

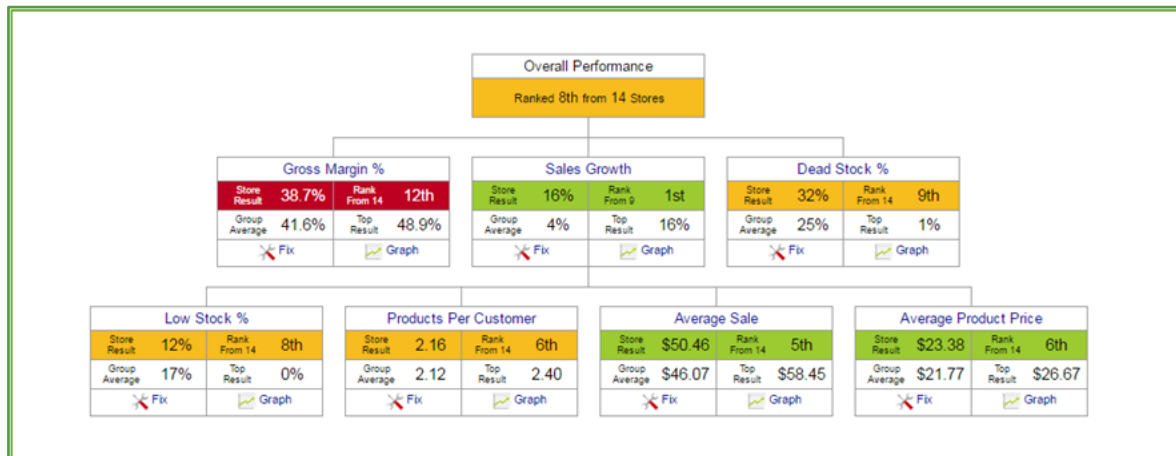


rpmretail

The Scoreboard

The Scoreboard shows your ranked position for the **last 30 Days** against seven KPIs vs the rest of the group. Green = above average. Red = below average.

- **Graph:** "Graph" option shows the 90-day trend of your KPI vs the Group Average.
- **Fix Wizard:** "Fix" allows you to browse through RPM generated suggestions which can help you manage your inventory and maximise sales revenue. Click "Next" to see the suggestions.



KPI Definitions:

- **Gross margin %:** The portion of sales that is your profit margin.
- **Sales Growth:** The change in sales this year compared with the **same 30 days last year**.
- **Dead Stock %:** The portion of stock that has not sold for a number of days at your store.
- **Low Stock %:** The portion of stock that needs to be ordered to bring stock levels up to a buffer level of 30 Days Cover.
- **Products Per Customer:** Number of different products in a single sale to each customer.
- **Average Sale:** The total value spent by your average customer.
- **Average Product Price:** The average value of each different product sold.

RPM is secure and confidential – no other store can see your results.

Just login – and view your up-to-date reports from anywhere!

