

the Retail Score

Introduction for Microsoft partners





the Retail Score | Why Use TRS

Creating an information & insights driven organisation....

Single Version
of the truth

Automatic
Refreshes



theRetailScore.com

One Central
Location

KPI's that
deliver results

E-mail
Blog
Blog



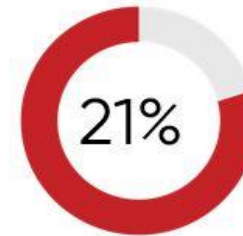
the Retail Score | 100% Retail Focused

We understand Retail

Delivering the right metrics for your business



Sell thru of current season inventory



Baskets with a "Big Ticket" Item



Sales vs Board Budget



the Retail Score || Client profile

Our clients...

- ✓ Place critical importance on data
- ✓ Silo's of information across the business
- ✓ No source of truth
- ✓ Issues with efficiency
- ✓ Managing growth OR change
- ✓ Resources that can take ownership
- ✓ Long-term journey



the Retail Score | Where is the ROI?

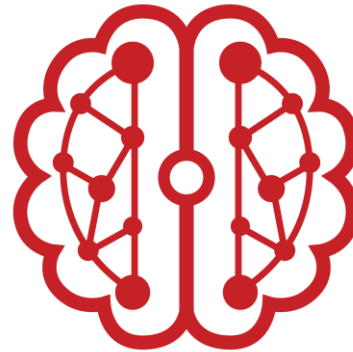
Empower your teams to do a better job



Efficiency

Give **time** back to your team

- Automate reporting
- Less manual data input
- Less duplication of effort
- Single version of the truth



Insights

Identify **opportunities/issues** to

- Maximise Sales
- Maximise GP
- Maximise Stock Efficiency
- Retain Customers
- Lower Cost to Serve



Actions

- Better financial management
- Better planning/buying
- Better store ops
- Better marketing
- Better customer relations
- Better fulfilment



the Retail Score | It starts with your ERP data

Dimension Extracts From ERP

- Products
- Locations + Originating Locations
- Members (Retail Customers)
- Customers (orders)
- Purchase Orders
- Production Orders
- Order Details
- Salesperson

TRS uses this data to.....

Structure your reporting

Measure Extracts From ERP

- Sales, COGS, Discounts
- Demand and Fulfilled versions of all sales facts
- Markdown/Full Price
- Sales to budgets
- Order values – Ordered and Invoiced
- Returns
- Retail Sales Payments
- Current inventory
- Stock History (Derived)
- Receipts, Goods in Transit and more...

TRS uses this data to.....

Calculate 100's of derived measures and KPI's

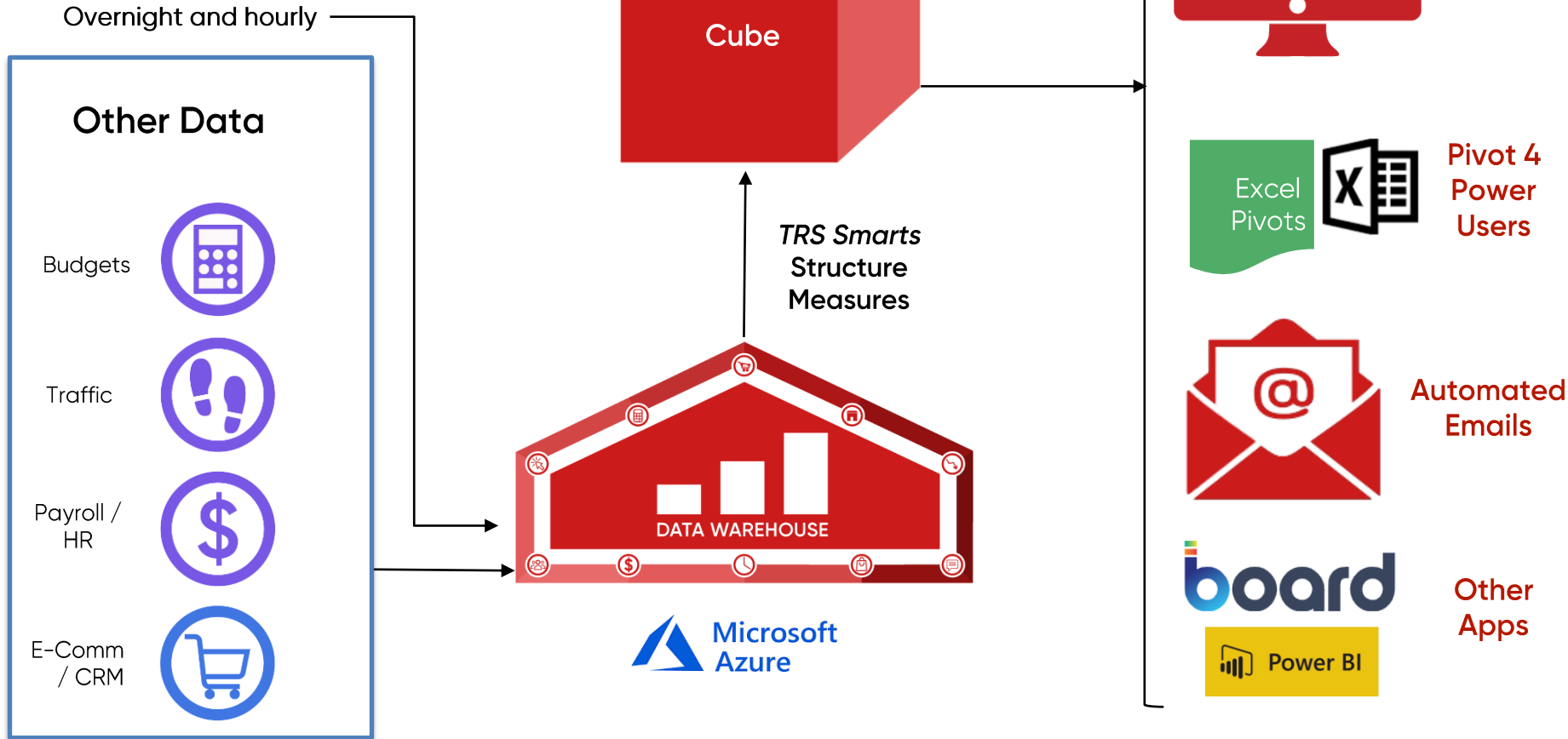


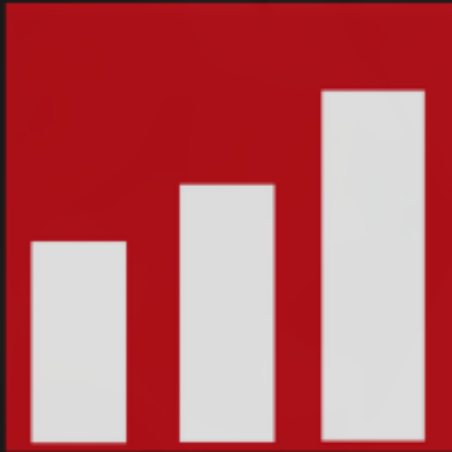
the Retail Score | Platform

Your ERP Data



TRS Reporting & Analysis





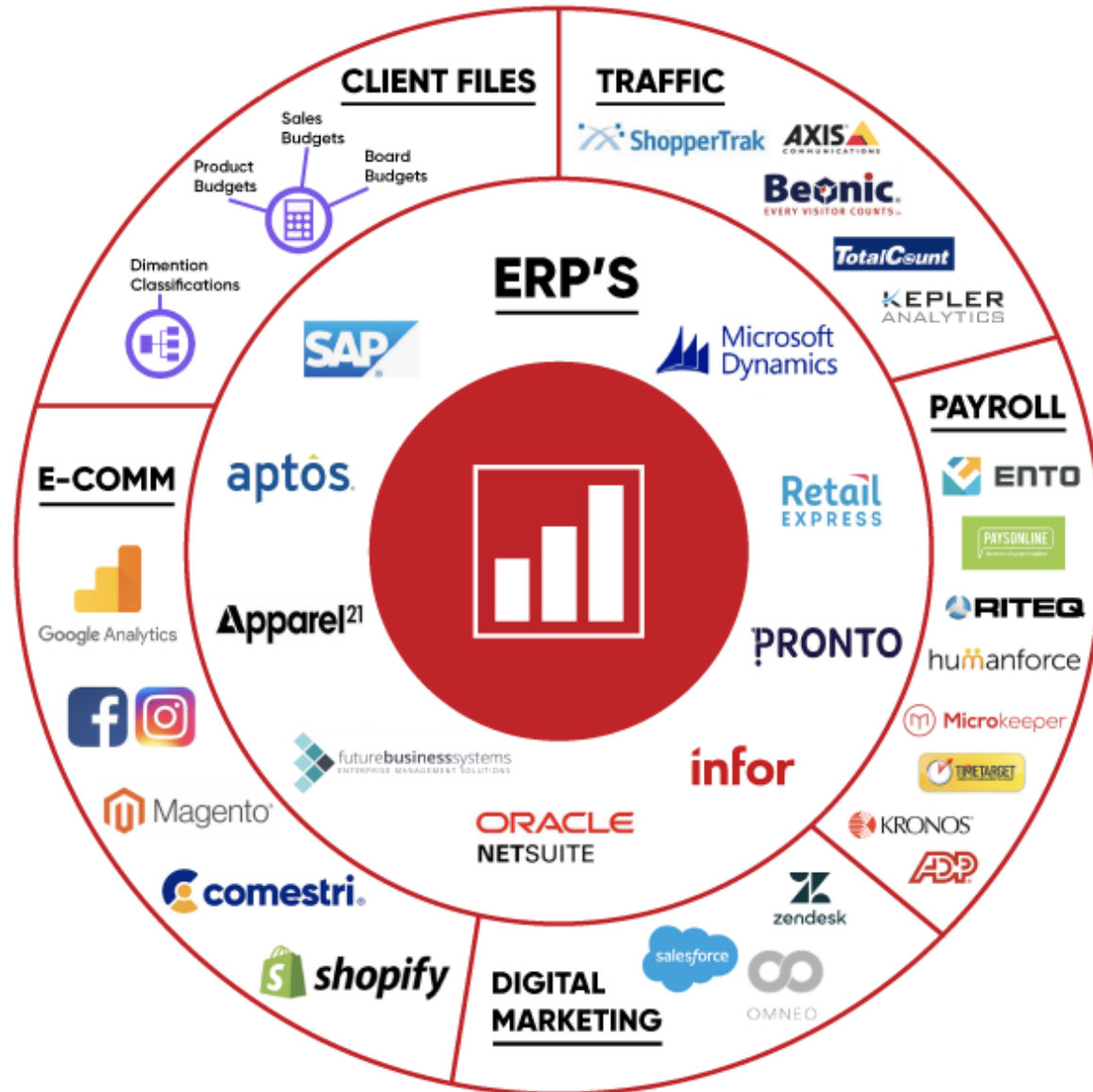
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Ecosystem



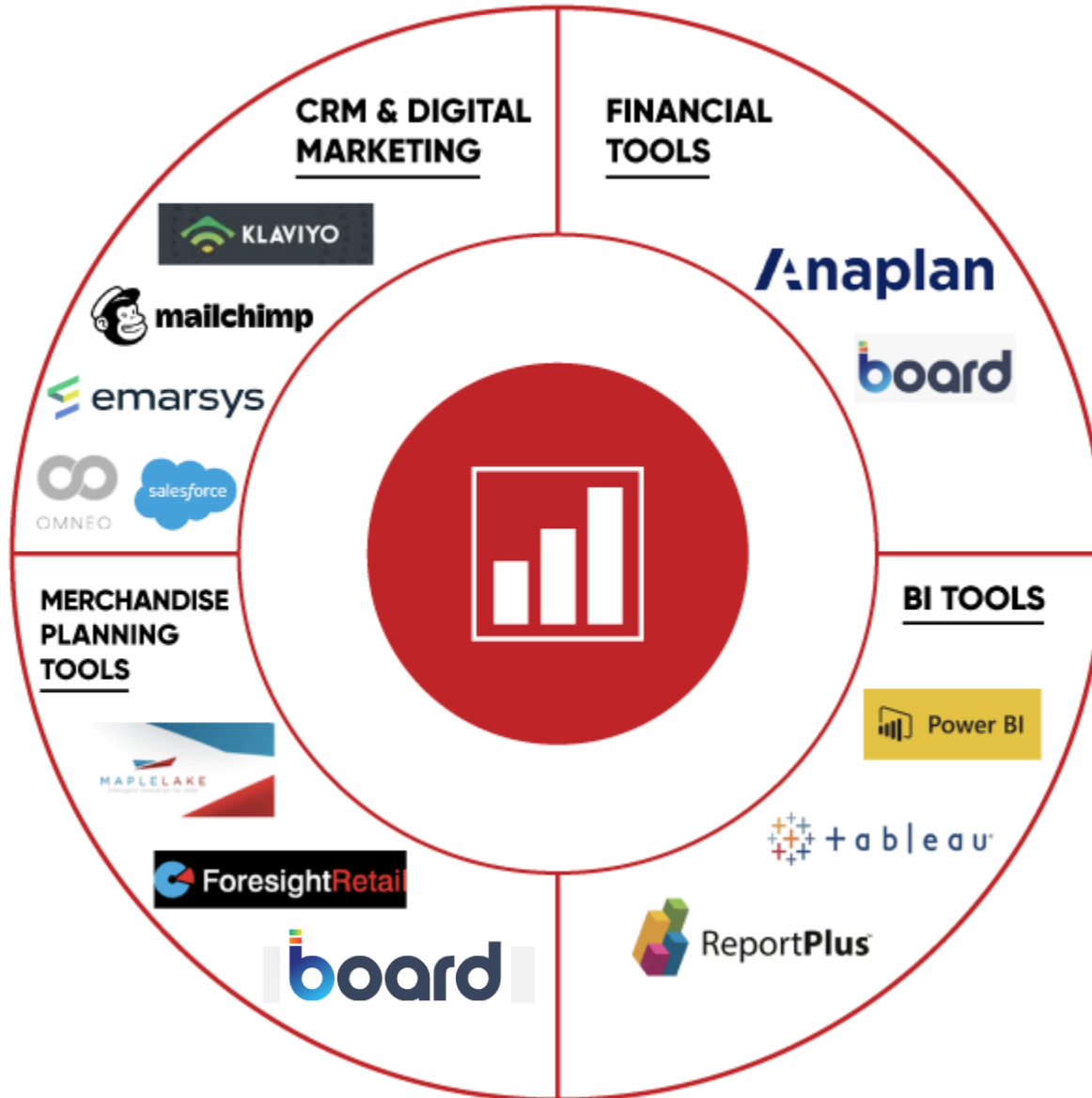


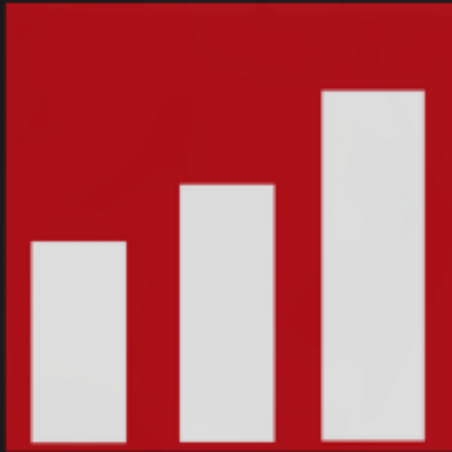
the Retail Score | Ecosystem - Inbound





the Retail Score | Ecosystem - Outbound





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Product Insights





the Retail Score | TRS Platform

Your retail insights portal



Secure

Branded for you

Single Source Truth

First place to go

Retail Fundamentals

KPI to scorecards

Any device, any time

All decision makers

Resource pages

Collaborate

Your first destination for results

Analysis Modules* = General Ledger, Time and Attendance, Traffic Counters, Digital Marketing, Purchasing ...

Fundamentals** = Hourly refresh, access to a library of retail fundamental reports including Sales v Budget, Inventory, Customer, Channel etc



the Retail Score | PIVOT4POWERUSERS

Pivot4Powerusers unlocks all your data for your Power Users to do what they do best, in an environment they know!

Row Labels	Sales \$	GP %	Store Sales to Budget %	Current Book Cost	Sales \$	GP %	Store Sales to Budget %	Current Book Cost
- Concessions								
DJs Adelaide	1,392	72%	547.9%	92,486	1,392	72%	547.9%	92,486
DJs Bondi	1,203	75%		92,597	1,203	75%		92,597
DJs Carindale	737	71%	49.6%	81,974	737	71%	49.6%	81,974
DJs Chadstone	949	68%	65.7%	133,550	949	68%	65.7%	133,550
DJs Melbourne	617	54%	54.9%	89,846	617	54%	54.9%	89,846
DJs Sydney	4,200	69%	179.5%	143,884	4,200	69%	179.5%	143,884
- Free Standing Stores								
Canberra	6,180	67%	196.9%	128,105	6,180	67%	196.9%	128,105
Chadstone	770	67%	90.2%	82,751	770	67%	90.2%	82,751
Chapel Street	1,432	66%	68.7%	107,688	1,432	66%	68.7%	107,688
Chatswood	3,910	55%	203.4%	101,801	3,910	55%	203.4%	101,801
Claremont	4,567	69%	367.5%	86,197	4,567	69%	367.5%	86,197
Collins Street	3,176	70%	138.6%	129,497	3,176	70%	138.6%	129,497
Emporium				87,064				87,064
Indooroopilly	1,817	53%	73.1%	94,903	1,817	53%	73.1%	94,903
Macquarie Centre	2,790	67%	222.0%	116,767	2,790	67%	222.0%	116,767
Melbourne				85,914				85,914
Miranda	1,334	65%	91.9%	102,925	1,334	65%	91.9%	102,925
Paddington	4,480	67%	289.3%	159,507	4,480	67%	289.3%	159,507
Parramatta	4,390	64%	339.5%	155,594	4,390	64%	339.5%	155,594
Perth CBD	1,089	75%	129.0%	100,085	1,089	75%	129.0%	100,085
Robina	794	43%	35.7%	98,362	794	43%	35.7%	98,362

Where they can access all dimensions of their data and 000's of measures

The first screenshot shows a list of dimensions including Alterations, Current Stock Levels, Current Stock Levels (DTS), Current Stock Levels (Other), Documentation (Dimensions and Facts), Gift Vouchers, Goods In Transit, Laybys, Location Analysis, Location SQM, Locations Open, Mail Order, Marketing Campaign Sales, and Marketing Send Events.

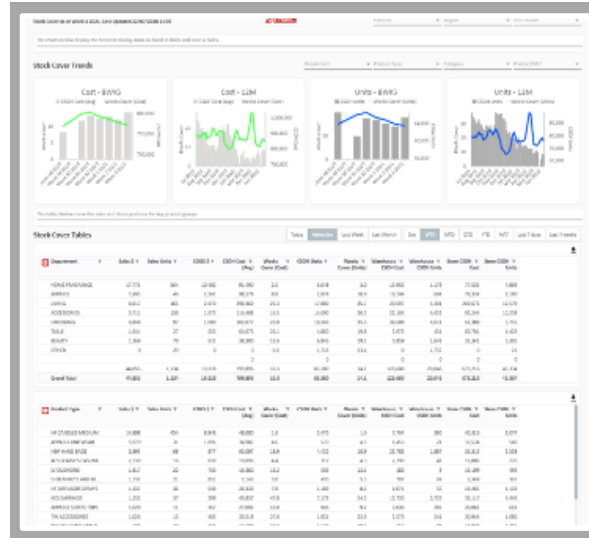
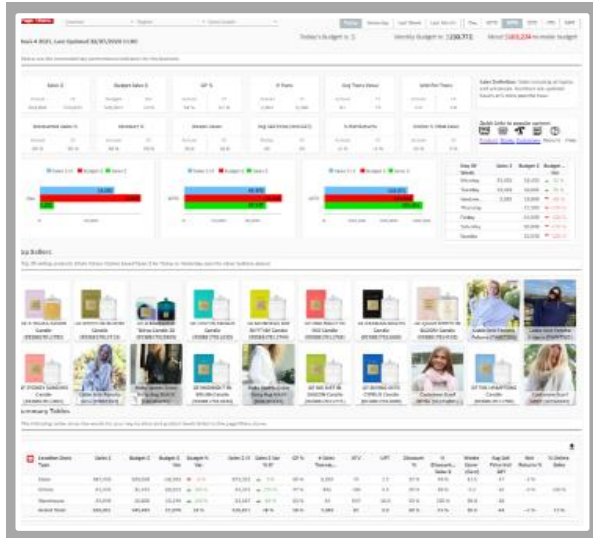
The second screenshot shows a list of measures including Model Stock, Order Tracker, Payroll, Portal Data, Price History, Production Orders (Beta), Promo Vouchers, Purchase Orders, Rate Of Sale Setup, Receipts, Replenishment Min and Max, Retail Customer Analysis, Retail Sales, and Retail Sales (Other).

The third screenshot shows a list of measures including Retail Sales Payments, Sales Orders and Invoices, Stock, Stock (DTS), Stock (Other), Stock Adjustments, Stock On Order (Approved), Store Stock Capacity, SWOT Break Even, SWOT Rate of Sale, Time and Attendance, Weekly Maple Lake (Group-Dept), Weekly Product Budgets, Weekly Store Budgets, and Weekly Store Budgets (No Actuals).



the Retail Score | TRS Platform

Out of the Box Content and Analyses – Personalised to your business



Dashboards

- Customised by User Type
- Broad range of data visualisations
- Supports multi-brand clients

Insights

- Business Issue Focused
- Library of 30+ core analyses for sales and stock
- Data Source specific modules including GL, Payroll and Traffic

Product Gallery

- Links analytics to image library
- Provides a visual on products and their performance
- Can apply *analysis filters* to drive exception reporting



Lets chat....