UPSELL

MODULE WALKTHROUGH

FEBRUARY 2012

UPSELL

Works as a great implementation tool for a marketing strategy – pushing/making product recommendations for the customer to purchase.

In Headquarter System, go to Daily Operation > Manage Upsell > New

Upsell Detail

CREATED: KLEE@ASI-EES.COM 02/03/2012

Upsell ID: 12020300002

Name: * Valentines Day Promo ☑ Active

Memo:

Limited Period Only: ☑ 01/27/2012 - 02/14/2012

Limited Days Only: ☑ ☑ Sun ☐ Mon ☐ Tue ☐ Wed ☐ Thu ☑ Fri ☑ Sat

Limited to Branches: ☑ Branch List...
Boutique

Limited to Price Level: ☑ Price Level List...
Regular, VIP

Product List

Enter Upsell Name (e.g. promo same, sale name)

Limited Period Only ➜ set inclusive days for upselling

Limited Days Only ➜ set inclusive days of the week (in this case, set on Weekends)

Limited to Branches ➜ select particpating branches in Branch List

Limited to Prive Level ➜ select who can participate in the promo

To set products included in upselling - Boutique

Click on Product List > Add

Click Save when done.

Product ID → the item that the customer should buy

Refer → the item that the cashier will offer to the customer as an upsell

Message → script/guide of what the cashier should say when making the offer

To set products included in upselling - F&B

Click on Product List > Add

Click Save when done.

Upsell Product Detail

Product ID: * `RSPG` [F12] Regular Spaghetti

Refer: `CSN` [F12] Chocolate Sundae

Message: How about some Chocolate Sundae?
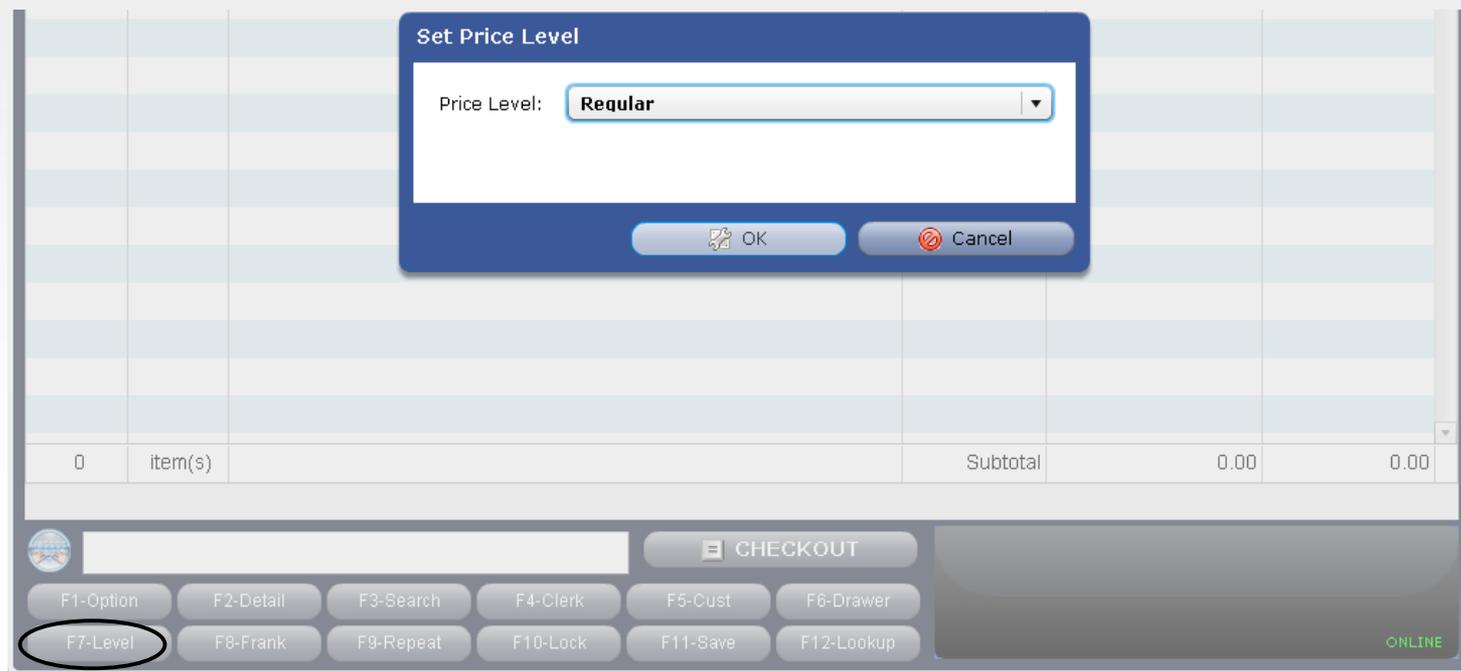
[Save] [Cancel] [Remove]

Product ID → the item that the customer should buy

Refer → the item that the cashier will offer to the customer as an upsell

Message → script/guide of what the cashier should say when making the offer

On Boutique POS screen,

If you have set a Price Level in upsell setup, make sure to reflect the level assigned to the customer before making the product search or entering the product name. In this case, upsell is limited to Regular and VIP price levels only.

Click OK when done and proceed to Product Search.

Once a customer intends to purchase an item that is set for an upsell, the upsell screen will immediately prompt

Please select product from the list				
Product ID	**Name**	**Generic**	**Alternate**	**List Price**
BBRG	Beef Burger			40.00
BB1	Blackberry 9300	BB9300	BB9300	12,000.00
BB2	Blackberry 9300	BB9300	BB9300	12,000.00
BB3	Blackberry 9300	BB9300	BB9300	12,000.00
BB4	Blackberry 9300	B		
BB5	Blackberry 9300	B		
BB6	Blackberry 9300	B		
BB9300	Blackberry 9300	B		

Recommendations	
How about a Blackberry 9300 Case? It is offered at promo price.	780.00
	Add To List

Since the BB2 is one of the products in Upsell setup (Manage Upsell), a recommendations screen prompts with the Refer product and corresponding price. Click Add to List if the customer wants to purchase the Refer product.

On F&B POS screen,

Once a customer orders an item that is set for an upsell, the upsell screen will immediately prompt

Since Bacon Spaghetti is one of the products in Upsell setup, a recommendations screen prompts with the Refer product and corresponding price. Click Add to List if the customer wants to purchase the Refer product. This will automatically reflect on the order screen.