



Group Sell

Group selling can be one of the most effective ways to generate traffic in your store and generate sales. With PosBrowser you can set specials in your store such as multiples of one item for a discounted price, multiple items combined for an advertised price or buy X and get one free.

All the trouble of working out these specials and the prices are taken care of when you scan the items at the register. There is no need to combine the items, print special labels or even have them in a special location. Customers can still buy less than the nominated special or buy the same items individually and be charged full price.

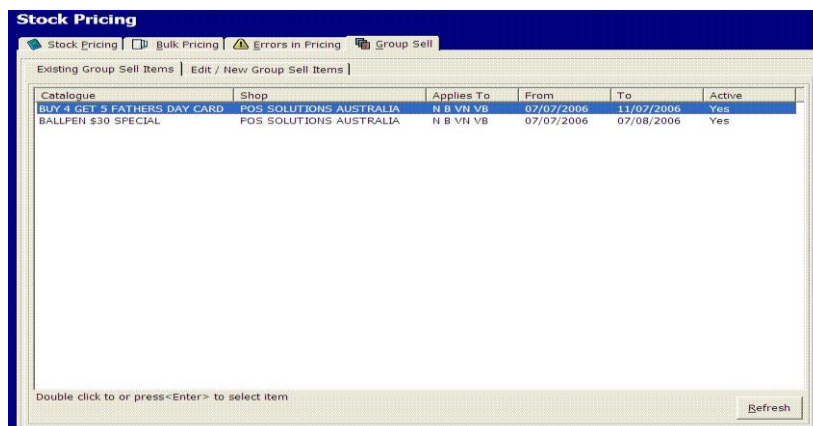
Setting up specials

Group sell specials are set up from the Group Sell tab in the Stock Pricing document.

- Open the Side Menu > Stock Systems > Stock Pricing
- Click on the Group Sell tab.

You will first be presented with the Existing Group Sell Specials Tab.

If you have any existing group sell entries and wish to edit one of them then click refresh. Double click any entry to edit it.



Creating a New Group Sell Promotion

To create a new Group Sell Promotion select the “Edit/New Group Sell Items” tab. and click the New button.

You should give your Group Sell a catalogue description to identify it, a starting and an ending date, select which shop your promotion is for and make sure it is active.

Group Sell promotions can be applied to Normal register sales, Business accounts, Normal VIP accounts and VIP Business accounts. You can stop the Group Sell from applying to any of these types by un ticking the box next to the account type.

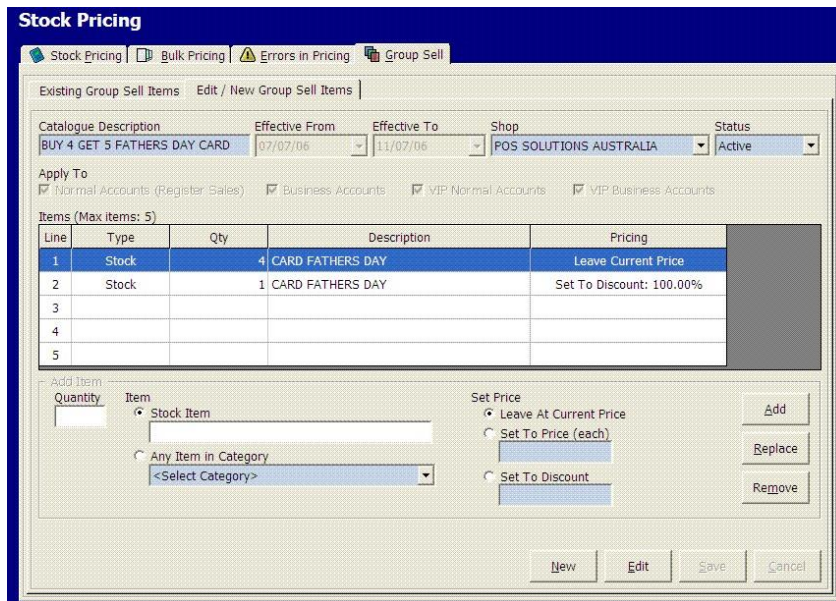
Please note that while Group Sells can be applied to Business accounts, the Group Sell feature is not currently implemented in Detailed Transaction Entry. You will need to invoice Business customers via the register for the group sell discount to apply.

The key to understanding the Group Sell Promotion grid is that this grid acts as a template to your register sale. Whenever an item is scanned the register will check to see if any combination of items in the sale match one of the active group sells.

If the register finds a combination of items that match then it will apply the actions specified in the pricing column.

For example if I wished to have a Group sell where a customer could buy 4 items and the fifth item was free, I would create a template containing 5 items, the first 4 at the current price and the last one was free (discounted 100%).

When I scan 5 of the item at the register this will match my template and the register will leave the first 4 stock items untouched and discount the 5th to make it free.



Group sell lines can be added on either a stock item or a stock category basis. If you wish to use other criteria then you will need to move your stock into a category via Stock Editing.

When an item matches in a Group sell, you choose to either leave the current price as is, set it to a fixed price or to discount it by a certain percentage.

Note:

- 1) All stock items involved in a Group Sell must have the Discountable Option in Stock Maintenance ticked to work correctly.
- 2) If the item has a sale price then the option

System Maintenance
 System Setup Values
 Register Options – General
 “Prevent discounting of sale items” MUST be set to no.

Be aware that changing this option will allow all items with a sale price to be discounted, not just Group Sell items.

Activating Group Sells

Active Group sells are automatically loaded when you load the register. If you add or change a group sell you will need to unload and reload the Register Document on all your computers in order to have it take effect.

After that you simply need to scan the items and the discount for the Group Sell will be automatically calculated and applied.

Designing your specials

Listed below are examples of Group Sell Specials and how you should set them up in the entry grid.

Unless stated otherwise these specials can be set for either a stock item or category of stock items. If you wish to use a category of stock items you should create the category and move the stock to the category either manually via Stock Maintenance or in bulk via Stock Editing.

Buy 3 and get 1 free

In the entry grid add the same stock item or category on two lines.

The first line should have quantity 3 and set to "Leave current price"

The second line should have quantity 1 and set to "Set to Discount: 100%"

Buy 2 of an item at a Special Price

In the entry grid add the same stock item or category on two lines.

The first line should have quantity 1 and set to set to "Set to price (each): [Your Special Price] / 2"

The second line should have quantity 1 and set to "Set to price (each): [Your Special Price] / 2"

You will need to set the price so that when the amounts are totalled up they come to your special price. For example if you have 2 for \$1 then set each line to \$0.50

\$2 each or 3 for \$5

Remember that the Group sell will only handle the 3 for \$5 part of this special.

The normal selling price for these items will need to be set to \$2.00.

In the entry add grid the same stock item or category on two lines. The first has a quantity 2 and set to "Leave current price"

The second has a quantity 1 and set to "Set to price (each) 1.00"

Two items combined at a special price

In the entry grid add two lines.

The first has a one of the stock items with a quantity 1 and set to "Set to price (each): [Your Special Price] / 2"

The second has the other stock item with a quantity 1 and set to "Set to price (each): [Your Special Price] / 2"

You will need to set the price so that when the amounts are totalled up they come to your special price. For example if the combined price is \$1 then set each line to \$0.50

10% off one range of products if purchased with another

Create two stock categories that describe the two ranges. E.g. "GS:Category A" and "GS:Category B". Using stock editing move stock items into their respective categories.

In the entry grid add two lines.

The first has the category the item must be purchased with. Set the quantity 1 and to "Leave current price"

The second has the category to be discounted. Set the quantity 1 and to "Set to Discount:

10%"

For more information or help on Group Sells, please email support@possolutions.com.au