

Aloha POS v19.12+

Supporting Cash Discounts in Aloha POS

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About Cash Discounts

Cash discounting is a pricing model where a restaurant offers a discount on listed, stated, or standard menu prices for consumers willing to pay in cash. Effective with Aloha® POS v19.12+, merchants can use Aloha Quick Service and Table Service to support this type of pricing model. A successful cash discount program includes an in-store training strategy that helps employees understand how and when to apply a cash discount and the communication to relay to the consumer.



Note

Supporting Cash Discounts with POS v19.12+ requires CFC v21.23 and the 2025 SIT stack.

Implementing a cash discount is a simple and seamless process. You use a percentage-based comp that automatically applies for a cash transaction. The system calculates the discounted amount for you and applies it to the check on the Point-of-Sale (POS).

With the discounted amount known, the employee can describe the benefits of paying with cash to the consumer, as decided by the merchant. The employee simply needs to enter the full balance due as cash to apply the discount and the consumer realizes the savings.

When consumers are aware they can keep more money in their pockets when visiting a restaurant with a successful cash discounting program, the merchant notices increased profit from repetitive business.



Tip

Cash discounting with Aloha POS is available when using Connected Payments and NCR Voyix Payment Processing.

Ensuring a successful cash discounting program

There are guidelines the merchant needs to follow for implementing a cash discount program.

- The most important component is transparency to the consumer. It is the responsibility of the merchant to ensure the standard (non-discounted) price appears to the consumer at all times. This includes all public displays at the door and counter, printed guest checks, printed and digital menus, and the base items entered in to the Aloha POS system. The cash discount is then communicated to the consumer, either verbally or in printed format.
- The requirements of the cash discounting program must appear in plain view to the consumer, as shown in the following signage example. The consumer must clearly understand the standard cost of goods and services on display are for payments made with a credit/debit card and the discounted price is available only for a cash payment.

Pay by Cash and Save!

As an incentive for our valued customers, we now provide a 3% discount if you pay with cash!

- The merchant must adhere to network operating guidelines which can change over time, such as those found in the Visa® and Mastercard® merchant acceptance guidelines. Refer to [Visa Rules and Policy](#) and [Mastercard Rules](#) for more information.
- Cash discounting cannot be used with other fee programs defined by the card networks, such as surcharging, convenience fees, and service fees.

Configuring Cash Discounts in Aloha POS

Using Aloha Configuration Center, configure a single comp to be used for cash discounting. The intent is to create a limited, scaled-down comp so it appears for selection in the Tender function to be used internally in the cash discounting flow.

To configure a cash discount comp:

1. Select **Maintenance > Payments > Comps**.
2. Click the **New** drop-down arrow, select **Regular** from the list box, and click **OK**.

The screenshot shows the 'Comps' configuration window for a '23 3% Cash Discount Regular' comp. The 'Settings' tab is active, showing various options for configuring the comp. The 'Name' is '3% Cash Discount', 'Type' is 'Regular', and 'Method' is 'Fixed percent'. The 'Percent off' is set to '3.00' and the 'Maximum amount' is '999.00'. The 'Hotel Property Management System' group bar is expanded, showing the option 'Authorize through hotel interface' which is currently unchecked.

3. Under the 'Settings' group bar on the Comp tab, type a **name**, such as '3% Cash Discount.'
4. Select **Active**.
5. Select **Fixed percent** from the 'Method' drop-down list. This is the only method supported for cash discounting.
6. Type the **amount** of discount in 'Percent off,' such as 3.



Tip

Cash discounts are usually from one to four percent.

7. Clear **Manager required**.
8. Clear **Must select items**.
9. Clear **Prompt for unit (store number)**.
10. Clear **Prompt for name**.
11. Clear **Require identification for name**.
12. Clear **Text entry required**.
13. Under the 'Bar code range' group bar, leave all **options** blank.
14. Under the 'Validation' group bar, select **Prompt for validation code**, ensure all **options** exposed in the group bar are blank or cleared, and then clear **Prompt for validation code**.*
15. Under the 'Hotel Property Management System' group bar, select **Authorize through hotel interface**, ensure

all **options** in the group bar are blank or cleared, and then clear **Authorize through hotel interface**.*

To expose the 'Hotel Property Management System' group bar, access Maintenance > Business > Additional Features (Corporate Administration) > Corporate Owner tab and select 'Display property management' under the 'Options to display' group bar.

16. Leave all other **options** on the tab as their default, which should be blank or cleared.
17. Select the **Restrictions** tab.
18. Under the 'Maximum' group bar, type **1** in 'Per check.'
19. Click **Save** and continue with the next **procedure**.

*Due to the nature of the CFC interface, some options that are exposed by selecting a required option could operate independently and remain selected, although the required option is cleared. In some cases, the hidden option may have a default value.

To configure all other comps to allow you to also apply a cash discount comp:

For all other comps, select 'Allow subsequent comp/promo on check' on the Restrictions tab to allow you to apply a comp or promotion on the same check with the comp created for cash discounting.

1. While still in the Comps function, select an existing **comp** other than the one for cash discounting from the drop-down list.
2. Select the **Restrictions** tab.

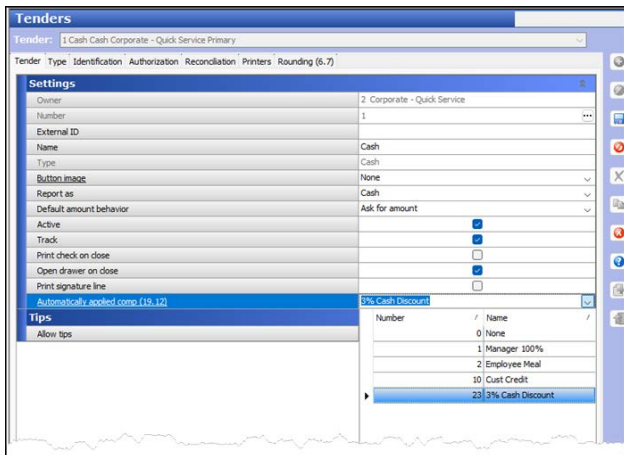
The screenshot shows the 'Comps' configuration window for a '23 3% Cash Discount Regular' comp, with the 'Restrictions' tab selected. The 'Promotion restrictions' group bar is expanded, showing options like 'Allow with existing promotions on check' and 'Allow subsequent promotions on check', all of which are checked. The 'Comp restrictions' group bar is also expanded, showing options like 'Allow with existing comps on check' and 'Allow subsequent comps on check', all of which are checked. The 'Maximum' group bar is visible at the bottom.

3. Under the 'Comp restrictions' group bar, select **Allow subsequent comp/promo on check**.
4. Click **Save**.
5. Repeat this **procedure** for each comp that is not the one for cash discounting.
6. Exit the **Comps** function.

To associate the cash discount comp with the Cash tender:

When you finish your comp configuration, associate the cash discount comp with the Cash tender. If the cash discount comp does not appear as a selection, review the instructions for configuring a cash discount comp.

1. Select **Maintenance > Payments > Tenders**.
2. Select the **Cash** tender from the drop-down list.



3. Under the 'Settings' group bar, select the **comp** used for cash discounting from the 'Automatically applied comp' drop-down list.
4. Click **Save**.

Using Cash Discounts in Aloha POS

The cash discount is calculated from the subtotal of the check and recalculates the discounted amount each time you make an adjustment.

- When you delete the cash tender from the check, the discounted amount is also removed.
- When you void an item on the check after you apply the cash discount, the discounted amount is removed and you must reapply the cash discount tender.
- When you apply an overpayment of cash, such as \$25.00 for a \$20.00 check, the cash discount still calculates on the \$20.00 amount. Similarly, when you apply a cash payment that is less than the check amount, the cash discount only calculates on the applied amount, leaving a balance due.
- When you split the check, the discounted amount calculates and appears for each seat/check.
- When you adjust the payment on the check, the discounted amount recalculates, as normal.
- You must apply a cash payment first before applying a non-cash payment.
- The 'Equal Pay' feature in Aloha Table Service is not supported with cash discounts. If a cash discount was already present, it is removed from the check when you initiate the 'Equal Pay' function.

1. Start the **check** in the POS system and add items.
2. When applying the payment, alert the **consumer** that paying with cash instead of a credit/debit card provides a discount on the check. The consumer agrees to pay cash.
3. Touch one of the **cash buttons** (i.e. \$5, \$10, \$20). The discounted amount appears in the guest check window.



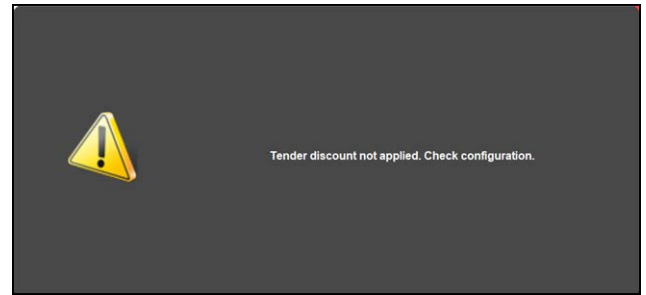
4. If the amount of cash received covers the entire amount of the check, continue to step 5.

-OR-

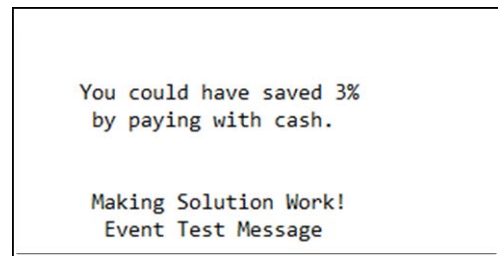
If you did not apply the whole amount to cash, apply the **balance due** with another tender, such as a non-cash tender.



If the cash discount comp is not configured correctly, you cannot apply the cash discount. A message appears.



When you pay with a non-cash tender, such as a credit/debit card, the message, "You could have saved x.x% by paying with cash" prints on the receipt, where x.x is the cash discount percentage.



Important

When you perform a partial payment, such as with a cash tender and a non-cash tender, you must apply the cash tender first. The cash discount does not apply when you apply a non-cash tender first.

5. Close the **check**, as normal. The cash discount prints on the receipt.

If there is already a comp applied on the check that does not allow you to apply a comp or promotion on the same check, you cannot perform the cash discount. A message appears.

