

# Overview & Key Terms








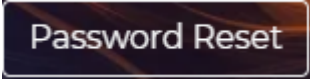




- Key Terms
- Logos & Icons
- At a Glance

# Key Terms

Key Term	Definition
Yield	<b>Yield</b> is a number of servings from a particular product (i.e. 8 pints in a gallon)
Gross Profit (GP)	<b>Gross profit</b> is the profit a company makes after deducting the costs associated with making and selling its products, or the costs associated with providing its services. This is often given as a percentage.
Cost of Sale (COS)	<b>Cost of Sale</b> refers to the direct costs of producing the goods sold by a company. This is often given as a percentage.
Stock Holding (Days)	<b>Stock Holding</b> is the value of goods, such as parts, materials, and finished products, that a company has available at a particular time. This can be calculated in order to calculate the number of days cover the business has in its inventory. This is calculated by conducting the following calculation:  (Close Stock / Consumption) x days in the stock period
Surplus	<b>A surplus</b> describes the amount of an asset or resource that exceeds the portion that's actively utilised. A surplus can refer to a host of different items, including income, profits, capital, and goods.
Deficit	<b>A deficit</b> is an amount by which a resource, especially money, falls short of what is required. A deficit occurs when expenses exceed revenues, imports exceed exports, or liabilities exceed assets. A deficit is synonymous with shortfall or loss and is the opposite of a surplus
Delivery	<b>Delivery</b> is the receipt of goods following order, for example, a liquor stock order.
Allowance	<b>An allowance</b> is a monetary figure that compensates for a shortfall in revenue. An example of this is within cocktails. If a shot of Vodka has a retail price of £4.00 and a bottle of Tomato Juice is set at £2.50, but a Bloody Mary has a retail price of £5.00. The stock would be expecting £6.50 for this drink due to the retail prices of the ingredients. a £1.50 allowance is given to compensate for this shortfall.
Revenue	<b>Revenue</b> is the income that a business has from its normal business activities, usually from the sale of goods and services to customers.
Gross	<b>Gross</b> in a financial sense means an initial amount before any deductions, expenses, or withholdings.

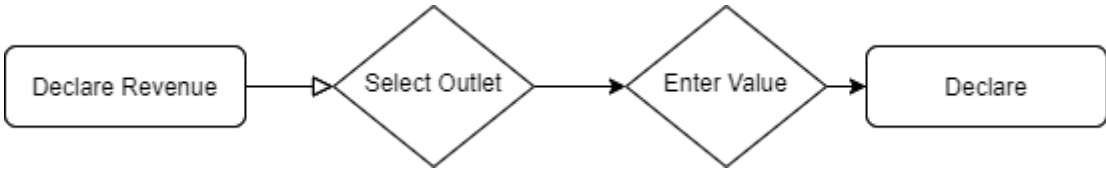
Key Term	Definition
Net	<b>Net</b> income is the residual amount of earnings after all expenses have been deducted from sales.
Discount	<b>Discount</b> is a <i>deduction from the usual cost of something</i>

# Logos & Icons

Icon	Meaning	How to Use
	Change Password	Enables the user to change and update their password
	Change Site	Enables the user to be able to change to different client/site
	Log Out	Enables the user to be able to log out when not using their account
	Export Count Sheets	Enables the user to download the Count Sheets ready for the count to start
	Import Count Sheets	Enables the user to upload their completed Count Sheets
	View Stock	Enables the user to review the inputted stock, or to enter the count via the online platform
	Delete	Delete the relating Delivery/Revenue Entry/Allowance
	Password Reset	Enables the user to reset their password. The user has three attempts at their password before their account is locked.
	Login	Login into the Stock Controls website
	Saved	The current page has been saved successfully
	Declare	Starts the action of declaring Revenue/Allowances
	Start	Enables the user to start a Delivery, Transfer, Stock Audit or Spot Check

# At a Glance

## Adding Revenue



## Adding Allowances



## Creating a Delivery



## Start a Stock Audit

