	Ν	0	Ρ	Q	R	S	т	U	V	w	х	Y	z



b) This will open up the Product Variant form. Within the form find the **Sequence** field. Enter the order number that this product will be displayed in. For example enter the number 2 if the Option Variant will be the second option to show in the drop list of the POS.

Save S	Save & Ne Save & Re Close X Deactivate Save		Sharing - Copy a Link E-mail a Link Collaborate	Run Workflow Process	Run Report - Data			
			Collaborate	FIOLESS	Data			
Informati		_	Produc	t Variant				Product Variants
– Genera	il .		Hotd	og (Each)				
Notes				3. ,				
			4 General					
Related								
• Commo	on		Name *	Hotdog (Ead	:h)		Code	
📝 Ac	ctivities		Description					
👌 Cle	osed Activities		Short Group				Short Description	
🛃 Αι	udit History				-			
🚡 Cł	hannel Sale Dates		Not for Sale	No	Yes			
🚡 Ac	dditional Products		Bookable Produ	ict 🛛 🚡 Hotdog)			
🚡 Ac	dditional Products		Mandatana Maria		- ×			
a Pr	oduct Questions		Mandatory Varia	ant 💿 No) Yes			
	omotions		Sequence	2				
	oupon Products		People				•	
👌 Bo	ooking product m		Variant Type	🚡 Each				
👌 Ste	ock Transactions							
Pr	oduct variant loca	~	Zonal					

c) Select **Save and Close** on the ribbon and repeat this for each of the Option Variants to place them in the appropriate order.

File Bookable Product Modifier	Add Customize	List Tools Product Variants	Microsoft I	Dynamics CRM			CRM2011 Administra Stadium7	
Add Existing Product Variant	ctivate		Copy a Link	Filter	Set As Default View	Run Workflow Dialo Process	t Run Report - Export Produc Variants	t
Information General Notes	Carling pi	oduct Modifier nt with food					Bookable Product Modif	
Related	Option Varia	nts Product Va			Not for Sal		earch for records	9
4 Common	Hotdog (Each)		Variant Type Each	Code	Not for Sal	e		Ð
Activities Closed Activities	Steak pie (Each)	Each			No	No		
Connections Audit History Booking product mod Bookable Products Option Variants								

f) Select Save and Close on the ribbon.



OVERVIEW

Task	Completed?	Comments
Created Variant Types		Create the type of Bookable Product you can purchase. For example a type of Meal Deal Bookable Product may have a variant types of Deal
Created Variant Price Lists		Prices are defined using Variant Price Lists in the Bookable Product form and is linked to the Channel Price List
Created a Channel Price List		The channel price list should be linked to the default sales plan The channel price list should link the channels to the variant price list on which prices have been entered. Ensure the channel price list dates are valid. A channel price list will need to be created for each Variant Price List – Channel combination created.
Created the overall Meal Deal Bookable Product. i.e. A pint of Carling with food Meal Deal		Ensure the Bookable Product Type is set as Stock Ensure the Meal Deal flag is set to Yes Ensure a category for example, Meal Deal, has been entered Ensure the relevant channel check boxes are ticked Ensure the variant (Deal) is listed Enter the price of the meal deal using an active Variant Price List that has been linked to a Channel Price List.
Created the Bookable Products that are to be part of the meal deal. i.e. The food in the meal deal- Hot dog and pie		Ensure the Bookable Product Type is set as Stock Ensure a category, for example Meal Deal, has been entered Ensure the relevant channel check boxes are ticked Ensure the Variant (Each) is listed Ensure the price of the product entered is £0.00 and that an active Variant Price List has been linked to a Channel Price List. Tick the Not for Sale flag in the Variant and Pricing section
Created the Bookable Product to link to the Bookable Product Modifier. i.e. Carling Deal		Ensure the Bookable Product Type is set as Stock Ensure a category, for example Meal Deal, has been entered. Ensure the relevant channel check boxes are ticked Ensure the Variant (Deal) is listed



	Ensure the price of the product entered is £0.00 and that an active Variant Price List has been linked to a Channel Price List. Tick the Not for Sale flag in the Variant and Pricing section
Created the Bookable Product Modifier to link the various Meal Deal options, for example a pie or hot dog to the Meal Deal itself.	The Is required field must be set to No The Type field must be selected as Options The Product field should display the Bookable Product that was previously created to link to the Bookable Product Modifier. The Allow Custom option field must be set to No
Created the Option Variants that link the products that are going to be offered as part of the Meal Deal to the Meal Deal itself	Add the products that are going to be offered as part of the Meal Deal, for example a pie, burger etc.

THE MEAL DEAL IN THE POS

Upon completion of setting up this type of Meal Deal within CRM (A Pint of Carling with food meal Deal in this example) it will be displayed in the POS. Please note that the Meal Deals in this example are coloured in blue due to the category type of Meal Deal that was selected being made this colour.

To view and purchase this type of Meal Deal complete the following:

a) Open up the POS, the food and beverage products that you are selling will be displayed.

stadiumtest _{D1, SH1}						Cash Skim	Till Report	Open Till	LOCK	Logout	Home	Back
Current Booking Find Booking Find Seat Tabs Customer Coupon Cashless Accounts Ac							ess Gate][][
Carling (Each) 3.00	Carlsberg (Each) 3.00	Guinness (Each) 4.00	Ginger Beer (Each) 1.51	Guava juice (Each) 2.00	Pepsi (Each) 1.26	Randoms (Each) 2.00		Reference No Name	.:	l	Jnit Qty I	Line
Polos (Each) 2.00	Chocolate Bar (Each) 2.00	Kit Kat (Each) 0.50	Snickers (Each) 1.00	Twix (Each) 0.50	Chicken Pie (Each) 2.00	Hotdog (Each) 1.00						
Pizza Slice (Each) 4.00	Steak Pie (Each) 2.00	Vegetable Pie (Each) 2.00	A Burger and a Pint of Fosters Meal Deal (Deal)	A pint of Carling with food Meal Deal (Deal) 5 00	Pie, Pint and Chocolate Mea Deal (Deal) 5.00	1	•					
								Discount	And Promos		Beneficiaries	Speed Checkout
										Add Comment	Print Wizard	Promotion
										Close	Print Tickets	Add Payment



b) Select the Meal Deal that you have previously created, in this example that being, a pint of Carling with food Meal Deal, as is highlighted below.

Carling (Each) 3.00	Carlsberg (Each) 3.00	Guinness (Each) 4.00	Ginger Beer (Each) 1.51	Guava juice (Each) 2.00	Pepsi (Each) 1.26	Randoms (Each) 2.00
Polos (Each) 2.00	Chocolate Bar (Each) 2.00	Kit Kat (Each) 0.50	Snickers (Each) 1.00	Twix (Each) 0.50	Chicken Pie (Each) 2.00	Hotdog (Each) 1.00
Pizza Slice (Each) 4.00	Steak Pie (Each) 2.00	Vegetable Pie (Each) 2.00	A Burger and a Pint of Fosters Meal Deal (Deal)	A pint of Carling with food Meal Deal (Deal)	Pie, Pint and Chocolate Meal Deal (Deal) 5.00	

c) A Product Options dialogue will be displayed. Select the drop down to display the Option variants that were created and which can then be chosen to be part of the Meal Deal. In this example the Option Variants are hotdog and steak pie.

4	Product Options – 🗆 🗙								
A pint of Carling with food Meal Deal (Deal)									
Carling pint with food:	Hotdog (Each)								
	Steak pie (Each)								
Cancel	Hotdog (Each)								

d) Upon selecting the option. Choose Add to add the chosen Meal Deal to the shopping cart.

Ľ	Ð	Product Options			×
	A pint of Carling with food Meal	l Deal (Deal)			
	Carling pint with food:	Hotdog (Each)		¥	
	Cancel	Total:	£5.00	Add	

e) The Meal Deal will appear in the shopping cart area as is displayed below. Select Add Payment to complete the purchase.

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- Customer				Se	elect (Customer
Reference No.: Name A pint of Carling with food Meal Deal (Deal) Carling pint with food: Hotdog (Each)	Unit £5.00	Qty 1	Line £5.00	×	[Reduce
Discount And Promos					Ben	eficiaries
Total Price 5 00	Add Comme	nt P	rint Wizard	i		eficiaries

3. CREATING A MEAL DEAL THAT CONSISTS OF PRODUCTS AND SPECIFIC VARIANTS OF ALL PRODUCTS.

This type of Meal Deal allows the deal to consist of a combination of products that can be chosen by the operator but also specific types of these products. For example there may be a Meal Deal for a pint, pie and a chocolate bar however with this type of Meal Deal set up, the end customer will be able to choose what each component consists of. For example, a pie could be chicken, steak or vegetable; a pint could be a Fosters, Carlsberg or Guinness and a chocolate bar could be a Kit Kat, Twix or Snickers. The diagram below shows how this type of Meal Deal can be created.



To create this type of Meal Deal the following steps must be followed:

STEP 1. CREATE THE VARIANT TYPE (DEAL)

Variant Types describe the type of Bookable Product that you can purchase. For example a type of drink Bookable Product may have a variant types of a pint and half pint or a type of food may have a variant type of each whilst a Meal Deal will need a Variant Type of **Deal**.

To create the Variant Type for the Meal Deal complete the following:

- a) In the CRM Navigation Panel, select Product Management followed by Variant Types.
- b) The Variant Types view will be displayed showing a list of all the Variant Types that meet the current view criteria.
- c) To add a new Variant Type, select **New** on the ribbon (highlighted in the figure below).



File Variant Types View	Charts Add	Customize				
New Edit & Delete -	E-mail a Link 🗸	Run Workflow		Filter Advan		
Records	Collaborate	Process		Data		
Product Man 🚮 📴 -	Variant Type	s Active Varian	t Types 🔻			
Analysis Categories	Name 🔺			People	Description	Category
bookable Products	Adult			1		Tickets
General Fixtures	Carer			1		Tickets
Product Calendars Product Sessions	Conc			1		Tickets
Product Sessions Reservations	Directors			1		Tickets
a Series	Each			1		F+B
Variant Price Lists	Family			4		Tickets
👌 Variant Types	Family Offer	of 4		4	Offer for 4 famil	Tickets
	Half			1		F+B
	Junior			1		Tickets
Workplace	Large			1		Merchandise
Sales	Matchday P	rogramme		1		Default
Marketing	Medium			1		Merchandise
-	OAP			1		Tickets
Loyalty	Pint			1		F+B
Bookings	Size 5			1		Merchandise
Product Management	Small			1		Merchandise
Product Management	Staff			1		Tickets

d) A blank Variant Type form will be displayed, complete the following details:

Information L General	Variant Typ New	e		Variant Types 🔹 🔺 🔱
Related	▲ General			
Common Audit History Audit History Promotions Variant Type Compon Product Variants Coupon Products Processes Workflows Dialog Sessions	Name * Translated name Description Skidata Class Code Voucher Value Sequence	۱ ـ ـ	People * Category Tariff Code Conversion Factor	

- Name. Enter a name for the variant type, for example, Deal.
- People. Enter the number of people included in the variant type. For F&B Meal Deals this is usually 1.
- **Translated Name.** This field is used when the system is being translated into another language. Multiple translations can be added in the one field.
- **Description.** Enter a description of the variant type.
- Skidata Class Code. Used for access control.
- **Category.** Used to group the variant types into categories for reporting purposes and for use in the price list editor. For example soft drinks, beers, spirits, chocolate bars, Meal Deals etc.
- Voucher Value. Used for voucher variants.
- Tariff Code. This is not used for F&B.
- Sequence. Used to display a certain sequence of Variant Types.
- **Conversion Factor.** Used to convert the cost of a large batch of products into the cost of individual products within this batch. For example, if a barrel of draft beer is purchased the conversion factor will be used to convert the cost of the barrel into a single pint of beer.
- g) Select **Save and Close** on the ribbon to save the changes made.

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STEP 2. CREATE THE VARIANT PRICE LIST

Prices are defined using Variant Price Lists, which are subsequently linked to the channel using the channel price list entity.

- a) In the CRM Navigation Panel select Product Management followed by Variant Price Lists.
- b) The Variant Price List view will be displayed:

File Variant Price Lists Variant Price Lists Image: Comparison of the price lists New Edit Image: Comparison of the price lists New Edit Image: Comparison of the price lists	/iew Charts Ade I Copy a Link ↓ I I E-mail a Link ↓	d Customize		Export to Excel Filter Advanced Find
Records	Collaborate	Process	D	lata
Product Man Product Man Product Sategories Products Product Calendars Product Sessions Reservations Series Variant Price Lists Variant Types	Variant Price Name ▲ Advance Fixt Away Fixture Bolt Ons CP Series 201 Cup Match CUP PRICE L1 default Ealing	ure Ticket Pricing 14-15	riant Price Lists 🔻	Price List Status Active Active Test Active
Bookings	Early Bird	st - Season 2013-201	4	Active Active
Product Management Venue Management	f+b Matchday Pri			Active Active
Membership		(14) Early Bird		Active Active
Promotions Service	POS - Matche	(14) Standard day		Active Active Active

- c) If a suitable price list exists, double-click over the appropriate row in the list. Alternatively select **New** on the ribbon to create a new variant price list.
- d) The Variant Price List form will be displayed. If creating a new variant price list, enter the following details:
 - Name. Enter a name for the price list, for example Meal Deals.
 - Price List Status. Select the price list status from the drop-down list. Ensure that the price list status is set to Active.
- f) Select **Save and Close** on the ribbon.

STEP 3. SET UP YOUR CHANNEL PRICE LISTS

Channel prices lists are used to link a variant price list to a channel. If you wish the prices entered on a variant price list to be charged then you must link the price list to the channel. Multiple price lists can be in use simultaneously.

II T I O N

The channel price list can be reused; therefore you may only need to create the channel price list once for each variant price list – channel combination.

To set up a channel price list for the Meal Deal:

- a) On the CRM navigation panel, select Sales Plan on the Product Management tab.
- b) A list of sales plans matching the view criteria will be displayed.
- c) Open the **Default Sales Plan** (the default sales plan should be linked to the company details record in CRM).
- d) Select Channel Price List in the form navigation area.
- e) A list of channel price lists that have been previously linked to the variant price list will be shown. Select Add New Channel Price List on the ribbon.
- f) A blank channel price list form will be displayed. Complete the following details:
 - Name. The name of the channel price list.
 - **Channel.** Select the Look Up icon alongside the field. The Look Up Records dialog will be displayed. Select the appropriate channel before clicking **OK** to continue.
 - **On Sale Date.** Enter the date and time when the price list will be available for use by the channel. An On Sale Date must be entered when creating a price list for stock products.
 - **Marketing List.** If applicable, select the marketing list the channel price list relates to. If a marketing list is applied to a channel price list, only contacts that have been added to the marketing list will use the channel price list. This option can be used to give beneficial prices to people that have previously bought a particular product, for example a membership product. Preferential pricing can either be driven by the use of a different variant price list, or by entering a discount percent.
 - **Discount Percent.** If using a discount enter the percentage discount offered to users of the channel price list. This option is used in conjunction with a marketing list to offer members of the marketing list a discount.
 - **Discount Category.** If using a discount use the lookup to select the product category the discount percent will be applied to. If a product category is not entered, the discount percent will be applied to all products.
 - **Sequence.** The sequence number is used to determine which channel price list is used if there is more than one valid channel price list available.
 - Variant Price List. Use the Lookup Records dialog to select the appropriate price list. The price list that you are to use for the bookable product should be selected.
 - **Off Sale Date.** Enter the date and time when the price list will stop being available for use by the channel. An Off Sale Date must be entered when creating a price list for stock products.
 - Max Quantity. This option, when used in conjunction with a marketing list can be used to limit the number of a selected product a customer can purchase. This option can be used to limit the number of products a customer can buy at a preferential rate. Alternatively this option can be used to limit the number of tickets a member can purchase before general release.



• **Discount Rounding.** Enter the discount rounding i.e. to the nearest penny, 10p, pound. If a value is not entered the system will default to rounding to a penny.



Note: All other fields in the Channel Price List form that have not been described above do not need to be completed/changed.

A channel price list will need to be created for each Variant Price List – Channel combination created.

g) Once the details are complete select **Save & Close** on the ribbon.

STEP 4. CREATE THE MEAL DEALS BOOKABLE PRODUCT

The Bookable Product entity is used to represent products that are sold, in this instance the Meal Deal itself. For each Meal Deal that you are selling through the system you must create a Bookable Product. In the example being used a Bookable Product of a Pie, Pint and Chocolate Meal Deal has been created.

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products File Bookable Products Activate Control Cont	View Charts Add	Run Start	Run Report Data +	🐼 Đ 🍸 Fi	xport to Excel Iter	Advano Find						
Records	Collaborate	Process		Da	ta							
Product Man 🚮 🖳 -	Bookable Prod	ucts Active Bo	okable Produc	ts ₹							S	ear
🍓 Analysis Categories	Name 🔺				Category		Code			Cap	acity	
Bookable Products	7 Day Members	ship			Leisure Me	mber	MEMB	ER7D				
🎍 Fixtures	Season 201	4/15										
Product Calendars	Season 2014/15											
Product Sessions Reservations	Away Coach Se	ries Hospitality			Season 2014/15							
a Sales Plans	Away Coach Se	ries Standard			Season 201	4/15						
Series	Away Match				Season 201	4/15						
🚡 Variant Price Lists	Away Match Se	ries			Season 2014/15							
<u> </u>	Away Shirt				Away Kit							
Product Management	Away Shorts				Away Kit							
Venue Management	Away Socks				Away Kit							
5	Away Stand				Season 201	2 - 2						
Membership	Away Ticket Ty	pe 1			Season 201	2 - 2						
Promotions	Away Ticket Ty	pe 2			Season 201	2 - 2						
Service	Badge Theme				Replica Kit							
Settings	1 - 113 of 113 (0 se	lastad)										
Resource Center	All # A	B C D E	FGH	I	JК	LN	1 N	0	Р	Q	R	S

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:



File Bookable Product	Add Customize					Stadium Demo 🚕	
Save & Ne Save & Save & Ne Save & Close	Copy a Link	Start Run Kinow Dialog					
Save	Collaborate	Process Data					
nformation - General - Channels	Bookable F	Product				Bookable Products 🔻	Ŷ
– Variants & Pricing – Bowling – Notes	4 General						
Related	Name * Translated Name Description						5
Common Activities	Cross Sell Product Description						
Audit History	Туре	Stock	~	Sequence			
Additional Products	Availability			Beneficiary Requirement	Not Required		~
Product Sessions	Is Course	🔵 No 🔵 Yes		Capacity			
🎄 Product Variants 🎄 Resource Types	Ask Booking Questions	● No ○ Yes		Report Category			
Promotions Stock Transactions	Is Single Booking	● No ○ Yes		Code			
Stock Transactions	Status	Active					

e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example A Pie, Pint and Chocolate Meal Deal.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- Report Category. Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- Available Offline. Select Yes if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.
- Meal Deal. Select Yes, to show that this is a Meal Deal product. This is then used for reporting purposes.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.



Membership:

• Is Membership. Select No.

Time Settings:

- Available Date From. Enter the date the product goes on sale.
- Available Date To. Enter the date the product is removed from sale.
- Available Time From. Enter the time the product goes on sale.
- Available Time To. Enter the time the product is removed from sale.

Delivery Options:

- **Print At Home.** Select **No** for F&B products.
- Requires Delivery. Select No for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- m) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select **Channels** in the Form Navigation area.
 - The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
 - Select **Save** on the ribbon.
- n) Next, it is necessary to identify the *Product Variants* and *Prices*:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For Meal Deals a single variant of 'Deal' is often used.
 - Select the green cross alongside the variant name to add.



File Bookable Product Add	d Customize
Save & New Save & Save & New Save & Close Save & Deactivate X Delete	Image: Sharing → Image: Sharing → Image: Scopy a Link Image: Start Image: Start Run Image: Start Start Image: Start Run Image: Start Run Image: Start Run Image: Start Run Report →
Save	Collaborate Process Data
Information - General - Channels - Variants & Pricing - Bowling Notes	Bookable Product test Variants & Pricing
Related Common Activities Closed Activities Additional Products	Not for Sale Variant

• To enter price information for the Meal Deal, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below). Please note that this must be the same Variant Price List that was selected in the Channel Price List.

Bookable Product Pie, Pint and Ch	Bookable Product Pie, Pint and Chocolate Meal Deal									
4 Variants & Pricing				default	~		~		^	
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price		v			
Pie, Pint and Chocolate Meal Deal (Deal)				5.00	5.00					
	 ✓ ○ 									

- Enter the pricing (peak and off peak) information for each of the variants that are to be included on the price list. The same price should be entered in both the Peak and off Peak fields.
- I) Once the pricing details are complete select Save & Close on the ribbon to save the product



STEP 5. CREATE BOOKABLE PRODUCTS THAT ARE TO BE PART OF THE MEAL DEAL

Next, the products that are to be part of the Meal Deal must be created. For example a bookable product must be created for the pie, pint and chocolate that are to be part of the Pie, Pint and Chocolate Meal Deal in this example.

To create the product that are to be part of the Meal Deal, complete the following:

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	Vie	ew Charts J	Add Customize									1
New Edit Activate		🐚 Copy a Link 🖕	Run Workflow	Run Report - Data	T Fi	xport to Excel ilter	Advanc Find					
Records		Collaborate	Process		Da	ita						
Product Man 🚮 🙀 -		Bookable Pre	oducts Active Be	ookable Produ	ucts 🕶							Sea
la Analysis Categories		🗌 Name 🔺				Category		Code			Capa	icity
Bookable Products	^	7 Day Memb	7 Day Membership					MEMBE	R7D			
🌛 Fixtures		Away Coach	Away Coach Fixture Hospitality									
A Product Calendars		Away Coach		Season 2014/15								
Product Sessions Reservations		Away Coach	Series Hospitality		Season 2014/15							
a Sales Plans		Away Coach	Series Standard			Season 20	14/15					
à Series		Away Match				Season 2014/15						
💩 Variant Price Lists	~	Away Match	Series			Season 2014/15						
		Away Shirt				Away Kit						
Product Management	^	Away Shorts				Away Kit						
Venue Management		Away Socks				Away Kit						
-		Away Stand				Season 20	12 - 2					
Membership		Away Ticket	Type 1			Season 20	12 - 2					
Promotions		Away Ticket	Type 2			Season 20	12 - 2					
Service		Badge Them		Replica Kit								
Settings		1 - 113 of 113 (0)										
Resource Center	~	All # A		EFG I	ні	J K	LN	1 N	0	Ρ	Q	R

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:

File Bookable Product Ac	d Customize					Stadium Demo	۵
Save & New Save & Save & New Close	Copy a Link E-mail a Link Wor	kun Start Dialog Run Report					
Save	Collaborate	Process Data					
Information - General - Channels	Bookable P New	roduct				Bookable Products	- ↑ ↓
 Variants & Pricing Bowling Notes 	General Name *						^
Related	Translated Name Description						
Common Activities Closed Activities							=
Audit History	Туре	Stock	\checkmark	Sequence			
Additional Products	Availability			Beneficiary Requirement	Not Required		~
Product Sessions	Is Course	🔵 No 🔵 Yes		Capacity			
🎄 Product Variants 🍓 Resource Types	Ask Booking Questions	● No Yes		Report Category			
Promotions	Is Single Booking	● No ○ Yes		Code			~
Stock Transactions	Status	Active					

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e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example, Pie, Pint or Chocolate.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- **Report Category.** Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- Available Offline. Select Yes if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.

Membership:

• Is Membership. Select No.

Delivery Options:

- **Print At Home.** Select **No** for F&B products.
- **Requires Delivery.** Select **No** for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- o) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select **Channels** in the Form Navigation area.

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- The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
- Select **Save** on the ribbon.
- p) Next, it is necessary to identify the Product Variants and Prices:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For a product that is to part of a meal deal, use the Variant type of 'Each.'
 - Select the green cross alongside the variant name to add.

File Bookable Product Add	d Customize
Save & New Save & Save & New Save & Close ★ Delete	Image: Sharing → Image: Sharing → Image: Copy a Link Image: Sharing → Image: Run & Start Workflow Dialog Run Report →
Save	Collaborate Process Data
Information General Channels Variants & Pricing Bowling Notes	Bookable Product test Variants & Pricing
Related	Mandatory V
Common Activities Closed Activities Audit History Additional Products	Variant

• To enter price information for the product, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below).

Bookable Product Pie						Booka	ble Products	• 1	V
Variants & Pricing									^
				default	~	 ~			
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price				
🤤 Pie (Each)		\checkmark		0.00	0.00				
	✓ ③								

- The pricing value entered here should be the price **£0.00** as the product is going to be part of a Meal Deal that already has a price associated to it.
- Additionally ensure that the **Not for Sale** flag in the Variant and Pricing section is ticked.
- m) Once the pricing details are complete select **Save & Close** on the ribbon to save the product, repeat this step until all products that are to be part of the Meal Deal have been created.

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STEP 6. CREATE THE BOOKABLE PRODUCTS TYPES

Next a Bookable Product must be created to represent each type of the product that is going to be included in the Meal Deal. For example although a Bookable Product has been made to represent the product as a whole, e.g. chocolate, pie and pint, the specific types of these also need creating. Therefore in this example the different types of chocolate bars (Twix, Snickers, and Kit Kat), Pints (Fosters, Carlsberg, Guinness) and Pies (steak, chicken, vegetable) will all need creating as separate bookable products.

If the different types of products (i.e. chicken pie, vegetable pie, steak pie) do not already exist on your system, complete the following:

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	Vie	ew Charts Add Customize								
New Edit Activate		Copy a Link . E-mail a Link .	Run Report - Import Data -	🐼 E 🍸 F	ilter Advance Find					
Records		Collaborate Process		Da	ata					
Product Man 🚮 🏹 -		Bookable Products Active Bo	okable Produc	ts 🔻						Sear
🍙 Analysis Categories		Name 🔺			Category	Code			Capaci	ty
Bookable Products	^	7 Day Membership			Leisure Member	MEMBE	R7D			
i Fixtures		Away Coach Fixture Hospitality			Season 2014/15					
Product Calendars Product Sessions		Away Coach Fixture Standard			Season 2014/15					
A Reservations		Away Coach Series Hospitality			Season 2014/15					
Sales Plans		Away Coach Series Standard			Season 2014/15					
🧟 Series	5	Away Match			Season 2014/15					
lassign Variant Price Lists	~	Away Match Series			Season 2014/15					
-		Away Shirt			Away Kit					
Product Management	^	Away Shorts			Away Kit					
Venue Management		Away Socks			Away Kit					
Membership		Away Stand			Season 2012 - 2					
		Away Ticket Type 1			Season 2012 - 2					
Promotions		Away Ticket Type 2			Season 2012 - 2					
Service		Badge Theme			Replica Kit					
Settings		<								
-	~	1 - 113 of 113 (0 selected)								
Resource Center	~	AII # A B C D E	FGH	1	JKLM	M N	0	Ρ	QF	R S

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:



File Bookable Product	Add Customize				Stadium Demo 🚕
Save & New Save & Save & New Close	Copy a Link	Run Start Report -			
Save	Collaborate	Process Data			
formation General Channels Variants & Pricing	Bookable F	Product			Bookable Products 🔻 🏠
Bowling Notes	4 General				
- notes	Name *				
Related	Translated Name				
Common	Description				
Activities Closed Activities	Cross Sell Product Description				
Audit History	Туре	Stock	✓ Sequence		
Additional Products	Availability		Beneficiary Requirement	Not Required	~
Product Channels Product Sessions	Is Course	🔿 No 🔿 Yes	Capacity		
🍓 Product Variants 🍓 Resource Types	Ask Booking Questions	● No ○ Yes	Report Category		
Promotions	Is Single Booking	● No ○ Yes	Code		
Stock Transactions	Status	Active			

e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example, Chicken Pie.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- Report Category. Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- Available Offline. Select Yes if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.

Membership:



• Is Membership. Select No.

Delivery Options:

- Print At Home. Select No for F&B products.
- Requires Delivery. Select No for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- g) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select Channels in the Form Navigation area.
 - The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
 - Select **Save** on the ribbon.
- h) Next, it is necessary to identify the Product Variants and Prices:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For a product that is to part of a meal deal, use the Varaint type of 'Each.'
 - Select the green cross alongside the variant name to add.

File Bookable Product Add	Customize
Save & New Save & Save & New Save & Save & Rew Save & Close & Delete	Sharing → Image: Copy a Link Image: Copy a Lin
Save	Collaborate Process Data
Information - General - Channels - Variants & Pricing - Bowling Notes	Bookable Product test
Related	Not for Sale
Common Activities Closed Activities Audit History Additional Products	Variant

• If the product can also be sold separately you must enter price information for the individual price of the product on its own, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below).

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Bookable Product Chicken Pie							Bookable Products	•
Variants & Pricing								~
				default	~		$\mathbf{\sim}$	
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price	•		
Chicken Pie (Each)				2.50	2.50			
	v ()							

- Enter the price of the product, being the same in both the Peak and Off Peak Price field.
- i) Select **Save and Close** on the ribbon. Repeat the above process for each of the product types that are to be part of the meal deal, for example a Chicken Pie, Vegetable Pie, Steak Pie etc.

STEP 7. CREATE BOOKABLE PRODUCT MODIFIERS

Bookable Product Modifiers must be created to link the Meal Deal options, for example pie, pint and chocolate to the Meal Deal itself.

To do this, complete the following:

- a) In the navigation bar select **Product Management** before selecting **Bookable Products**, open up the bookable product that is representing the Meal Deal itself. In this example it would be the Pie, Pint and Chocolate Meal Deal Bookable Product.
- b) With the bookable product form open select Bookable Product Modifiers in the navigation bar

File Bookabl	le Product	Add	Customize								Stadium Demo 🚕	
Save Save &	🛃 Save & Ne 🧊 Deactivate 🗙 Delete e		Sharing - Copy a Link E-mail a Link Collaborate	Run Workflow Si Process	art Ri Ilog Rep Da	ort v						
Information - General - Channels			275	ble Product Pint and C	hocola	e Meal	Deal				Bookable Products 🔻	↑ ↓
- Variants & Prici	ing		4 General									^
- Notes - Conflicts Tab			Name * Translated Nam		and Choco	late Meal D	Deal					
Related			Description									5.
Bookable		^	Cross Sell Produ Description	uct								
هٔ Payment I هٔ Product v			Type Availability	Stock				~	Sequence Beneficiary	Not Required		
🍓 Product G	iroups								Requirement	Not Required		
Bookable	Product		Is Course	O No	\bigcirc				Capacity			
Processes Workflow:	s		Ask Booking Questions	No	• • Yes				Report Category			~

c) Select Add Existing Bookable Product Modifier in the ribbon



File	Bookable Product	Add	Customi	ze	Bookable Product Modifiers							
Add Exis	ting Bookable Product Modifier	Edit	<i>≥</i>	9 5	Assign Bookable Product Modifiers		Filter	C.	Set As Default View	Chart Pane -	Run Workflow	Sta Dia
	Records	·			Collaborate		Current	View	View		Proc	ess
Informa – Gene – Chan	ral		878		ble Product Pint and Chocolate	e M	leal De	al				
– Varia – Bowli	nts & Pricing ing		💷 🎑 Bo	ooka	ble Product Modifiers	Boo	okable F	rodu	ct Modifier	Associa	ted View	•
- Note	2		🗌 Nan	ne 🔺					Created On			

- d) A look up records dialogue will be displayed, select **New**.
- e) This will open up a new Bookable Product Modifier form, complete the following:

File	Bookable Product Modifier	Add Custom	nize					Stadium Demo 🔈
Save	Save & New Close Close	Connect Assign	🥃 Sharing 🚽 🚺 Copy a Link 🛃 E-mail a Link	Run Workflow	Run Report -			
	Save	Collabo	rate	Process	Data			
Informa - Gene	ral	Bookab Pie	le Product Moo	difier			1	Bookable Product Modifiers 🔻 ٨
Related	d	4 General				_		
▲ Comm	non	Name *	Pie		×	Owner *	8 Hospitality Adr	ministrator 🗔
	Activities Closed Activities	ls required		Yes		1		
ي 🛃	Connections	Type *	Options		~	1		
🛛 🛃 /	Audit History	product *	🌛 Pie		<u> </u>			
🔄 🙆 E	Booking product mod	Default Value				1		
🔄 🙆 E	Bookable Products	Modifier options				1		
🔄 👌 (Option Variants			a				
▲ Proce	sses	Allow custom op	tion 💿 No	Yes				
S 🕻	Workflows	Validation						
= (Dialog Sessions	expression						

- Name. Enter a name of the bookable product modifier. In this example a pie has been used
- Is required. Select No.
- **Type.** Select **Options** from the drop down menu.
- **Product**. Use the Look up to find a bookable product that was created in <u>Step 5</u>. In this example that being, Pie.
- Default Value. Leave this field blank.
- Modifier option. Leave this field blank.
- Allow custom option. Select No.
- Validation expression. Leave this field blank.
- **Owner.** This field will already be completed.
- f) Select **Save** in the ribbon.

STEP 8. CREATE THE OPTION VARIANTS

The Option Variants link the type of products that are going to be offered as part of the Meal Deal to the Meal Deal itself. In this example these being the options of a steak pie, chicken pie or vegetable pie.

a) With the Product Modifier form still open, select **Option Variants** in the navigation bar.

File Bookable Product Modifier	Add Customize				
Close 🗙 Delete	Connect Assign	aring - opy a Link mail a Link	Run Workflow	Run Report +	
Save Information	Collaborate	oduct Mod	Process	Data	
- Notes	Pie				
Related	4 General				
▲ Common	Name *	Pie			Owner *
Activities	ls required	🔘 No	Yes		
Closed Activities	Type *	Options		~	
Audit History	product *	👌 Pie		Q	
🍓 Booking product mod	Default Value				
Bookable Products	Modifier options				
Option Variants Processes	Allow custom option	No	⊖ Yes		
G Workflows	Validation]

b) Select Add Existing Product Variant in the ribbon.

File Bookable P	roduct Modifier	Add	Customize	Product Variants					
Add Existing Product Variant	Edit Records	ctivate	Ҟ Bulk Delete	Mail Merge	Copy a Link	Filter		Set As Default View	Chart Pane +
Information - General - Notes	Records	ģ	Bookable Pro Pie	oduct Modifier	Dorate	Current	view	VIEW	
		L	Option Varia	nts Product V	ariant Associat	ted Vie	w 🕶		
Related			ame 🔺		Variant Type	C	ode	No	t for Sale

c) A Look Up Records dialogue will be displayed, use the search option to find the product types that are to be part of the Meal Deal and were previously created in <u>Step 6</u>, these should match the same category of products in the bookable product modifier. In this example the Bookable Product Modifier is pie, the option variants that need to be found are the pie type products that were previously created, these being the vegetable, chicken and steak pie.

	Ċ						
11						E	
 s	0	L	U	Т	T	Ν	5

E Look Up Records We	b page Dialogue	
http://green4test.cloudapp.net:5555/StadiumDemo/_controls/lookup	/lookupinfo.aspx?Lookup	Style=multi&browse=0&objecttypes
Look Up Records Select the type of record you want to find and enter your searc of data by using the View options. Repeat this process for diffe		
Look for: Product Variant		
View: Product Variant Lookup View		
Search: Search for records		
Name 🔺	Variant Type	Bookable Produ
1 Adult & 1 Child	1 Ad & 1 Ch	
1 Adult & 1 Child	1 Ad & 1 Ch	· · · · · · · · · · · · · · · · · · ·
1 Adult & 1 Child	1 Ad & 1 Ch	
1 Adult & 1 Child - Early Bird	1 Ad & 1 Ch	•
1 Adult & 1 Child - Farly Bird 1 - 250 of 1024 (0 selected)	1 4d & 1 Ch	M 🖣 Page 1 🕨
Selected records:		
Add		
Remove		
Properties <u>N</u> ew		
	ſ	<u>O</u> K <u>C</u> ancel

- d) Select the products and choose Add. When all of the product types have been chosen select OK.
- e) The Option Variants will be displayed in a list, select General in the Navigation area.



Note: It is possible to select which order the Option Variants will be displayed in the drop down menu in the POS when selecting the Meal Deal. To do this:

a) With the Option Variants view opened in the Bookable Product Modifier form select the Option Variant. For example Chicken Pie.

Information - General - Notes	Bookable Product Mod Pie	lifier	
	- Option Variants Prod	uct Variant Associated View 🏾	Ι
Related	Name 🔺	Variant Type Code	Not for Sale
⊿ Common	Chicken Pie (Each)	Each	No
Activities	Steak pie (Each)	Each	No
Closed Activities	Vegetable Pie (Each)	Each	No
Sonnections			
Audit History			
🍓 Booking product mod			
🍓 Bookable Products			
🁌 Option Variants			

b) This will open up the Product Variant form. Within the form find the **Sequence** field. Enter the order number that this product will be displayed in. For example enter the number 2 if the Option Variant will be the second option to show in the drop list of the POS.



File Product Variant Add	Customize
Save & New Save & Save & New Save & A Deactivate Save & Delete Save	Sharing - Image: Copy a Link
Information General Notes	Product Variant Chicken Pie (Each)
Related	4 General
▲ Common	Name * Chicken Pie (Each) Code Description
Closed Activities Audit History Channel Sale Dates	Short Group Short Description Not for Sale Image: No image: Construction of the second secon
Additional Products	Bookable Product Chicken Pie Mandatory Variant
Product Questions	Mandatory Variant No Yes Sequence
Coupon Products Booking product m Stock Transactions	People Variant Type Sech

c) Select **Save and Close** on the ribbon and repeat this for each of the Option Variants to place them in the appropriate order.

Add Existing Product Edit	activate		Copy a Link E-mail a Link	Filter	Set As Default View Chart	
Variant Rer Records	nove	Collabo	rate	Current View	View	
– General – Notes	Pie	duct Modifier nts Product Var	i	te d \/:		
Related	Name A	nts Product var	Variant Type	Code	Not for Sa	ale
Common Activities	Balti Pie (Each)		Each		No	
Closed Activities	Chicken Pie (Each)	Chicken Pie (Each)			No	
Sconnections	Steak Pie (Each)		Each		No	
Audit History						
booking product mod						
Bookable Products						
Option Variants						

- f) Select Save and Close on the ribbon.
- g) This will return you to the Bookable Product Modifier view in the Bookable Product form. From here repeat <u>Step 7</u> and <u>Step 8</u> for each of the modifiers and option variants that you need to create for your Meal Deal. In this example a further two Product Modifiers would have to be created, these being Pint and Chocolate whilst the option variants available on the meal deal (The specific types of pints and chocolate) would need to be added.



OVERVIEW

Task	Completed?	Comments
Created Variant Types		Create the type of Bookable Product you can purchase. For example a type of Meal Deal Bookable Product may have a variant types of Deal
Created Variant Price Lists		Prices are defined using Variant Price Lists in the Bookable Product form and is linked to the Channel Price List
Created a Channel Price List		The channel price list should be linked to the default sales plan The channel price list should link the channels to the variant price list on which prices have been entered. Ensure the channel price list dates are valid. A channel price list will need to be created for each Variant Price List – Channel combination created.
Created the overall Meal Deal Bookable Product. i.e. A Pie, Pint and Chocolate Meal Deal		Ensure the Bookable Product Type is set as Stock Ensure the Meal Deal Flag is set to Yes Ensure a category for example, Meal Deal, has been entered Ensure the relevant channel check boxes are ticked Ensure the variant (Deal) is listed Enter the price of the meal deal using an active Variant Price List that has been linked to a Channel Price List.
Created the Bookable Products that are to be part of the meal deal. i.e. The food in the meal deal- pie, pint and chocolate		Ensure the Bookable Product Type is set as Stock Ensure a category, for example Meal Deal, has been entered Ensure the relevant channel check boxes are ticked Ensure the Variant (Each) is listed Ensure the price of the product entered is £0.00 and that an active Variant Price List has been linked to a Channel Price List. Tick the Not for Sale flag in the Variant and Pricing section
Created the Bookable Product types- A Bookable Product must be created for each type of product that is included in the meal deal. The type of pies on offer could be steak, chicken or vegetable		Ensure the Bookable Product Type is set as Stock Ensure a category, for example Meal Deal, has been entered Ensure the relevant channel check boxes are ticked Ensure the Variant (Each) is listed If the product can be sold separately ensure the price of the product entered represents the price of the product



	when sold on its own and that an active Variant Price List has been linked to a Channel Price List.
Created the Bookable Product Modifier to link the various Meal Deal options. For example linking the pie, pint and chocolate to the Meal Deal itself.	The Is required field must be set to No The Type field must be selected as Options The Product field should display one of the Bookable Products that were created to be a part of the Meal Deal to link to the Bookable Product Modifier. The Allow Custom option field must be set to No
Created the Option Variants that link the products types that are going to be offered as part of the Meal Deal to the Meal Deal itself. For example the option of a steak, chicken or vegetable pie.	Add the product types that are going to be offered as part of the Meal Deal, for example a steak, chicken and vegetable pie

THE MEAL DEAL IN THE POS

Upon completion of setting up this type of Meal Deal within CRM (Pie, Pint and Chocolate Meal Deal in this example) it will be displayed in the POS. Please note that the Meal Deals in this example are coloured in blue due to the category type of Meal Deal that was selected being made this colour.

To view and purchase this type of Meal Deal complete the following:

- stadiumtest Cash Skim Till Report Open Till LOCK Logout Back Home D1, SH1 Current Booking Find Booking Find Seat Tabs Customer Coupon Cashless Accounts Access Gate Reference No.: epsi (Each) Name Unit Qty Line Each 00 Snickers (Each) 1.00 Kit Kat (Each) 0.50 Twix (Each) 0.50 otdoa (E (Each Discount And Promos Beneficiaries Speed Checkout Add Comment Print Wizard Promotion Close Print Tickets Add Payment
- a) Open up the POS, the food and beverage products that you are selling will be displayed.

b) Select the Meal Deal that you have previously created, in this example that being, Pie, Pint and Chocolate Meal Deal, as is highlighted below.



Carling (Each) 3.00	Carlsberg (Each) 3.00	Guinness (Each) 4.00	Ginger Beer (Each) 1.51	Guava juice (Each) 2.00	Pepsi (Each) 1.26	Randoms (Each) 2.00
Polos (Each) 2.00	Chocolate Bar (Each) 2.00	Kit Kat (Each) 0.50	Snickers (Each) 1.00	Twix (Each) 0.50	Chicken Pie (Each) 2.00	Hotdog (Each) 1.00
Pizza Slice (Each) 4.00	Steak Pie (Each) 2.00	Vegetable Pie (Each) 2.00	A Burger and a Pint of Fosters Meal Deal (Deal)	A pint of Carling with food Meal Deal (Deal) 5.00	Pie, Pint and Chocolate Meal Deal (Deal) 5.00	

- c) Select the Meal Deal that you have previously created, in this example that being, Pie, Pint and Chocolate Meal Deal, as is highlighted below.
- d) A Product Options dialogue will be displayed, from here it will be possible to select the specific types of the products that are part of the Meal Deal from the drop downs.

4	Product Options	- 🗆 ×
Pie, Pint and Chocolate Meal	Deal (Deal)	
Chocolate:	Kit Kat (Each)	~
Pie:	Chicken Pie (Each)	~
Pint:	Carling (Each)	~
Cancel	Total: £5.	OO Add

- e) Upon selecting each drop down to display the correct Meal Deal combination, choose Add.
- f) The Meal Deal will appear in the shopping cart area as is displayed below. Select **Add Payment** to complete the purchase.



Customer							
					ſ		
						Select (Customer
Reference No.:							
Name		Unit	Qty	Line			
Pie, Pint and Chocolate Meal Dea (Deal)	al	£5.00	1	£5.00			
Chocolate: Kit Kat (Each),						x	Reduce
Pie: Chicken Pie (Each), Pint: Carling (Each)							
					ĺ	_	
						Ben	
Discount And Promos							eficiaries
	50						
Discount And Promos Total Price £5.00 Total to pay £5.00	A	dd Commer	nt Pr	rint Wizar	d	Pro	eficiaries
Total Price £5.00	Ac	ld Commer	nt Pr	rint Wizaro	đ	Pro	
Total Price £5.00	Ac	ld Commer Close		rint Wizaro rint Ticket			



4. SETTING UP OPTIONAL EXTRAS TO ADD TO A MEAL DEAL

Upon creating a Meal Deal in CRM it is possible to have optional extras displayed which the operator can add to the Meal Deal for an extra cost. For example a customer may have selected to have the pie, pint and chocolate Meal Deal, with this Meal Deal for an additional cost it may be possible for the operator to select another product for example a slice of pizza or packet of crisps.

To create Optional Extras for a Meal Deal complete the following:

STEP 1. CREATE THE OPTIONAL EXTRA AS A BOOKABLE PRODUCT



Note. This section assumes that Variant Types, a valid Variant Price Lists and Sales Plan/Channel Price List have been created for the Bookable Product.

If the Optional Extra that is to be added to the Meal Deal does not already exist as a Bookable Product, it will need to be created, for example the Pizza Slice or packet of crisps. If a Bookable Product that represent the Optional Extra does already exist, skip to <u>Step 2</u>.

- a) In the CRM Navigation Panel select Product Management followed by Bookable Product.
- b) The Bookable Products list view will be displayed:

File Bookable Products	Vi	ew Charts Add Customize						/		
New Edit Activate		Copy a Link - E-mail a Link - Workflow Dialog	Run Report - Data -	🐼 Đ 🍸 Fi	ilter Advanced Find					
Records		Collaborate Process		Da	ita					
Product Man 🚮 🖳 -		Bookable Products Active B	ookable Produ	ts 🕶				Sea		
💩 Analysis Categories		Name 🔺			Category Co	ode	Ca	pacity		
bookable Products	^	7 Day Membership			Leisure Member M	IEMBER7D				
🏟 Fixtures		Away Coach Fixture Hospitality			Season 2014/15					
Product Calendars Product Sessions		Away Coach Fixture Standard			Season 2014/15					
Reservations		Away Coach Series Hospitality			Season 2014/15					
Sales Plans		Away Coach Series Standard	Away Coach Series Standard			Season 2014/15				
🚡 Series		Away Match			Season 2014/15					
🍓 Variant Price Lists	~	Away Match Series			Season 2014/15					
-		Away Shirt			Away Kit					
Product Management	^	Away Shorts			Away Kit					
Venue Management		Away Socks			Away Kit					
Membership		Away Stand			Season 2012 - 2					
•		Away Ticket Type 1			Season 2012 - 2					
Promotions		Away Ticket Type 2	Season 2012 - 2							
Service		Badge Theme			Replica Kit					
Settings		1 - 113 of 113 (0 selected)								
Resource Center	~		EFGH	I.	JKLM	N O	PQ	R S		

- c) Select **New** on the ribbon (highlighted above).
- d) A blank Bookable Product form will be displayed:



File Bookable Product	Add Customize						Stadium Demo 🖉	5
Save & Ne Save & Close	Copy a Link E-mail a Link Wo	Run Start Rep	ort -					
Save	Collaborate	Process Da	ita					
nformation - General - Channels - Variants & Pricing	Bookable F	roduct					Bookable Products 👻	1
- Bowling	4 General							
- Notes	Name *							
Related	Translated Name							
Common	Description							
Activities Closed Activities	Cross Sell Product Description							
Audit History	Туре	Stock		\sim	Sequence			
Additional Products	Availability				Beneficiary Requirement	Not Required		~
Product Sessions	Is Course	🔵 No 🔵 Yes	2		Capacity			
🍓 Product Variants 🍓 Resource Types	Ask Booking Questions	● No ○ Yes	5		Report Category			
Promotions	Is Single Booking	● No ○ Yes	5		Code			
Stock Transactions	Status	Active						

e) Complete the following details:

General:

- **Name.** Enter a name for the product. The name will be visible to operator and should therefore reflect the nature of the product. For example, a slice of Pizza or packet of sweets such as Randoms.
- Translated Name. Used for translated implementations.
- **Description.** Enter a description of the product.
- **Type.** Use the drop-down list to select the type of product. In this instance select **Stock** from the list of available values.
- **Sequence.** If applicable, enter a sequence number for the product. The sequence number is used to determine the order in which products are displayed in the POS and Web channels.
- **Beneficiary Requirement.** Use the drop-down list to select if a customer's name is required when the product is purchased. For stock products this option should be set to **Not Required**.
- **Report Category.** Can be used for reporting purposes to categorise the products sold through Green 4 F&B.
- **Code.** Can be used to enter the barcode for products sold through the Green 4 F&B POS.
- Is Anonymous. Select Yes if the purchaser is not required to provide a name when buying the product. The channel must be set up to anonymous purchases also.
- **Available Offline.** Select **Yes** if the bookable product is to be available for purchase through the offline POS. This option cannot be used for products that require capacity to be monitored.

Referring Entities:

- **Category.** Use the Look Up Records dialog to select the product category. The category is used to group products, for example Meal Deals, alcoholic drinks, soft drinks etc.
- **Product Calendar.** Select the default product calendar.

Membership:



• Is Membership. Select No.

Delivery Options:

- Print At Home. Select No for F&B products.
- Requires Delivery. Select No for F&B products.



Note. All other fields in the Bookable Product form that have not been described above do not need to be completed/changed.

- f) Once the details are complete select **Save** on the ribbon.
- j) Next, it is necessary to indicate which channels the product can be bought via. To set the *Channels* carry out the following:
 - Select Channels in the Form Navigation area.
 - The channels that have been set up during the configuration on your system will be listed. Select the checkbox alongside each channel through which the product will be sold, for example Kiosk.
 - Select **Save** on the ribbon.
- k) Next, it is necessary to identify the Product Variants and Prices:
 - Select Variants & Pricing in the Form Navigation area.
 - To select a variant, in the drop-down list on the left hand side (highlighted below), select the appropriate option. All of the variants available in your system will be listed. If you have categorised the variants they will displayed in the relevant categories. For a optional extra that can be added to the Meal Deal, use the Variant type of 'Each.'
 - Select the green cross alongside the variant name to add.

File Bookable Product Add	Customize
Save & New Save & New Save & Close Save & Close	Sharing → Image: Copy a Link Image: Copy a Lin
Save	Collaborate Process Data
Information - General - Channels - Variants & Pricing - Bowling Notes	Bookable Product test
Related	Not for Sale
Common Activities Closed Activities Audit History Additional Products	Variant

• If the product can also be sold separately you must enter price information for the individual price of the product on its own, select the relevant price list from the drop down at the top of the Variants & Pricing section (highlighted below).

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Bookable Product Pizza Slice						Bookable Products	• 1	•
Variants & Pricing								^
				f+b	~	 ~		
	Code	Not for Sale	Mandatory Variant	Peak Price	Off Peak Price			
Pizza Slice (Each)				3.00	3.00			
	\checkmark							

- Enter the price of the product, being the same in both the Peak and Off Peak Price field.
- Select Save and Close on the ribbon. Repeat the above process for each Optional Extra that is to be added to the Meal Deal.

STEP 2. LINKING THE OPTIONAL EXTRA TO THE MEAL DEAL AS A BOOKABLE PRODUCT MODIFIER

Next it is essential to link the Optional Extra Bookable Product created in the last step or that may already exist, to the Meal Deal Bookable Product itself using a Bookable Product Modifier. In the example being used this is where the Pizza Slice or crisps is linked to the Pie, Pint and Chocolate Meal Deal.

- a) In the navigation bar select Product Management before choosing Bookable Products.
- b) A list of Active Bookable Products will be displayed. Find the Meal Deal which the Optional Extras are to be added to and open it. In this example that being the Pie, Pint and Chocolate Meal Deal.
- c) In the opened Meal Deals Bookable Product Form, select **Bookable Product Modifiers** in the navigation bar as is highlighted below.

Save & New Save & Close Save	Sharing - Copy a Link E-mail a Link Wo Collaborate	Run orkflow Process	Run Report - Data	
Information General Channels	Bookable Pie, Pin		colate Meal Deal	
- Variants & Pricing - Bowling	4 General			
Conflicts Tab	Name *	Pie, Pint and	Chocolate Meal Deal	
Related	Description			
👌 Child Cross Sell Pro	Cross Sell Product Description			
🍒 Payment Methods	Туре	Stock	~	Sequence
Product variant loca Product Groups	Availability			Beneficiary Not Re Requirement
Giffers	Is Course	O No () Yes	Capacity
Bookable Product Processes	Ask Booking Questions	• No () Yes	Report Category
G Workflows	Is Single Booking	• No) Yes	Code
📰 Dialog Sessions 💙	Status	Activo		

d) Any currently active Bookable Product Modifiers will be displayed. Select Add Existing Bookable Product Modifier in the ribbon.



Add Existing Bookable Product Modifier Records	Edit	<i>2</i>	Assign Book Mod	able Product	Filter	View	Set As Default View	Chart Pane 🗸	Run Workflow Proce	-
Information – General – Channels – Variants & Pricing		I∰ F	Bookable Product Pie, Pint and C Dokable Product I				uct Madifian	Accocia	tod View	
- Bowling - Notes - Conflicts Tab		Nar	me 🔺	viodiners bo	OKADIE	riout	Created On	2014 17:0		
Related		Pie Pint	t					2014 15:4 2014 16:5		
 Child Cross Sell Pro Bookable Product Payment Methods Product variant loca Product Groups Offers Bookable Product 	^		3 (0 selected)							

e) A Look Up Records dialogue will appear. Select New.

Ø	Look Up Record	ls Web	page Dialogue	×
🙆 http://gr	een4test. cloudapp.net :5555/StadiumDemo/_control:	s/lookup/le	ookupinfo.aspx?LookupStyle=n	nulti&browse=0&objecttypes=102
Select the	Records type of record you want to find and enter you using the View options. Repeat this process			and view different columns
View:	Bookable Product Modifier Bookable Product Modifier Lookup View	>	Show Only My Reco	ords
Search:	crisps	×		
Nam	e		Created On	0
0 - 0 of 0	(0 selected)			M ≪ Page 1 ▶
Selected r				in a ruge i r
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Propert	ies <u>N</u> ew			
				OK <u>C</u> ancel

- f) A new Bookable Product Modifier form will be displayed. From here it is possible to either create a Bookable Product Modifier type of String or Bool.
 - **String.** Select the type **String** if the Optional Extra has a number of types you can select from. For example this could be used if the Optional Extra is a Pizza Slice, as there may be different types of Pizzas that can be selected such as BBQ, Margherita or Meat Feast.

Additionally **String** will need to be selected if there is an option to customise the Optional Extra. For example the operator will be able to enter themselves the type of Pizza that the customer is having as a blank custom option field can be displayed.

• **Bool.** Select the type **Bool** if the Optional Extra does not have differing types and is either selected by a single button to add it as an Optional Extra to the Meal Deal in the POS or is left unselected to not be added. For example this could be used if the Optional Extra is a single specific packet of crisps or sweets.



File Bookable Product Modifie	r Add Customize				Stadium	Demo 🛆
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📰 Dialog Sessions	expression					<u> </u>

Creating an Optional Extra Bookable Product Modifier Type- String

A Bookable Product Modifier type of String is used if the Optional Extra has a number of types you can select from. For example this could be used if the Optional Extra is a Pizza Slice, as there may be different types of Pizzas that can be selected such as BBQ, Margherita or Meat Feast.

- a) Enter the following into the Bookable Product Modifier form:
 - Name. Enter a name of the Bookable Product Modifier. In this example Pizza Slice
 - Is required. Select No.
 - Type. Select the type String.
 - **Product.** Use the Look Up to find the Optional Extra Bookable Product. This would be the Bookable Product that was created in <u>Step 1</u> or if not already exists in the system. In this example that being a Pizza Slice
 - Default Value. If applicable, enter the Value that will be displayed in the POS before any other option.
 - **Modifier options**. Enter the differing types of the Optional Extra that are available, these must be entered and separated with a pipe (|) character. For example for a Pizza slice where different types of pizza can be selected, each type of pizza would need to be entered here with a pipe (|) separating each name: Meat Feast|BBQ|Margherita
 - Allow custom option. Select No.
 - Validation expression. This field can be left blank.
 - **Owner.** This field will already be completed.



File Bookable Product Modifier	Add Customize							StadiumTest 🚕
Save Save & Close X Delete	Connect Assign	aaring 🗸 opy a Link mail a Link	Run Workflow	Run Report -				
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– General	Pizza Slic							
L Notes		-						
	4 General							
Related							-	
4 Common	Name *	Pizza Slice				Owner*	CRM2011 Administrator	
Activities	ls required	No	Yes					
Closed Activities			<u> </u>		-			
Sonnections	Type*	String			~			
Audit History	product *	Pizza S	lice		4			
à Booking product mod	Default Value							
💩 Bookable Products	Modifier options	RROMarch	erita Meat Feast					
🂩 Option Variants								
▲ Processes	Allow custom option	No	Yes					
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Dialog Sessions	expression							

- b) Select **Save and Close** in the ribbon.
- c) This will return you to the Look Up Records dialogue. Select **OK**. The Bookable Product Modifier will have been added. Repeat the instructions for any other Bookable Product Modifiers optional Extras that are of the type String.
- d) In the POS upon selecting a Meal Deal that has had Optional Extras added to it which were created with a Bookable Product Modifier type of String, as is described above, the POS will display the Optional Extra with a drop down menu to show the differing types of the product. This can be seen in the example below.

8	Product Options – 🗖	×
Pie, Pint and Chocolate Meal Dea	al (Deal)	
Chocolate:	Kit Kat (Each)	
Pie:	Chicken Pie (Each)	
Pint:	Carling (Each)	
Optional extras		
Pizza Slice (+£3.00):	~	
Cancel	BBQ	F
	Margherita	
	Meat Feast	

The appropriate type of the product can then be selected before confirming all of the contents of the Meal Deal and Optional Extras. Select **Add** to add the Meal Deal and any Optional extras to the shopping cart where it can then be paid for in the normal way. The additional cost of any selected Optional Extras will be added on top of the cost of the Meal Deal.

Creating an Optional Extra Bookable Product Modifier Type- String- Custom Option

A Bookable Product Modifier type of String can also be used if the Optional Extra can be customised for the operator to enter their own description into a field. For example the operator will be able to enter themselves the type of Pizza that the customer is having if it is not displayed in the drop down list.

- a) Enter the following into the Bookable Product Modifier form:
 - Name. Enter a name of the Bookable Product Modifier. In this example Pizza Slice

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- Is required. Select No.
- Type. Select the type String.
- **Product.** Use the Look Up to find the Optional Extra Bookable Product. This would be the Bookable Product that was created in <u>Step 1</u> or if not, already exists in the system. In this example that being a Pizza Slice.
- Default Value. If applicable, enter the Value that will be displayed in the POS before any other option.
- Modifier options. Enter the differing types of the Optional Extra that are available, these must be entered and separated with a pipe (|) character. For example for a Pizza slice where different types of pizza can be selected, each type of pizza would need to be entered here with a pipe (|) separating each name: Meat Feast|BBQ|Margherita.

It is also possible to leave this field uncompleted which will leave a blank field in the POS available so that an operator can enter the product into it themselves.

- Allow custom option. Select Yes.
- Validation expression. This field can be left blank.
- **Owner.** This field will already be completed.
- b) Select Save and Close in the ribbon.
- c) This will return you to the Look Up Records dialogue. Select **OK**. The Bookable Product Modifier will have been added. Repeat the instructions for any other Bookable Product Modifiers optional Extras that are of the type String and allow a Custom Option.
- d) In the POS upon selecting a Meal Deal that has had Optional Extras added to it which were created with a Bookable Product Modifier type of String and the allow a Custom Option flag set to Yes, as is described above, the POS will display the Optional Extra with a Custom Option field, where the operator can enter text into. This can be seen in the example below.

6	Product Options -	
Pie, Pint and Chocolate Meal Dea	l (Deal)	
Chocolate:	Kit Kat (Each)	÷
Pie:	Chicken Pie (Each)	~
Pint:	Carling (Each)	>
Optional extras		
Pizza Slice (+£3.00):	[Custom option]	÷
Custom option:		
Cancel	Total: £5.00	Add

If necessary Text can then be added before confirming all of the contents of the Meal Deal and Optional Extras. Select **Add** to add the Meal Deal and any Optional extras to the shopping cart where it can then be paid for in the normal way. The additional cost the Optional Extra will be added on top of the cost of the Meal Deal.



Creating an Optional Extra Bookable Product Modifier Type- Bool

A Bookable Product Modifier type of Bool is used if the Optional Extra does not have differing types and is either selected by a single button to add it as an Optional Extra to the Meal Deal in the POS or is left unselected to not be added. For example this could be used if the Optional Extra is a single specific packet of crisps or sweets.

- a) Enter the following into the Bookable Product Modifier form.
 - Name. Enter a name of the Bookable Product Modifier, for example Crisps
 - Is required. Select No.
 - Type. Select the type Bool.
 - **Product.** Use the Look Up to find the Optional Extra Bookable Product. This would be the Bookable Product that was created in <u>Step 1</u> or if not already exists in the system. In this example that being Crisps.
 - Default Value. This field can be left blank.
 - Modifier options. This field can be left blank.
 - Allow custom option. Select No.
 - Validation expression. This field can be left blank.
 - **Owner.** This field will already be completed.

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Related	4 General							^
₄ Common	Name *	Crisps				Owner*	CRM2011 Administrator	Q
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	Allow custom option	n 💿 No 🔵 Yes						
🚱 Workflows	Validation							
📰 Dialog Sessions	expression							

- b) Select Save and Close in the ribbon.
- c) This will return you to the Look Up Records dialogue. Select **OK**. The Bookable Product Modifier will have been added. Repeat the instructions for any other Bookable Product Modifiers optional Extras that are of the type Bool.
- d) In the POS upon selecting a Meal Deal that has had Optional Extras added to it which were created with a Bookable Product Modifier type of Bool, as is described above, the POS will display the Optional Extra with a button. This shown in the example below.



8	Product Options	- 🗆 ×
Pie, Pint and Chocola	ate Meal Deal (Deal)	
Chocolate:	Kit Kat (Each)	ÿ
Pie:	Chicken Pie (Each)	~
Pint:	Carling (Each)	Ý
Optional extras Crisps (+£1.00):	Selected	
Cancel	Total: £6.00	O Add

If the Optional extra is to be added to the Meal Deal, the button which can be selected will turn orange and the wording will change from **Not Selected** to **Selected**. Select **Add** to add the Meal Deal and the Optional Extras to the shopping cart where it can then be paid for in the normal way. The additional cost of any selected Optional Extras will be added on top of the cost of the Meal Deal.



OVERVIEW

Task	Completed?	Comments
Created Variant Types		Create the type of Bookable Product you can purchase. For example an Optional Extra may have a variant types of Each
Created Variant Price Lists		Prices are defined using Variant Price Lists in the Bookable Product form and is linked to the Channel Price List
Created a Channel Price List		The channel price list should be linked to the default sales plan The channel price list should link the channels to the variant price list on which prices have been entered. Ensure the channel price list dates are valid. A channel price list will need to be created for each Variant Price List – Channel combination created.
Created the Optional Extra as a Bookable Product		Ensure the Bookable Product Type is set as Stock Ensure a category for example, has been entered Ensure the relevant channel check boxes are ticked Ensure the variant is listed, usually 'Each' with Optional Extras. Enter the price of the Optional Extra using an active Variant Price List that has been linked to a Channel Price List.
Linked the Optional Extra to the Meal Deal as a Bookable Product Modifier		Ensure the Meal Deal Bookable Product has a Bookable Product Modifier Create a Bookable Product Modifier type of either String or Bool
If creating a Bookable Product Modifier type of String		Ensure Is Required is set to No Ensure the type selected is String Ensure the appropriate Product has been selected Ensure the Modifier Options have been completed, separated with a Pipe () Ensure Allow Custom Option is set to No
If creating a Bookable Product type of String- Custom Option		Ensure Is Required is set to No Ensure the type selected is String Ensure the appropriate Product has been selected Ensure Allow Custom Option is set to Yes



If creating a Bookable Product type of Bool

Ensure Is Required is set to No Ensure the type selected is Bool Ensure the appropriate Product has been selected Ensure Allow Custom Option is set to No

5. MEAL DEAL REPORTS

A Meal Deal Report is available and can be generated to display what Meal Deals have been sold and the Meal Deal choices that have been selected. Any optional extras that have been added to the Meal Deal are also shown in the report.

To generate the report complete the following in CRM:

- a) In CRM, select Workplace in the navigation area before choosing Reports.
- b) Find the **Meal Deal** report and double click on it for the Report Viewer screen to open.
- c) Select the **Run Report** button.
- d) The Meal Deal report will be generated. The example below demonstrates the layout of a Meal Deal report. Please note that there are 2 pages of the report with the second page displaying more detailed information:

ays 30				
ays 30				
hoices	Number	Meal Deal Price	Meal Deal Extras	Total Price
	1	£5.00		£5.00
	1	£5.00		£5.00
ach)	1			
	0			
	1	£8.00	£1.00	£9.00
	1	£6.00	£3.00	£9.00
(Each)	1			
h)	1			
h)	1			
	2	£14.00	£4.00	£18.00
	3	£19.00	£4.00	£23.00
		2	2 £14.00	2 £14.00 £4.00



4 2	of 3 ? 🕨	>	0% 🗸	Find Next 🔍 🔹 🛞			
Veal Deal							
Bookings: Modified Or	n: Last X Days	30					
Created On	Reference	Meal Deal	Variant	Meal Deal Choices	Meal Deal Price	Meal Deal Extras	Total Pric
14/01/2015	1031750	3. Pie, Pint &		Crisps: Yes	£8.00	£1.00	£9.
14:41:33	Jenny Murphy	Chocolate Meal Meal Deal (Deal) Deal		BBQ.	£6.00	£3.00	£9.
	sening marping	Dear		Chicken Pie (Each)			
			Carling (Each)				
				Kit Kat (Each)			
				Total	£14.00	£4.00	£18.
			Total		£14.00	£4.00	£18.
		Total			£14.00	£4.00	£18.
	1031764	2. Carling with	A pint of Carling with	Steak pie (Each)			
12:21:06	Customer Reference: 18	food Meal Deal	food Meal Deal (Deal)	Total			
	Joseph Walker		Total				
		Total					
	1031765	1. Burger &	A Burger and a Pint of	None	£5.00		£5.
12:21:58	Customer Reference: 18	Fosters Meal Deal	Fosters Meal Deal (Deal)	Total	£5.00		£5.
	Joseph Walker		Total		£5.00		£5.
		Total			£5.00		£5.