Data Analytics Checklist:
How to Maximize Your Growth, Profits & Success

You've probably heard the old maxim that the global retail industry is "data rich and knowledge poor." Are you and your team analyzing and managing data to generate the timely, actionable insights that drive dramatically improved productivity and revenue outcomes?

Use our Data Analytics Checklist to determine if you're a *Data Analytics Leader* or *Laggard*.

YES	NO	
		Are you able to identify strategic revenue opportunities through year-on-year trend analysis of up-to-date KPIs — sales in-store and warehouse (DC), inventory and rate-of-sale?
		Do you optimize sales and inventory on-the-fly with a granular, weekly report to quickly identify opportunities or problems as they occur?
		Can you maximize on-shelf availability by identifying and quantifying gaps (distribution voids) on the shelf?
		Do you minimize store compliance issues by quickly identifying which stores are out-of-stock, low on stock or selling outside a target price; using a store or item exception list to drive targeted, corrective actions?
		Are you able to maximize ROI for upcoming events by isolating and evaluating pre/during/post promotion to determine overall effectiveness?
		Can you monitor new product performance against KPIs such as sales, inventory, orders percent stores scanned, in-stock percent, and then benchmark new products against the new item set and the existing portfolio?
		Do you capitalize on new items by pinpointing areas of concern — stores yet to scan, stores with low stock or stores reporting initial sales that have now stopped — with store/item exceptions based on key KPIs?
		Are you able to optimize item exit strategy by having visibility of discontinued item inventory and rate-of-sale to predict possible surplus supply after a user-defined date?
		Do you minimize costs by eliminating avoidable expenses caused by mark-downs, returns or stock shifts through the identification and reduction of excess inventory?
		Can you optimize future events by analyzing previous seasonal events to determine inventory requirements, distribution timeframes, and where losses occurred due to product mark-downs?

To learn more about optimizing your data resources and zeroing in on the insights and actions that will increase productivity and sales, while driving down costs, **click here** or visit **www.retailsolutions.com.**