MiRUS
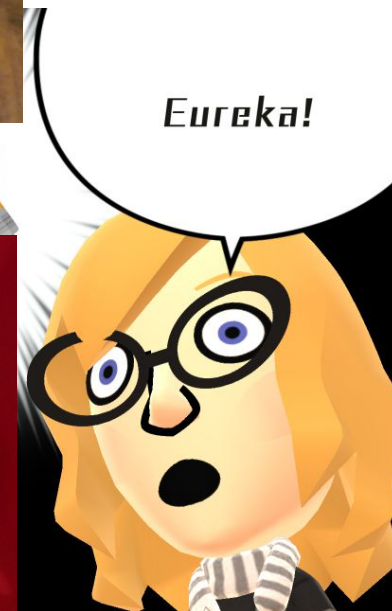## Restaurant Solutions

About M

- Integration Manager

- With Mirus 5 years

- General Manage

- Server at Chili's &

Eureka!

LAS VEGAS

How to Integrate
& Use Data Effectively

- Possible Integrations

- Required Resources

- Tie Out

- Get the most out of your new data!!

Blind Draw Activity

Blind Draw Activity

Blind Draw Activity

ToonClips.com   #2818   service@toonclips.com

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Integrations Types

- TLD Sales

- Actual Labor

- Food Cost/Inventory

- Budget

- Cash Management

- General Ledger

- Guest Feedback

- Invoice Detail

- Loyalty

- Menu Item Cost (Plate Cost)

- Mystery Shopper

- Speed of Service

- Projected/Forcasted Sales

- Reservation

- Scheduled Labor

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What-How-When

- What? - Samples of raw data, documentation

- How? - Data transport, FTP, Mirus Connect, Database Extract, API

- When? - Frequency, daily at 9am, weekly Fridays at 6pm

WHY?

- End goal

- Vision of the integration

- What question are you trying to answer?

- Mirus/Client Partnership

Tie Out

What is tie out?

- Matching your MIRUS measure values to your source system reporting.

- Business logic discovery.

Tie Out

Initial verification and realization of SOW.

- validate realization of statement of work

Verify data with existing reports.

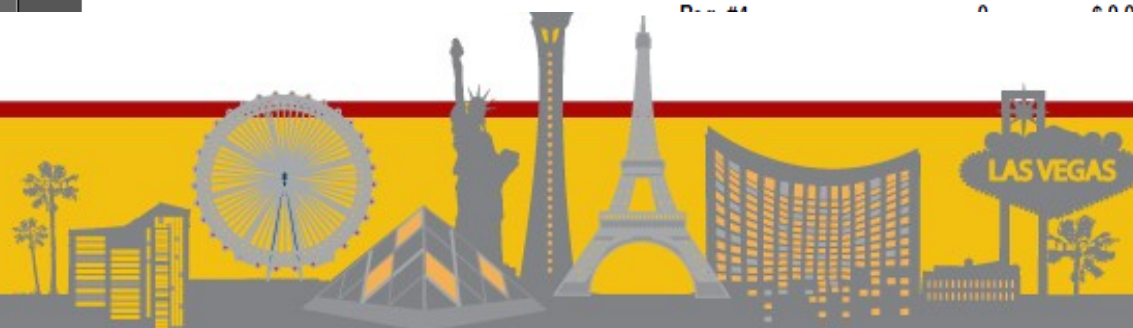- Tie report(s) that match apples to apples reports from your source system.

Sales Report

Store Num	Day		
7145	06/26/2017	Tax Amt	147.89
		Net Sales	2,112.44
		Coupon Count	28
		Coupon Amt	84.37
		Discount Count	14
		Discount Amt	88.00
		Gross Sales	2,323.33
		Void Sales Count	1
		Void Sales Amt	2.99
		Tender Amt	2,323.33
		Non-Revenue Sales	63.00
		Check Count	253
		Quantity	1,176.00
		Actual Deposit Amt	2,323.84
		Paid Amt	0.00
		Expected Deposit Amt	2,323.33

7145

Monday, Jun 26 2017

$ To Acct. For	253	$8.93	$2260.33
Sales Tax			$147.89
Net Sales	253	$8.35	$2112.44
Coupons	28	$3.01	$84.37
Discounts	14	$6.29	$88.00
Gross Sales	253	$9.03	$2284.81
Gross Sales - LOR			$2223.15
Gift Cert.\Card Sold	0	$0.00	$0.00
Net - GC Sold	253	$8.35	$2112.44
Void Sales	15	$0.20	$2.99
Void % Of Gross	0.1%		
Gross Sales	253	$8.93	$2260.33
PUW Sales	155	$8.64	$1338.81
Inside Sales	76	$8.22	$625.09
To Go Sales	22	$13.47	$296.43
PUW % Of Gross	59.2%		
Moneys Received	253	$9.18	$2323.33
Cash Received			$703.49
Reward Points	0	$0.00	$0.00
Credit Card	148	$10.94	$1619.84
Gift Cert. Redeemed	0	$0.00	$0.00
Tax Exempt Sales	0	$0.00	$0.00
Non-taxable items	56	$1.13	$63.00
Breakfast Sales	0	$0.00	$0.00
Reg #2 Sales	98	$9.40	$921.52
Reg #4 Sales	155	$8.64	$1338.81

A1 - EMPLOYEE MEAL	12	$61.66
CPN - FREE KIDS MEAL	8	$31.92
A1 - Corporate Meal	1	$2.58
A1 - Training Discount	1	$23.76
CPN - FREE B	1	$4.09
CPN - $3.99 CLASSIC	2	$4.00
CPN - 2 Dine for $10.99	2	$13.08
CPN - $1.99 CLASSIC	2	$3.20
CPN - BOGO CLASSIC	1	$3.59
CPN - FREE CLASSIC	2	$7.18
CPN - Free Small Fry	1	$1.89
CPN - FREE LOADED Fry	1	$2.99
CPN - $2 OFF	1	$2.00
CPN - FREE Snack 12	7	$10.43
DONATION	63	$63.00

Credit Card	#	Avg.	Sales
American Express	5	$7.00	$35.02
Visa	120	$11.17	$1340.60
MasterCard	20	$9.80	$195.97
Discover	3	$16.08	$48.25
JCB	0	$0.00	$0.00
Other	0	$0.00	$0.00
Total Credit Card	148	$10.94	$1619.84

Store And Forward			
Past S&F: Accepted	0	$0.00	$0.00
Past S&F: Denied	0	$0.00	$0.00

Cancel Item	#	Sales
Reg. #1	0	$0.00
Reg. #2	12	$57.38
Reg. #3	19	$78.83

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Tax Amt		147.89
Net Sales		2,112.44
Coupon Count		28
Coupon Amt		84.37
Discount Count		14
Discount Amt		88.00
Gross Sales		2,323.33
Void Sales Count		1
Void Sales Amt		2.99
Tender Amt		2,323.33
Non-Revenue Sales		63.00

$ To Acct. For	253	$ 8.93	$ 2260.33
Sales Tax			$ 147.89
Net Sales	253	$ 8.35	$ 2112.44
Coupons	28	$ 3.01	$ 84.37
Discounts	14	$ 6.29	$ 88.00
Gross Sales	253	$ 9.03	$ 2284.81
Gross Sales - LOR			$ 2223.15
Gift Cert.\Card Sold	0	$ 0.00	$ 0.00
Net - GC Sold	253	$ 8.35	$ 2112.44
Void Sales	15	$ 0.20	$ 2.99
Void % Of Gross	0.1%		
Gross Sales	253	$ 8.93	$ 2260.33
PUW Sales	155	$ 8.64	$ 1338.81
Inside Sales	76	$ 8.22	$ 625.09
To Go Sales	22	$ 13.47	$ 296.43
PUW % Of Gross	59.2%		
Moneys Received	253	$ 9.18	$ 2323.33
Cash Received			$ 703.49
Reward Points	0	$ 0.00	$ 0.00

A1 - EMPLOYEE MEAL	12	$ 61.66
CPN - FREE KIDS MEAL	8	$ 31.92
A1 - Corporate Meal	1	$ 2.58
A1 - Training Discount	1	$ 23.76
CPN - FREE B	1	$ 4.09
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CPN - $1.99 CLASSIC	2	$ 3.20
CPN - BOGO CLASSIC	1	$ 3.59
CPN - FREE CLASSIC	2	$ 7.18
CPN - Free Small Fry	1	$ 1.89
CPN - FREE LOADED Fry	1	$ 2.99
CPN - $2 OFF	1	$ 2.00
CPN - FREE Snack 12	7	$ 10.43
DONATION	63	$ 63.00

Credit Card	#	Avg.	Sales
American Express	5	$ 7.00	$ 35.02
Visa	120	$ 11.17	$ 1340.60
MasterCard	20	$ 9.80	$ 195.97
Discover	3	$ 16.08	$ 48.25
JCB	0	$ 0.00	$ 0.00
Other	0	$ 0.00	$ 0.00

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Tie Out

Why is tie out so important?

- It validates the accuracy of the data.

- It gives you and your team confidence in the data and it's accuracy.

- Ensures good data on go forward basis.

Now What?

1. Move beyond just recreating reports from source system.

2. Create consice exception based reports

3. Utilize new data set with existing data

Food Cost Reporting

#MCON17

Usage Variance to Ideal >1%

Total Var % of Sales >= 0.01

Time Selection = Custom Day

Usage Varian

Usage Variance to Id

	1	> 0.03	🔴	12345.00%
	2	< 0	🟢	12345.00%
	3	between 0.03 and 0	🟡	12345.00%

Store Num		Store Num	A vs. T Inv $	Total Var % of Sales		Net Sales	Waste Inv
2		2	22.56	🟡	1.50%	1,508.20	2
6		6	67.06	🔴	4.34%	1,544.85	
9		9	53.61	🟡	2.96%	1,809.47	
10		10	425.20	🔴	26.16%	1,625.67	2
11		11	28.58	🟡	1.11%	2,572.55	

Usage Variance to Ideal >1% ⚙

Total Var % of Sales >= 0.01

Time Selection = Custom Day (07/24/2017 to 07/24/2017)

Store Num	A vs. T Inv $	Total Var % of Sales	Net Sales	Waste Inv $	Total Waste % to Sales	A vs. T Inv Units	Waste Inv Units	Unexplained Loss	Inventory Efficiency
2	22.5					40.25	65.10	(25)	95.25%
6	67.0					1,115.21	11.64	1,104	45.98%
9	53.6					148.80	25.60	123	87.28%
10	425.2					677.61	86.81	591	57.73%
11	28.5					20.51	12.01	9	98.63%

Overlay detail:

Waste Inv $	Total Waste % to Sales	A vs. T Inv Units
23.05	1.53%	
		1,1
7.49	0.41%	1
27.05	1.66%	6
3.33	0.13%	

Waste Inv $/Net Sales:
23.05/1,508.20

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LAS VEGAS

Usage Variance to Ideal >1% ⚙

Time Selection = Previous Day (09/20/2017 to 09/20/2017)

Churchs Store Num	A vs. T Inv $	Total Var % of Sales	Net Sales	Waste Inv $		Total Waste % to Sales	A vs. T Inv Units	Waste Inv Units	Unexplained Loss	Inventory Efficiency

A vs. T Inv Units	Waste Inv Units	Unexplained Loss		Waste Inv Units	Unexplained Loss	Inventory Efficiency
40.25	65.10	(25)		65.10	(25)	95.25%
1,115.21				11.64	1,104	45.98%
148.80				25.60		
677.61	86.81	591		86.81	591	57.73%
20.51	12.01	9		12.01	9	98.63%

((Actual Used Inv Units-Theo Inv Units))-Waste Inv Units: ((807.83))-65.10

Theory Used Inv Units/Actual Used Inv Units: 949.42/2,064.63

#MCON17

Usage Variance to Ideal >1% ⚙

Total Var % of Sales >= 0.01

Time Selection = Previous Day (09/20/2017 to 09/20/2017)

Churchs Store Num	A vs. T Inv $	Total Var % of Sales	Net Sales	Waste Inv $	Total Waste % to Sales	A vs. T Inv Units	Waste Inv Units	Unexplained Loss	Inventory Efficiency

A vs. T Inv Units	Waste Inv Units	Unexplained Loss
40.25	65.10	(25)
1,115.21		((Actual Used Inv Units-Theo Inv Units))-Waste Inv Units: ((807.83))-65.10
148.80		
677.61	86.81	591
20.51	12.01	9

Waste Inv Units	Unexplained Loss	Inventory Efficiency
65.10	(25)	95.25%
11.64	1,104	45.98%
25.60		Theory Used Inv Units/Actual Used Inv Units: 949.42/2,064.63
86.81	591	57.73%
12.01	9	98.63%

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LAS VEGAS

Forecast Sales Reporting

Forecast vs. Actual Sales ⓘ

Day	08/14/2017				08/15/2017			
Store Num	Gross Sales	Forecast Sales	Variance	Var %	Gross Sales	Forecast Sales	Variance	Var %
1	2,939.50	2,023.00	916.50	🔴 45.30%	2,377.40	1,879.00	498.40	🔴 26.52%
2	11,766.23	11,266.00	500.23	🟢 4.44%	12,548.04	11,405.00	1,143.04	🔴 10.02%
3	7,253.79	7,120.00	133.79	🟢 1.88%	7,445.70	7,029.00	416.70	🟢 5.93%
4	3,388.09	3,731.00	(342.91)	🟢 (9.19%)	4,496.25	3,932.00	564.25	🔴 14.35%
5	10,133.13	9,450.00	683.13	🟢 7.23%	11,353.76	10,300.00	1,053.76	🔴 10.23%

08/14/2017

Forecast Sales	Variance	Var %	Gross Sa
2,023.00	916.50	🔴 45.30%	2,
11,266.00			12,
7,120.00			7,

(Gross Sales-Forecast Sales)/Forecast Sales: (2,939.50-2,023.00)/2,023.00

1	> 0.1	🔴 12345.00%
2	< -0.1	🔴 12345.00%
3	between 0.1 and -0.1	🟢 12345.00%

08/14/2017

Forecast Sales	Variance	Var %	Gro
2,023.00	916.50	🔴 45.30%	
11,266.00	500.23	🟢 4.44%	
7,120.00	133.79	🟢 1.88%	

Speed of Service Reporting

SOS Reporting ⚙

Menu Item Price < 10
Quantity > 1
Time Var > 20
Time Selection = Custom Day (11/07/

Menu Item Price < 10

Quantity > 1

Time Var > 20

Time Selection = Custom Day (11/07/2012 to 11/07/2012)

Item Num	Item Name	Quantity	Menu Item Price	First Displayed Time	Last Bump Time	Item Time	Ideal Cook Time	Avg Item Time	Time Var
43001	Philly ChzSteak	3	5.99	03:00	84:32	111:54	07:30	37:18	29:48
31168	Chicken & ORing	2	9.29	00:00	64:00	67:14	08:00	33:37	25:37
10310	Salad Boneless Grilled	14	9.29	33:32	299:42	407:09	06:30	29:04	22:34
20091	Breaded Boneless 6-Pack	6	5.24	14:28	133:38	170:16	07:00	28:22	21:22
30074	Roll BBQ O-Ring steak	13	8.99	12:53	295:28	380:29	08:00	29:16	21:16

Ideal Cook Time	Avg Item Time	Time Var
07:30	37:18	29:48
	Item Time/Quantity: 111:54/3	25:37
06:30	29:04	22:34

Avg Item Time	Time Var
37:18	29:48
(Item Time/Quantity)-Ideal Cook Time: (111:54/3)-07:30	22:34
29:04	22:34