

Last Updated: June 2, 2025

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 the Aloha POS system for 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.

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 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 cash discount only applies to guest checks that are fully paid in cash and is invalid if the check has a partial payment by a non-cash tender.
- 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. You must also select 'Allow subsequent comp/promo on check' for all other comps to perform a cash discount on a check for which you have already applied a comp or promotion.

When you finish your comp configuration, associate the cash discount comp with the Cash tender.

To configure a cash discount comp:

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

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.
6. Type the **amount** of discount in 'Percent off,' such as 3.



Tip

Cash discounts are usually from one to four percent.

7. Configure the rest of the **options** at your discretion.
8. Click **Save** and continue with the next **procedure**.

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

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.

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.

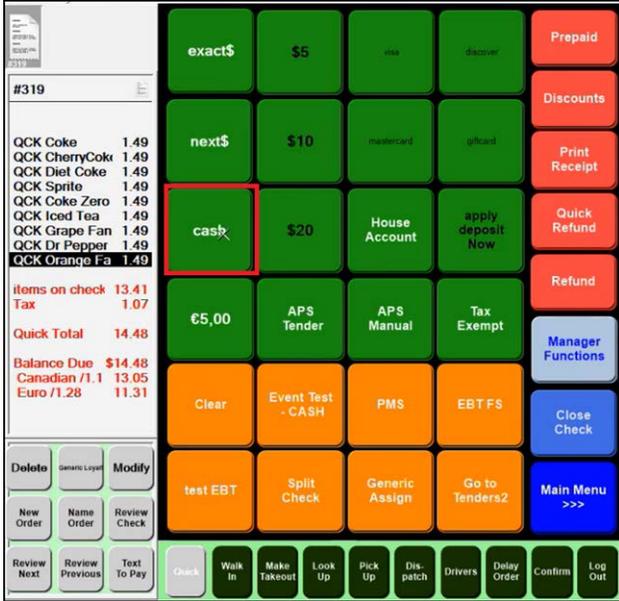
To associate the cash discount comp with the Cash tender:

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

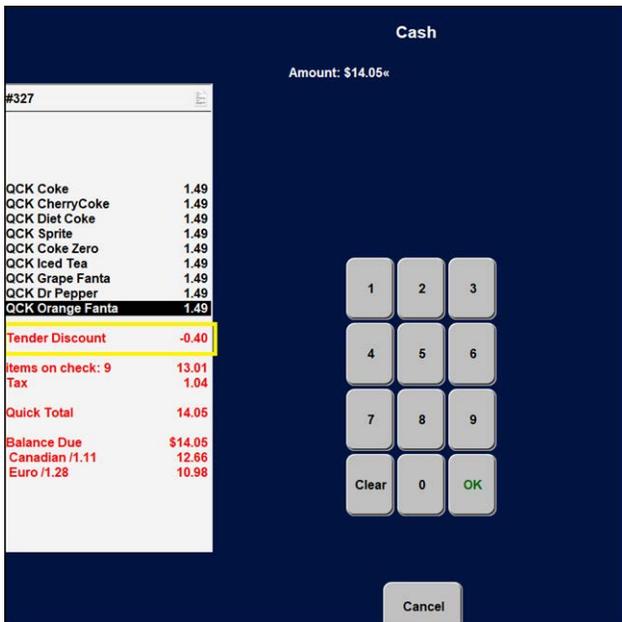
3. Under the 'Settings' group bar, select the **comp** used for cash discounting from the 'Automatically applied comp' drop-down list.
4. Click **Save**.

Using Cash Discounts in Aloha POS

1. When paying, 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.
2. Access the **guest check** in the POS system.



3. Touch the **Cash button**. The Cash screen appears. The discounted amount appears in the guest check window.



4. Enter the **new check total**, using the numeric keypad, and touch **OK**.
5. Close the **check**, as normal. The cash discount prints on the receipt.

When you pay with a tender that is not cash, such as a credit/debit card, the message, "You could have saved x.x% by paying with cash" prints on the receipt.

