

## KPI Tracking Favourite Set Up Instructions

### Top 10 Watering and Top 5 Plumbing Products

This report will provide you with an automatic weekly report showing the **combined performance Top 10 Watering and combined performance of Top 5 Plumbing Products.**

Use this information to **track performance of your top lines and ensure you are achieving KPIs.**

The key lines to be monitored are:

#### Watering Top 10

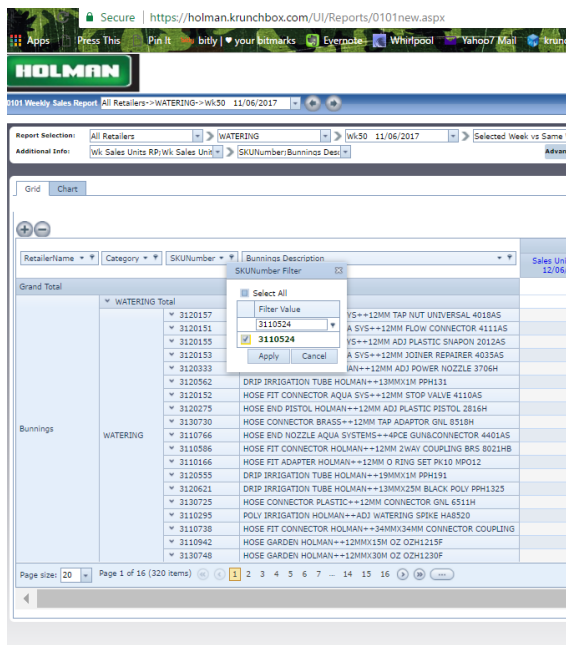
3110524	HOSE REEL RETRACTABLE HOLMAN++20M W/SPRAY GUN 1120H
3110525	HOSE REEL RETRACTABLE HOLMAN++30M W/SPRAY GUN 1130H
3115383	SPRINKLER HOSE END HOLMAN++17 HOLE OSCILLATING 2865H
3120650	HOSE END TRIGGER GUN HOLMAN++12MM TWIN GUN SET 2112H
3120816	TAP TIMER MECHANICAL HOLMAN++EASY TO USE 2 DIAL CO1601
3120720	SOAKER HOSE HOLMAN++20M FITTED GHS20F
3120621	DRIP IRRIGATION TUBE HOLMAN++13MMX25M BLACK POLY PPH1325
3120622	DRIP IRRIGATION TUBE HOLMAN++19MMX25M BLACK POLY PPH1925
3110674	SPRINKLER HOSE END HOLMAN++12MM PURPLE DOME SH2200RCW
3120717	MISTING KIT HOLMAN++MIST SYSTEM MK21013

#### Plumbing Top 5

4770306	PIPE STORMWATER UPVC HOLMAN++90MM 6M SWP90
4770094	PIPE STORMWATER UPVC HOLMAN++90MM 3M SWP903
4750197	STORM PVC COUPLING SLIP HOLMAN++90MM SWF0320
4770093	PIPE STORMWATER UPVC HOLMAN++90MM 1M SWP901
4770310	STORM PVC ELBOW F&F HOLMAN++90MM 90DEG SWF0470

For this example, I will be setting up a favourite for the top 10 Watering products in Tara Duck's region.

1. Open krunchbox. Select Reports – Weekly Sales.
2. Select Parameters:
  - a. All Retailers
  - b. Category = Watering and Plumbing
  - c. Current Week (Wk 4 for this example)
  - d. Selected Week vs Same Week Last Year
  - e. All Replenishment Types
  - f. All Status
  - g. Additional Info: Sales Units BP, Sales Units RP, Sales Units AVE, Sales \$ excl tax BP, Sales \$ excl tax RP, Closing SOH Units BP, Store Weeks Stock on Hand
  - h. Further additional info: > select “SKU Number” and “Bunnings Description”
  - i. Advanced Filter: Store – SalesRep > Tara Duck PBA
    - i. **VARIATION** Depending on your level of access, you may choose to use the Advanced Filter by StoreName and select all the stores that you want to monitor.
3. Press Krunch
4. We will now isolate our focus product. Click on the **little filter icon** next to the SKUNumber heading.



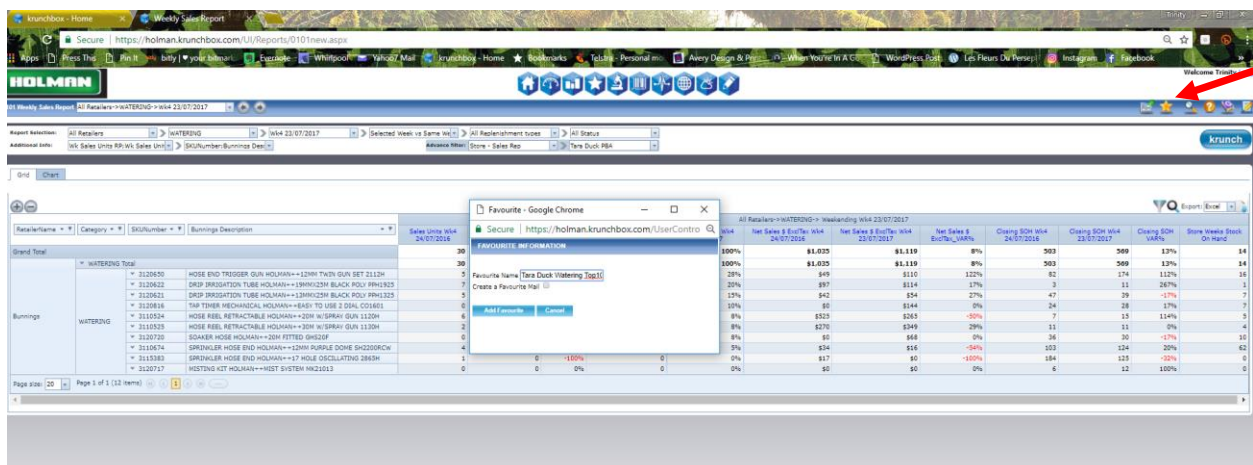
5. Deselect all.
6. Type in the **fineline** for the product you want.
7. Select it using the checkbox.
8. Repeat for the remaining finelines so you have your **Top 10 Products** checked.
9. Click “Apply”
10. Your report will Krunch automatically and update. Your screen will now look like the below:

Report Selection: All Reports | WATERING | Wk4 23/07/2017 | Selected Week vs Same Wk4 | All Replenishment types | All Status

Additional Info: Wk Sales Units RP/Wk Sales Units | SKU Number: Running Desc | Advance Filter: Store - Sales Rep | Take Duct PSA

Category	SKU Number	Bunnings Description	Sales Units Wk4 24/07/2016	Sales Units Wk4 23/07/2017	Sales Units Wk4 23/07/2017	Sales Price Avg Wk4 23/07/2017	Share of Sales Wk4 23/07/2017	Net Sales 8 Euc/Wk Wk4 24/07/2016	Net Sales 8 Euc/Wk Wk4 23/07/2017	Net Sales 8 Euc/Wk Wk4 23/07/2017	Closing Stock Wk4 24/07/2016	Closing Stock Wk4 23/07/2017	Closing Stock Wk4 23/07/2017	Store Weekly Stock On Hand
Grand Total			30	40	33%	40	100%	\$1,035	\$1,139	8%	503	569	13%	14
WATERING			30	40	33%	40	100%	\$1,035	\$1,139	8%	503	569	13%	14
WATERING	3120630	HOSE END TRIGGER GUN HOLMAN--12MM TWIN GUN SET 2112H	3	11	120%	11	28%	\$49	\$110	122%	82	174	112%	16
WATERING	3120622	DROP IRRIGATION TUBE HOLMAN--19MM/25MM BLACK POLY PPW1925	7	8	14%	8	20%	\$97	\$114	17%	3	11	267%	1
WATERING	3120621	DROP IRRIGATION TUBE HOLMAN--19MM/25MM BLACK POLY PPW1925	5	6	20%	6	17%	\$42	\$54	27%	47	29	-17%	7
WATERING	3120618	TAP TIE MECHANICAL HOLMAN--E45T TO USE 2 DIAL C014601	0	4	0%	4	10%	\$0	\$144	0%	24	28	17%	7
WATERING	3115524	HOSE REEL RETRACTABLE HOLMAN--20M W/SPRAY GUN 1130H	6	3	-50%	3	8%	\$553	\$265	-52%	7	15	114%	5
WATERING	3115523	HOSE REEL RETRACTABLE HOLMAN--20M W/SPRAY GUN 1130H	2	3	50%	3	8%	\$270	\$249	-8%	11	11	0%	4
WATERING	3120720	SOAKER HOSE HOLMAN--20M FITTED SH20P	0	3	0%	3	8%	\$0	\$68	0%	26	30	-17%	10
WATERING	3115674	SPRINKLER HOSE END HOLMAN--12MM PURPLE DOME SH220PCH	4	2	-50%	2	5%	\$54	\$16	-74%	103	124	20%	62
WATERING	3115583	SPRINKLER HOSE END HOLMAN--12 HOSE OSCILLATING 285SH	1	0	-100%	0	0%	\$17	\$0	-100%	184	125	-32%	0
WATERING	3120717	MISTING KIT HOLMAN--MIST SYSTEM W12013	0	0	0%	0	0%	\$0	\$0	0%	6	12	100%	0

11. You can see each of your products down the column to the left, with a total along the top row.
12. Now we are going to save this report and have it sent to us as an updated version each week with new sales data. Click **the little gold star** at the top right of your screen to create a favourite.
13. Name your favourite in the little pop up window that appears. Click **the checkbox** to set up an email.



14. To sort by store, right click "watering" in the table and select "Show me Store". See below:

Once it Krunches it will look like the below:

15. Repeat for plumbing Top 5. Your plumbing report will look like the below:

16. Great job! You will now receive emails from Krunchbox each Monday with updated reports. Insert the information into your KPI tracking sheets weekly.