IDEAL SYSTEM REQUIREMENTS

- Search for sales data by date/hr.
  - For example, for the past three Mondays: how many transactions did we have between 4-6pm? What were sales per hour? What was the average $/per transactions during this time.
- Forecasting (this is less important to me)
  - Compute daily averages
    - Using 3 week formula. I.E. 3 week's worth of Mondays is a trend for Mondays.
    - Monthly averages by comparing it to previous years business.
    - Monthly average by comparing it to past three months sales.
- Be able to track discounts in the same manner.
  - Discounts redeemed by date/hour. ($ value)
    - For example, what is the average discount given Wednesday from 4-5pm vs Wednesday from 7-8pm? Or compared to Thursday from 4-5pm?
  - Discounts given vs total sales. (% Value)
    - For example, This Tuesday "20%" of our sales were given away as discounts, compared to last Tuesday when only "5%" of our sales were given away. Something is clearly wrong here and I should investigate.
  - Track discounts vs departments and categories.
    - I'd like to look at the overall picture of discounts. For example, I know that on liquor we discount "x%" on average vs food which we discount "x%" on average.
    - I'd like a report telling me who discounting what department/category and when. For example, if liquor as a department gets discounted ever, I know something is wrong since we a typically don't offer liquor specials. The same thing goes for beer on Wednesdays etc.
      - I would love an email report telling me who discounted, the amount of the discount, the item, what date and time, and what department/category.
    - It would also be interesting for me to see who is giving out the most discounts.
      - We could tell this by determining the total sales for each employee and comparing it to the total discounts given out by that employee.
- Advanced tips reporting
  - Track Tips received relative to sales as searchable by date/hour etc. (% & $)
    - For example, do employees receives higher tips as a percentage of sales during the morning or evening shifts?
  - Track tips received as a percentage of sales per employee.
    - For example, if Molly and Mike each ring $100 and Mike receives 20% tips vs. Molly's 10% tips, I can discern that Mike is doing better than Molly based on the sales they are ringing through.
  - What percentage of tips is the staff earning on average?
    - It would be great to be able to search this using date/time parameters.
    - How are staff performing individually compared to the overall staff average?
- Advanced Sales reporting by Employee
  - Total sales per employee for given date/time parameters.
  - Track Returns per employee

Gross Sales

Discounts

Net Sales

Sales per Employee

Staff Name	Total Sales	Total Returns (This can be in red if over $0 because this never happens)	Tips Received ($)	Tips (% of sales)	Discounts given	Discounts given (% of sales)	Discounts given (+/- compared to monthly staff average)

Discounts Given

Staff Name	Item	Department	Category	Discount Given %	Discount given $	Day (mon, tues, wed, etc.)	Date	Time