

Retailsynthesis.net & Best Practice Reporting

Report Type	Example	Function and Uses																																																																																																																																																																																																																	
Data Grids	<table border="1" style="width: 100%; border-collapse: collapse; font-size: 8px;"> <thead> <tr> <th>Item Description</th> <th>No of Wks</th> <th>On Hand</th> <th>On Order</th> <th>WOS</th> <th>Unit Sales</th> <th>ST%</th> <th>Dol Sales \$</th> </tr> </thead> <tbody> <tr> <td>KICK CAPRI BLACK</td> <td>15</td> <td>23,500</td> <td>4,979</td> <td>12.77</td> <td>27,613</td> <td>54.0%</td> <td>\$353,596.96</td> </tr> <tr> <td>CAPRI HEATHER GREY</td> <td>15</td> <td>16,597</td> <td>2,460</td> <td>15.81</td> <td>15,791</td> <td>48.7%</td> <td>\$302,471.63</td> </tr> <tr> <td>Total(2) Capris</td> <td></td> <td>40,097</td> <td>7,339</td> <td>13.87</td> <td>43,364</td> <td>52.0%</td> <td>\$556,056.40</td> </tr> <tr> <td>UTILITY PAINT BLACK</td> <td>15</td> <td>20,613</td> <td>2,429</td> <td>10.00</td> <td>30,917</td> <td>60.0%</td> <td>\$472,305.59</td> </tr> <tr> <td>UTILITY PAINT HTR GREY</td> <td>15</td> <td>18,354</td> <td>592</td> <td>16.86</td> <td>16,332</td> <td>47.1%</td> <td>\$252,021.84</td> </tr> <tr> <td>Total(2) Pains</td> <td></td> <td>38,967</td> <td>3,021</td> <td>12.37</td> <td>47,249</td> <td>54.8%</td> <td>\$724,327.43</td> </tr> <tr> <td>VNECK TEE WHITE</td> <td>15</td> <td>184</td> <td>0</td> <td>0.58</td> <td>4,730</td> <td>96.3%</td> <td>\$14,440.75</td> </tr> <tr> <td>VNECK TEE BLACK</td> <td>15</td> <td>157</td> <td>0</td> <td>0.60</td> <td>3,898</td> <td>96.1%</td> <td>\$11,548.51</td> </tr> <tr> <td>VNECK TEE HTR GREY</td> <td>15</td> <td>236</td> <td>0</td> <td>1.75</td> <td>2,021</td> <td>89.5%</td> <td>\$6,076.73</td> </tr> <tr> <td>Total(3) Tees</td> <td></td> <td>577</td> <td>0</td> <td>0.81</td> <td>10,649</td> <td>94.9%</td> <td>\$32,065.99</td> </tr> <tr> <td>Grand Total(7)</td> <td></td> <td>79,641</td> <td>10,360</td> <td>11.80</td> <td>101,262</td> <td>56.0%</td> <td>\$1,312,451.91</td> </tr> </tbody> </table>	Item Description	No of Wks	On Hand	On Order	WOS	Unit Sales	ST%	Dol Sales \$	KICK CAPRI BLACK	15	23,500	4,979	12.77	27,613	54.0%	\$353,596.96	CAPRI HEATHER GREY	15	16,597	2,460	15.81	15,791	48.7%	\$302,471.63	Total(2) Capris		40,097	7,339	13.87	43,364	52.0%	\$556,056.40	UTILITY PAINT BLACK	15	20,613	2,429	10.00	30,917	60.0%	\$472,305.59	UTILITY PAINT HTR GREY	15	18,354	592	16.86	16,332	47.1%	\$252,021.84	Total(2) Pains		38,967	3,021	12.37	47,249	54.8%	\$724,327.43	VNECK TEE WHITE	15	184	0	0.58	4,730	96.3%	\$14,440.75	VNECK TEE BLACK	15	157	0	0.60	3,898	96.1%	\$11,548.51	VNECK TEE HTR GREY	15	236	0	1.75	2,021	89.5%	\$6,076.73	Total(3) Tees		577	0	0.81	10,649	94.9%	\$32,065.99	Grand Total(7)		79,641	10,360	11.80	101,262	56.0%	\$1,312,451.91	Creates analytical reports with your data and allows you to drill down to see the underlying data. Specify the fields, groupings, and sort order as needed. Provides extensive textual and numeric filtering capabilities.																																																																																																																	
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Charts & Graphs		Visualize and drill through your data using pie, horizontal, vertical, hats and line graphs. Change the variables to display on the fly.																																																																																																																																																																																																																	
Visualizations		Use gauges, annotated time lines, area, motion/scatter, horizontal, vertical and pie elements from the Google Visualization Gallery to explore your data in innovate ways.																																																																																																																																																																																																																	
Pivot Tables	<table border="1" style="width: 100%; border-collapse: collapse; font-size: 8px;"> <thead> <tr> <th>Display:</th> <th>Unit Sales</th> <th>2/19/2011</th> <th>2/26/2011</th> <th>3/5/2011</th> <th>3/12/2011</th> <th>3/19/2011</th> <th>3/26/2011</th> <th>4/2/2011</th> </tr> </thead> <tbody> <tr> <td>086694988374</td> <td>206</td> <td>634</td> <td>669</td> <td>796</td> <td>643</td> <td>428</td> <td>442</td> <td>442</td> </tr> <tr> <td>086694988381</td> <td>361</td> <td>437</td> <td>401</td> <td>564</td> <td>511</td> <td>378</td> <td>480</td> <td>480</td> </tr> <tr> <td>086694988398</td> <td>208</td> <td>556</td> <td>516</td> <td>635</td> <td>594</td> <td>356</td> <td>376</td> <td>376</td> </tr> <tr> <td>086694988404</td> <td>75</td> <td>260</td> <td>374</td> <td>453</td> <td>441</td> <td>420</td> <td>420</td> <td>420</td> </tr> <tr> <td>086694988411</td> <td>159</td> <td>428</td> <td>418</td> <td>536</td> <td>574</td> <td>375</td> <td>410</td> <td>410</td> </tr> <tr> <td>086694988428</td> <td>135</td> <td>410</td> <td>383</td> <td>546</td> <td>558</td> <td>458</td> <td>488</td> <td>488</td> </tr> <tr> <td>086694988435</td> <td>163</td> <td>415</td> <td>473</td> <td>539</td> <td>539</td> <td>587</td> <td>428</td> <td>428</td> </tr> <tr> <td>Grand Total</td> <td>1,107</td> <td>3,140</td> <td>3,234</td> <td>4,069</td> <td>3,908</td> <td>2,868</td> <td>2,564</td> <td></td> </tr> </tbody> </table>	Display:	Unit Sales	2/19/2011	2/26/2011	3/5/2011	3/12/2011	3/19/2011	3/26/2011	4/2/2011	086694988374	206	634	669	796	643	428	442	442	086694988381	361	437	401	564	511	378	480	480	086694988398	208	556	516	635	594	356	376	376	086694988404	75	260	374	453	441	420	420	420	086694988411	159	428	418	536	574	375	410	410	086694988428	135	410	383	546	558	458	488	488	086694988435	163	415	473	539	539	587	428	428	Grand Total	1,107	3,140	3,234	4,069	3,908	2,868	2,564		Allows you to compare two different data sets against one another. You can discover unique correlations by studying sales over time, item by store, etc.																																																																																																																																
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Retailsynthesis.net & Best Practice Reporting (Continued)

Report Type	Example	Function and Uses
Lost Sales by Store		Document potential missed opportunity due to low inventory levels by store, by week. Users define the time period, number of weeks to review and the inventory level used in the calculation.
Turnover By Store		This report details each store's inventory and sales history for a given SKU or Style. It ensures all stores are meeting their sales goals across the chain. Users select the time frame and number of weeks to review.
4 Week Trend Report by Style		Spot trends quicker by looking at the last 5 weeks of sales, sell through, inventory position and profitability. Includes images of items- great for management or Buyer presentations.
Opportunity and Liability by SKU- Store		This report recaps any imbalance in inventory across all stores- detailing both under covered and over covered SKU-Store combinations. A map visualizes the data to help determine possible geographic trends.

Weeklyanalyst.net

Weekly Analyst Detail & Summary		Analyze Item performance by SKU (or user-defined item groups) for 3 user defined time frames. Track sales, inventory, sell through, profitability and store execution. Interactive web app helps gives you a much deeper understanding of your business.
Store Performance & Execution		Reviews item performance by store location. The user defines the basis for the ranking by weighting the key measurements (unit sales, dollar sales, sell through % and average unit retail). Clicking the live links in the store execution section of the report reveals the list of stores that are sold out or stores that have inventory and no sales yet.

Forecastmaster.net

Item Planner		The must-have tool for planners who need to consistently monitor sales, inventory and profitability of their retail programs. Plans can be based on history, seasonality, promotional cadence and profitability requirements. Ladder Plan revises projected plan based on actual trends.
Rolling Forecast		Offers a multitude of methodologies, business rules and parameters to help determine the sales potential and inventory needed to meet that potential. Maintains seasonal profiles (sales curves) and integrates wholesale inventory from ERP systems with POS data to increase accuracy.
Store Allocation		Calculates the need for re-orders by store using sales curves or average weekly sales/target weeks on hand. Parameters include pack size, fixture fill and weeks on hand coverage.