

# Budget Module

# Materials Control

## Setup



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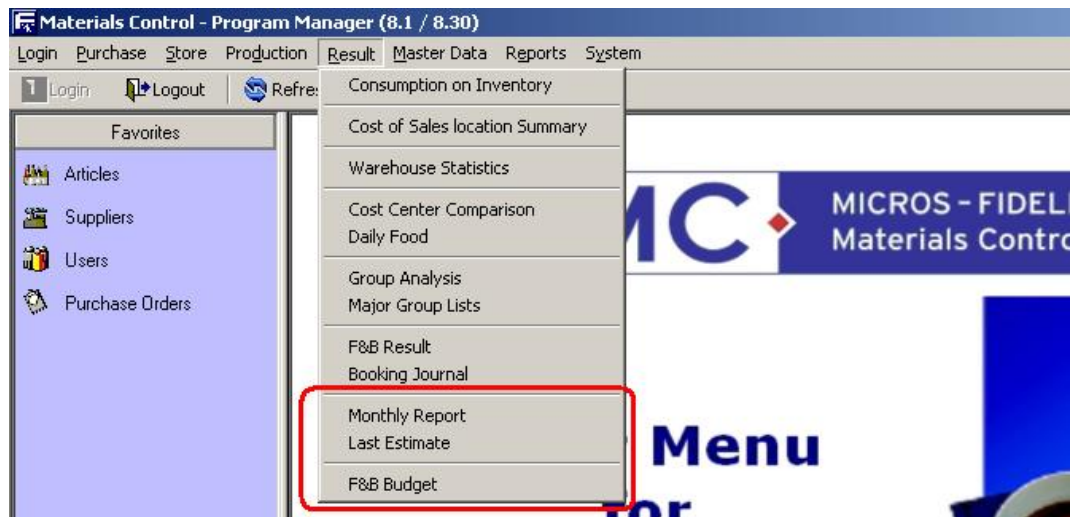
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## **Budgeting:**

This module allows to compare actual revenue and consumption values with predefined "Budget" values.

In the result section you can find three new functions:



### **Monthly Report:**

Comparing actual month with budget figures in values and percentages

### **Last Estimate:**

Reading actual values per selected period (month) and comparison to total year's budget figures

### **F&B Budget:**

Function to import budget figures from Excel template into MC

The following detailed explanation will begin with the import function "F&B Budget" and explain the result reports afterwards.

## **F&B BUDGET:**

To import the customers budget figures the excel template must be prepared and filled.

This template can be found in the installation directory in the subdir \templates\.

The name of the file is:

**F&B Budget Template.XLS**

Before editing this file take a look at the file **F&B Budget Sample.XLS**:

|    | A | B  | C                      | D          | E         | F         | G         | H         | I         | J         | K         | L         | M         | N         |
|----|---|----|------------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|    | T | ID | Major Group            | Total      | 1         | 2         | 3         | 4         | 5         | 6         | 7         | 8         | 9         | 10        |
| 2  | 1 | 35 | Bakery                 | 12,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  |
| 3  | 1 | 39 | Beer                   | 18,000.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  | 1,500.00  |
| 4  | 1 | 50 | Convenience            | 20,000.00  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  |
| 5  | 1 | 44 | Dairy                  | 12,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  | 1,000.00  |
| 6  | 1 | 47 | Dry Goods              | 16,000.00  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  | 1,333.33  |
| 7  | 1 | 52 | Empties                | 1,000.00   | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     |
| 8  | 1 | 49 | Fish                   | 40,000.00  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  |
| 9  | 1 | 42 | Fruits & Vegetables    | 20,000.00  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  | 1,666.67  |
| 10 | 1 | 45 | Hot Drinks             | 8,000.00   | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    |
| 11 | 1 | 43 | Ice Cream              | 8,000.00   | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    | 666.67    |
| 12 | 1 | 36 | Meat                   | 40,000.00  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  |
| 13 | 1 | 57 | Newspapers & Magazines | 2,000.00   | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    | 166.67    |
| 14 | 1 | 51 | Non Food               | 10,000.00  | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    |
| 15 | 1 | 48 | Noodles etc.           | 1,000.00   | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     | 83.33     |
| 16 | 1 | 46 | Oil & Fat etc.         | 3,000.00   | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    |
| 17 | 1 | 41 | Softdrinks             | 28,000.00  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  | 2,333.33  |
| 18 | 1 | 40 | Spirits                | 40,000.00  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  | 3,333.33  |
| 19 | 1 | 56 | Tobacco                | 3,000.00   | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    | 250.00    |
| 20 | 1 | 38 | Wine / Sparkling       | 120,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 | 10,000.00 |
| 21 | 2 | 37 | Engineering            | 200,000.00 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 | 16,666.67 |
| 22 | 2 | 61 | Extra Charges          | 10,000.00  | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    |
| 23 | 2 | 62 | Freight                | 5,000.00   | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    | 416.67    |
| 24 | 2 | 58 | PC / Hardware          | 250,000.00 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 | 20,833.33 |
| 25 | 2 | 59 | Software               | 10,000.00  | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    | 833.33    |

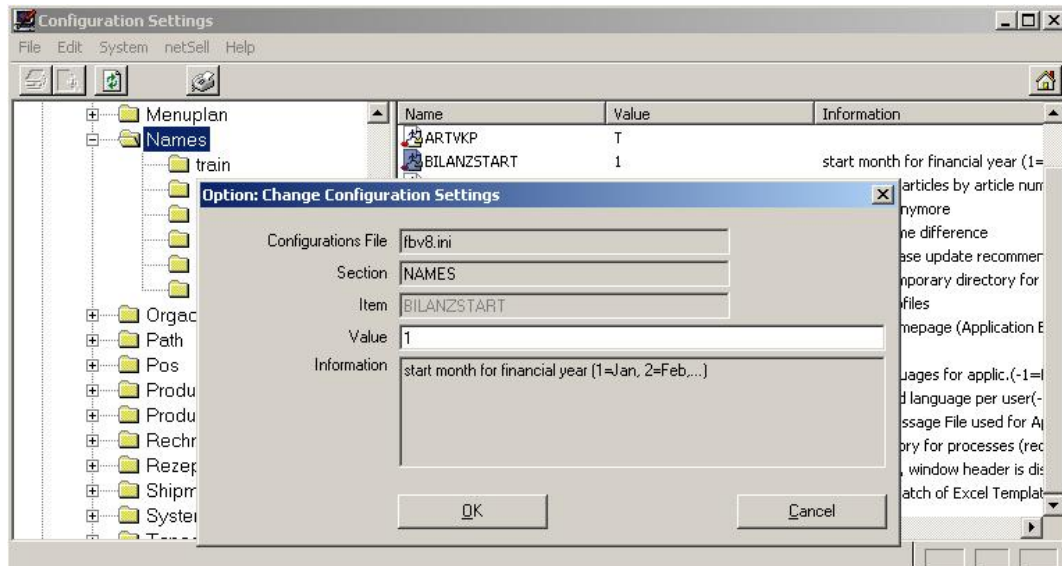
Explanation of the columns:

- A: **T**  
Type of record: 0 = Revenue related, 1 = COS related, 2 = Expense related
- B: **ID**  
Internal ID of the major group retrieved from table SPARTE.SPA\_ID
- C: **Major Group**  
Name of the major group retrieved from the table SPARTE.SPA\_NAME
- D: **Total**  
Total budget value for entire year (value entered here will be divided by 12 and filled into the following columns)
- E: **1**  
Budget for this record for the 1<sup>st</sup> month of the fiscal year
- F: **2**  
Budget for this record for the 2<sup>nd</sup> month of the fiscal year
- G: **3**  
Budget for this record for the 3<sup>rd</sup> month of the fiscal year
- H: **4**  
Budget for this record for the 4<sup>th</sup> month of the fiscal year
- I: **5**  
Budget for this record for the 5<sup>th</sup> month of the fiscal year
- J: **6**  
Budget for this record for the 6<sup>th</sup> month of the fiscal year
- K: **7**  
Budget for this record for the 7<sup>th</sup> month of the fiscal year
- L: **8**  
Budget for this record for the 8<sup>th</sup> month of the fiscal year
- M: **9**  
Budget for this record for the 9<sup>th</sup> month of the fiscal year
- N: **10**  
Budget for this record for the 10<sup>th</sup> month of the fiscal year
- O: **11**  
Budget for this record for the 11<sup>th</sup> month of the fiscal year
- P: **12**  
Budget for this record for the 12<sup>th</sup> month of the fiscal year

## FISCAL YEAR:

The fiscal year can be defined at:

System > Configuration > FBV8.INI > Names > BILANZSTART



Enter here the calendar month number to define the start month for the customers fiscal year (e.g. 1 = January, 2 = February, 3 = March, etc.)

## F&B BUDGET TEMPLATE.XLS

Now the template for the budget import can be prepared and filled. Copy the template from the installation directory to another location on the PC. The template in the installation directory will be overwritten with every update!

Open the file F&B Budget Template.xls:

|    | A | B | C                             | D            | E        | F        | G        | H        | I        | J        | K        | L        | M        | N         |
|----|---|---|-------------------------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
|    | 1 | 2 | 3                             | 4            | 5        | 6        | 7        | 8        | 9        | 10       | 11       | 12       | 13       | 14        |
| 1  |   |   | <b>Major Group</b>            | <b>Total</b> | <b>1</b> | <b>2</b> | <b>3</b> | <b>4</b> | <b>5</b> | <b>6</b> | <b>7</b> | <b>8</b> | <b>9</b> | <b>10</b> |
| 2  | 0 |   | Type 0 = Revenue Major Groups | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 3  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 4  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 5  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 6  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 7  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 8  | 0 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 9  | 1 |   | Type 1 = COS Major Groups     | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 10 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 11 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 12 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 13 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 14 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 15 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 16 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 17 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 18 | 1 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 19 | 2 |   | Type 2 = Expenses             | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 20 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 21 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 22 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 23 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 24 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |
| 25 | 2 |   |                               | 0,00         | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00      |

In order to enter the budget per major group, these must be inserted into the sheet. The budget will be entered for the three different types of major groups:

- 0 = Groups with budgeted revenue
- 1 = Groups with budgeted COS
- 2 = budgeted Expense groups

### Groups with budgeted revenue & Groups with budgeted COS

The two following cases are possible here:

#### Case 1)

Stock Major Groups and POS Major Groups were created separately (see sample screenshot for "Monthly Report" below).

Case 2) Only one set of major groups is used for Stock Items and Sales Items (e.g. MC's Major Group "Food" is assigned to POS's Major Group "Food").

#### Ad Case 1)

Connect with SQLTALK to your database and run the following script:

**Select spa\_id, spa\_name from sparte where spa\_typ = 1 and spa\_kasse > 0 order by spa\_name;**

This will list your major groups created in MC and assigned to POS. These are the groups for the revenue budget.

The groups have to be entered into F&B Budget Template.xls.



Column A (**T**) must be filled with 0, column B (**ID**) must be filled with the value of `spa_id` for the major group, column C (**Major Group**) must be filled with the major group name from `spa_name`.

Then run the following script:

```
Select spa_id, spa_name from sparte where spa_typ = 1 and spa_kasse is NULL order by spa_name;
```

This will list your major groups created in MC and **not** assigned to POS. These are the groups for the COS / Purchase budget.

The groups have to be entered into F&B Budget Template.xls.

Column A (**T**) must be filled with 1, column B (**ID**) must be filled with the value of `spa_id` for the major group, column C (**Major Group**) must be filled with the major group name from `spa_name`.

Then run the following script:

```
select spa_id, spa_name from sparte where spa_typ = 0 order by spa_dbkl, spa_name;
```

This will list your major groups created in MC and defined as Expenses.

The groups have to be entered into F&B Budget Template.xls.

Column A (**T**) must be filled with 2, column B (**ID**) must be filled with the value of `spa_id` for the major group, column C (**Major Group**) must be filled with the major group name from `spa_name`.

Ad Case 2)

Connect with SQLTALK to your database and run the following script:

```
Select spa_id, spa_name from sparte where spa_typ = 1 order by spa_name;
```

This will list all major groups created in MC not defined as Expenses. These are the groups for the revenue budget now.

The groups have to be entered into F&B Budget Template.xls.

Column A (**T**) must be filled with 0, column B (**ID**) must be filled with the value of `spa_id` for the major group, column C (**Major Group**) must be filled with the major group name from `spa_name`.

Enter the same records again below the first set, but fill Column A (**T**) with 0

These are the groups for the COS / Purchase budget now.

Then run the following script:

```
select spa_id, spa_name from sparte where spa_typ = 0 order by spa_dbkl, spa_name;
```

This will list your major groups created in MC and defined as Expenses.

The groups have to be entered into F&B Budget Template.xls.

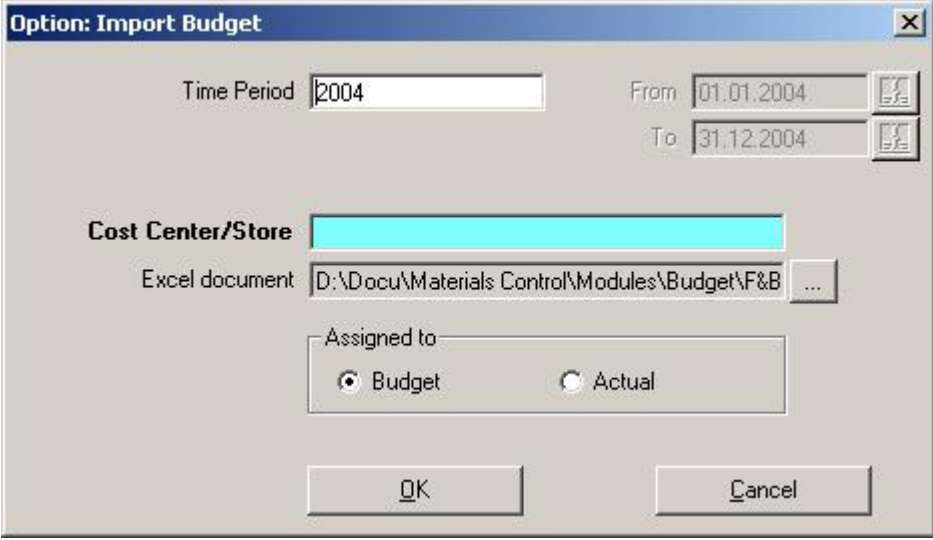
Column A (**T**) must be filled with 2, column B (**ID**) must be filled with the value of `spa_id` for the major group, column C (**Major Group**) must be filled with the major group name from `spa_name`.

Save the Excel sheet and close it.

Open MC and goto Results > F&B Budget:

The module opens up and shows the options dialog:

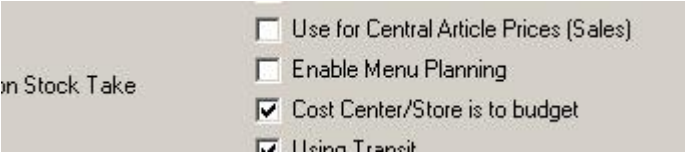




The dialog box titled "Option: Import Budget" contains the following fields and controls:


- Time Period:** A text box containing "2004".
- From:** A date field showing "01.01.2004" with a calendar icon.
- To:** A date field showing "31.12.2004" with a calendar icon.
- Cost Center/Store:** A text box with a light blue background.
- Excel document:** A text box containing the path "D:\Docu\Materials Control\Modules\Budget\F&B" followed by a browse button "...".
- Assigned to:** Two radio buttons, "Budget" (which is selected) and "Actual".
- Buttons:** "OK" and "Cancel" buttons at the bottom.


Enter the year for the budget you want to import.  
Select the Cost Center / Store. Please note that only those stores will be displayed which have the flag "Cost Center/Store is to budget" active.



A list of checkboxes with the following labels:

- ☐ Use for Central Article Prices (Sales)
- ☐ Enable Menu Planning
- ☒ Cost Center/Store is to budget
- ☒ Using Transit

Click on  to browse to the Excel sheet and select it.

Mark the radio button "Assigned to Budget" and click on OK. The system will now import the figures from the Excel sheet into the database. After this is done, please click on  to save the data. Close the module.

Goto System > Data Administration > Refresh Result:

Enter the year you have imported the budget for and click on the button “Result”

the system will now recalculate the figures necessary for the budget.

Close the screen to exit the function.

Now the budget figures are available in the two following reports.

## MONTHLY REPORT:

Goto Results > Monthly Report:

Select the month you want to evaluate and use the TAB key to jump into the date fields.  
The system will now adjust the displayed dates there.  
Select the cost center you want to evaluate and click on OK.

| Major Group            | Actual    | %      | Budget    | %     | Dev       | Dev. %    | Last Year  | %      | Dev        | Dev. %   | Actual (+) | %      | Budget (+) | %     | Dev       | Dev. %    |
|------------------------|-----------|--------|-----------|-------|-----------|-----------|------------|--------|------------|----------|------------|--------|------------|-------|-----------|-----------|
| PDS-Beer               | 397.20    | 2.07%  | 1.000.00  | 9.09% | -602.80   | -60.28%   | 1.214.17   | 1.16%  | -816.97    | -67.29%  | 818.04     | 1.66%  | 3.000.00   | 9.09% | -2.181.96 | -72.73%   |
| PDS-C&E Equipm. Rental | 262.25    | 1.37%  | 1.000.00  | 9.09% | -737.75   | -73.78%   | 683.00     | 0.65%  | -420.75    | -61.60%  | 575.33     | 1.17%  | 3.000.00   | 9.09% | -2.424.67 | -80.82%   |
| PDS-Cigars             | 0.00      | 0.00%  | 1.000.00  | 9.09% | -1.000.00 | -100.00%  | 19.92      | 0.02%  | -19.92     | -100.00% | 0.00       | 0.00%  | 3.000.00   | 9.09% | -3.000.00 | -100.00%  |
| PDS-Food               | 15.117.90 | 78.90% | 1.000.00  | 9.09% | 14.117.90 | 1.411.79% | 73.877.35  | 70.80% | -58.759.45 | -79.54%  | 38.372.53  | 77.80% | 3.000.00   | 9.09% | 35.372.53 | 1.179.08% |
| PDS-Modifiers          | 163.00    | 0.85%  | 1.000.00  | 9.09% | -837.00   | -83.70%   | 40.21      | 0.04%  | 122.79     | 305.37%  | 669.54     | 1.36%  | 3.000.00   | 9.09% | -2.330.46 | -77.68%   |
| PDS-NA Beverage        | 1.422.80  | 7.43%  | 1.000.00  | 9.09% | 422.80    | 42.28%    | 5.193.16   | 4.98%  | -3.770.36  | -72.60%  | 3.895.72   | 7.90%  | 3.000.00   | 9.09% | 895.72    | 29.86%    |
| PDS-Retail             | 15.00     | 0.08%  | 1.000.00  | 9.09% | -985.00   | -98.50%   | 317.54     | 0.30%  | -302.54    | -95.28%  | 192.19     | 0.39%  | 3.000.00   | 9.09% | -2.807.81 | -93.59%   |
| PDS-Roomrental         | 955.00    | 4.98%  | 1.000.00  | 9.09% | -45.00    | -4.50%    | 1.224.35   | 1.17%  | -269.35    | -22.00%  | 2.564.59   | 5.20%  | 3.000.00   | 9.09% | -435.41   | -14.51%   |
| PDS-Services           | 0.00      | 0.00%  | 1.000.00  | 9.09% | -1.000.00 | -100.00%  | 78.27      | 0.08%  | -78.27     | -100.00% | 0.00       | 0.00%  | 3.000.00   | 9.09% | -3.000.00 | -100.00%  |
| PDS-Spirits            | 114.05    | 0.60%  | 1.000.00  | 9.09% | -885.95   | -88.60%   | 2.554.29   | 2.45%  | -2.440.24  | -95.53%  | 798.75     | 1.62%  | 3.000.00   | 9.09% | -2.201.25 | -73.38%   |
| PDS-Treatments         | 0.00      | 0.00%  | 1.000.00  | 9.09% | -1.000.00 | -100.00%  | 11.883.62  | 11.39% | -11.883.62 | -100.00% | 0.00       | 0.00%  | 3.000.00   | 9.09% | -3.000.00 | -100.00%  |
| PDS-Wine               | 714.60    | 3.73%  | 0.00      | 0.00% | 714.60    |           | 7.254.18   | 6.95%  | -6.539.58  | -90.15%  | 1.437.47   | 2.91%  | 0.00       | 0.00% | 1.437.47  |           |
| Gross Revenue          | 19.161.80 |        | 11.000.00 |       | 8.161.80  | 74.20%    | 104.340.06 |        | -85.178.26 | -81.64%  | 49.324.16  |        | 33.000.00  |       | 16.324.16 | 49.47%    |
| - VAT                  | 0.00      |        | 1.677.97  |       | -1.677.97 | -100.00%  | 0.00       |        | 0.00       |          | 680.71     |        | 5.033.90   |       | -4.353.19 | -86.48%   |
| Net Revenue            | 19.161.80 |        | 9.322.03  |       | 9.839.77  | 105.55%   | 104.340.06 |        | -85.178.26 | -81.64%  | 48.643.45  |        | 27.966.10  |       | 20.677.35 | 73.94%    |
| - Bev. TAX             | 0.00      |        | 0.00      |       | 0.00      |           | 0.00       |        | 0.00       |          | 0.00       |        | 0.00       |       | 0.00      |           |
| 10 Meat                | 0.00      |        | 1.000.00  |       | -1.000.00 | -100.00%  | 4.603.14   |        | -4.603.14  | -100.00% | 0.00       |        | 3.000.00   |       | -3.000.00 | -100.00%  |
| 11 Fish                | 0.00      |        | 1.500.00  |       | -1.500.00 | -100.00%  | 2.146.84   |        | -2.146.84  | -100.00% | 0.00       |        | 4.500.00   |       | -4.500.00 | -100.00%  |
| 12 Fruits & Vegetables | 6.95      |        | 1.666.67  |       | -1.659.72 | -99.58%   | 4.784.92   |        | -4.777.97  | -99.85%  | 14.72      |        | 5.000.01   |       | -4.985.29 | -99.71%   |

This report compares ....  
monthly actual vs. budget values  
monthly actual vs. last year actual  
accumulated YTD vs. budget YTD

Column Explanation:

Actual:

Actual value for this group

%:

Percentage of the total value for all groups of this type

Budget:

Entered budget value for this group

%:

Percentage of the total budget for all groups of this type

|                |   |
|----------------|---|
| Dev:           | Deviation between Actual and Budget in value                                      |
| Dev%:          | Deviation between Actual and Budget as percentage                                 |
| Last Year:     | Actual value last year for this group   |
| %:             | Percentage of the total value for all groups of this type                         |
| Dev:           | Deviation between Actual and Last Year in value                                   |
| Dev %:         | Deviation between Actual and Last Year as percentage                              |
| Actual (+):    | Accumulated actual value for this group YTD                                       |
| %:             | Percentage of the total value for all groups of this type YTD                     |
| Budget (+):    | Accumulated entered budget value for this group YTD                               |
| %:             | Percentage of the total budget for all groups of this type YTD                    |
| Dev:           | Deviation between accumulated Actual YTD and accumulated Budget YTD in value      |
| Dev %:         | Deviation between accumulated Actual YTD and accumulated Budget YTD as percentage |
| Last Year (+): | Accumulated actual value last year for this group                                 |
| %:             | Percentage of the total value for all groups of this type                         |
| Dev:           | Deviation between accumulated Actual and accumulated Last Year in value           |
| Dev %:         | Deviation between accumulated Actual and accumulated Last Year as percentage      |

## LAST ESTIMATE:

Goto Results > Last Estimate:

**Option: Last Estimate**

Time Period  From  To

Cost Center/Store

☐ With Sub Cost Centers

Period  to

Period

Select the year you want to evaluate and use the TAB key to jump into the date fields. The system will now adjust the displayed dates there.

Select the cost center and the periods (months of fiscal year) you want to evaluate. Click on OK.

| Major Group            | Jan 04    | Feb 04    | Mar 04    | Apr 04   | May 04 | Jun 04 | Jul 04 | Aug 04 | Sep 04 | Oct 04 | Nov 04 | Dec 04 | Year04    | Budget     | Deviation  | Dev. %   |
|------------------------|-----------|-----------|-----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|-----------|------------|------------|----------|
| POS-Beer               | 150,85    | 269,99    | 397,20    | 109,80   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 927,84    | 12.000,00  | -11.072,16 | -92,27%  |
| POS-C&E Equipm. Rental | 162,18    | 150,90    | 262,25    | 97,00    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 672,33    | 12.000,00  | -11.327,67 | -94,40%  |
| POS-Cigars             | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 12.000,00  | -12.000,00 | -100,00% |
| POS-Food               | 11.932,70 | 11.321,93 | 15.117,90 | 2.978,50 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 41.351,03 | 12.000,00  | 29.351,03  | 244,58%  |
| POS-Modifiers          | 183,46    | 323,08    | 163,00    | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 669,54    | 12.000,00  | -11.330,46 | -94,42%  |
| POS-NA Beverage        | 1.337,59  | 1.135,33  | 1.422,80  | 411,75   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 4.307,47  | 12.000,00  | -7.692,53  | -64,10%  |
| POS-Retail             | 65,48     | 111,71    | 15,00     | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 192,19    | 12.000,00  | -11.807,81 | -98,40%  |
| POS-Roomrental         | 788,96    | 820,63    | 955,00    | 580,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 3.144,59  | 12.000,00  | -8.855,41  | -73,80%  |
| POS-Services           | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 12.000,00  | -12.000,00 | -100,00% |
| POS-Spirits            | 358,57    | 326,13    | 114,05    | 44,50    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 843,25    | 12.000,00  | -11.156,75 | -92,97%  |
| POS-Treatments         | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 12.000,00  | -12.000,00 | -100,00% |
| POS-Wine               | 68,08     | 654,79    | 714,60    | 89,25    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 1.526,72  | 0,00       | 1.526,72   |          |
| Gross Revenue          | 15.047,87 | 15.114,49 | 19.161,80 | 4.310,80 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 53.634,96 | 132.000,00 | -78.365,04 | -59,37%  |
| - VAT                  | 436,16    | 244,56    | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 680,72    | 20.135,59  | -19.454,87 | -96,62%  |
| Net Revenue            | 14.611,71 | 14.869,93 | 19.161,80 | 4.310,80 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 52.954,24 | 111.864,41 | -58.910,17 | -52,66%  |
| - Bev. TAX             | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 0,00       | 0,00       |          |
| 10 Meat                | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 12.000,00  | -12.000,00 | -100,00% |
| 11 Fish                | 0,00      | 0,00      | 0,00      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00      | 18.000,00  | -18.000,00 | -100,00% |
| 12 Fruits & Vegetables | 5,02      | 2,74      | 6,95      | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 14,71     | 20.000,04  | -19.985,33 | -99,93%  |
| 13 Dairy               | 0,00      | -0,33     | -4,40     | 0,00     | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | -4,73     | 12.000,00  | -12.004,73 | -100,04% |

This report shows the actual values per month, accumulated for the actual year, compared vs. budget and deviation in amount and percentage.

Column Explanation:

Month' columns

Actual value for this group in the displayed month

Year column

Accumulated Actual for the year

Budget:

Accumulated Budget value for this group

Dev:

Deviation between Actual and Budget in value

Dev%:

Deviation between Actual and Budget as percentage