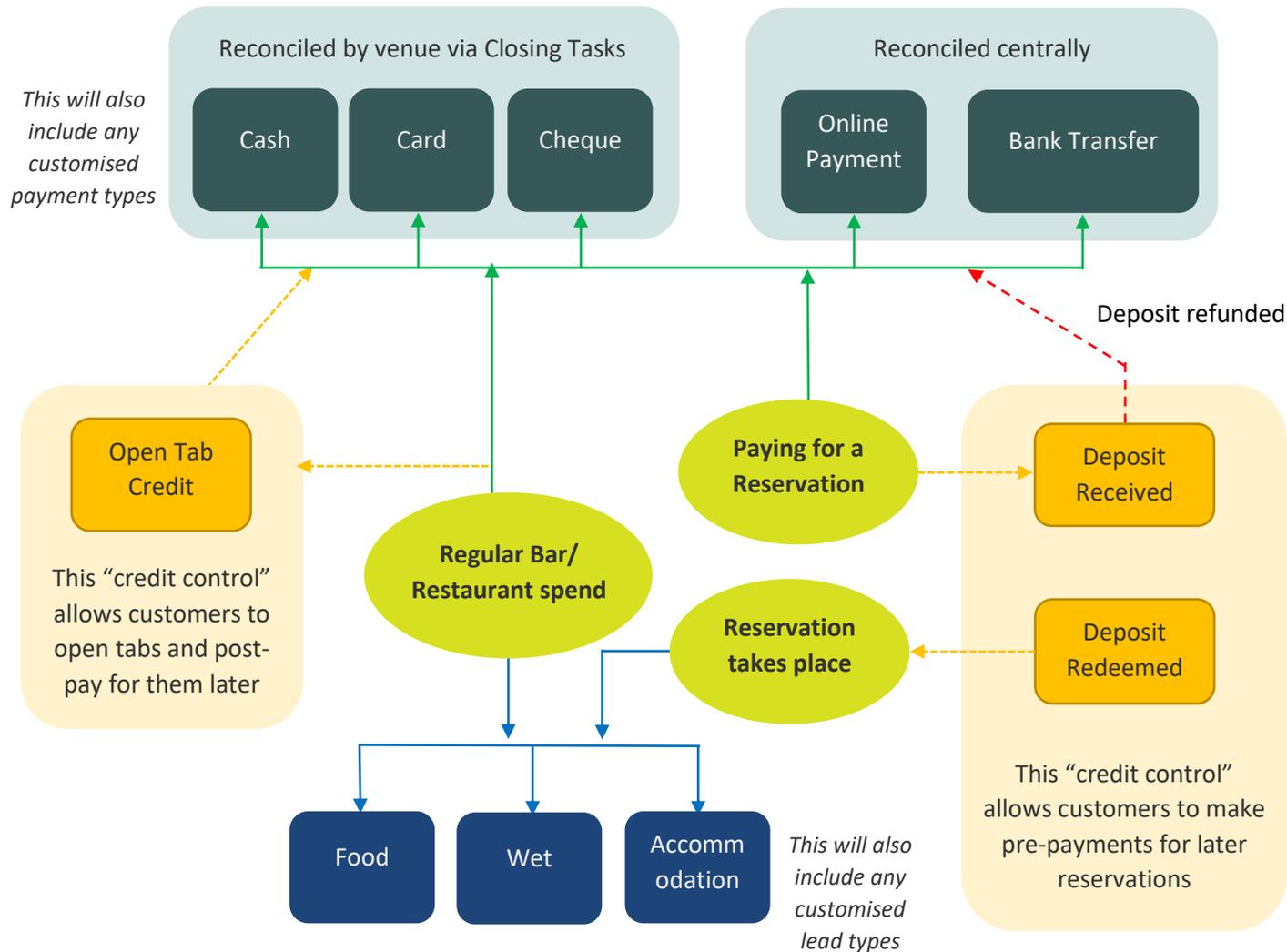


Payments vs Sales in Kobas

To cater for pre- and post-payments for goods, Kobas differentiates between Sales (when an item/service is provided) and Payments (the money received for those Sales).



Key

- Starting point
- Payments
- Sales
- - - Credit control
- - - Deposit refunded

Definitions

Payments - these figures are the actual money coming into your venue on a given day. You need these figures to reconcile (match) the money you are expecting from each source (**Expected**) with what arrives via the bank (**Actual**). The difference is a Gain or Loss (**Variance**).

Sales - these figures allow you to analyse your business effectively. Money shown here will reflect when the items/service was provided. Therefore, this is better reflection of your trade given that payments can be taken before or after the sale.

Deposits Refunded - are logged as a negative on the appropriate Payment line (like service refunds)