RETAILERS

A SESSION FOR YOU...

Tom Bevan – Presales Manager
Matt Dredge – Director
Graham Tobin – Solution Architect

AGENDA

- Retail Team
- LS Retail Update
- TNP Retail Innovation
- Reporting and Analytics
- Q&A

NEW RETAIL TEAM

LS RETAIL UPDATE

- Platform – SaaS more viable
- New LS Functionality
  - Scanpaygo
  - WebPOS / Mobile

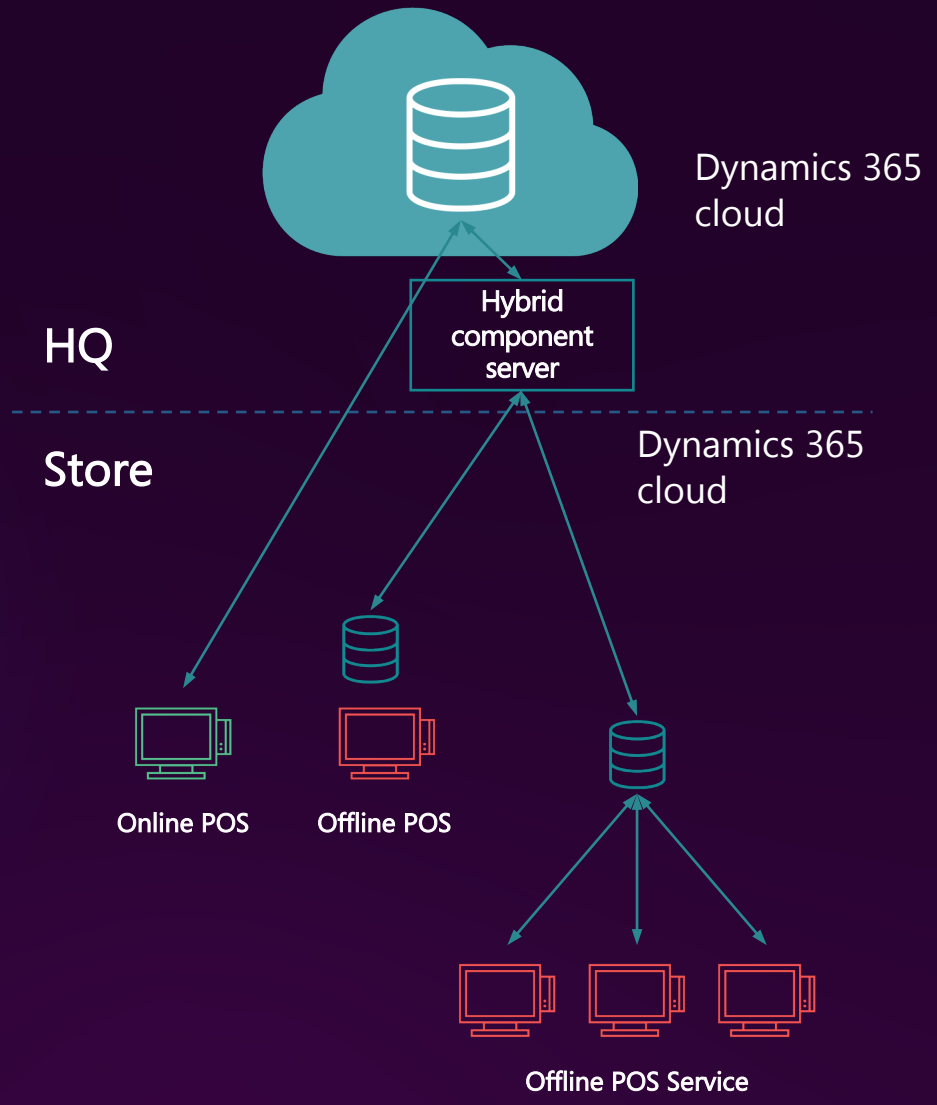
SAAS TECHNICAL UPDATE

LS Retail

We make business easy

SAAS REPLICATION

DATA DIRECTOR TECHNOLOGY YOU KNOW WITH WEB SERVICES



EFFICIENT TROUBLESHOOTING

Telemetry

Page Inspector

Snapshot debugger

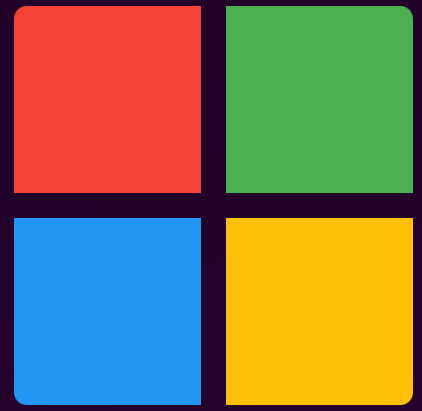
VS Code AL Profiler

VS Code AL Debugger

\+

In-client Performance Profiler

UNIVERSAL CODE INITIATIVE

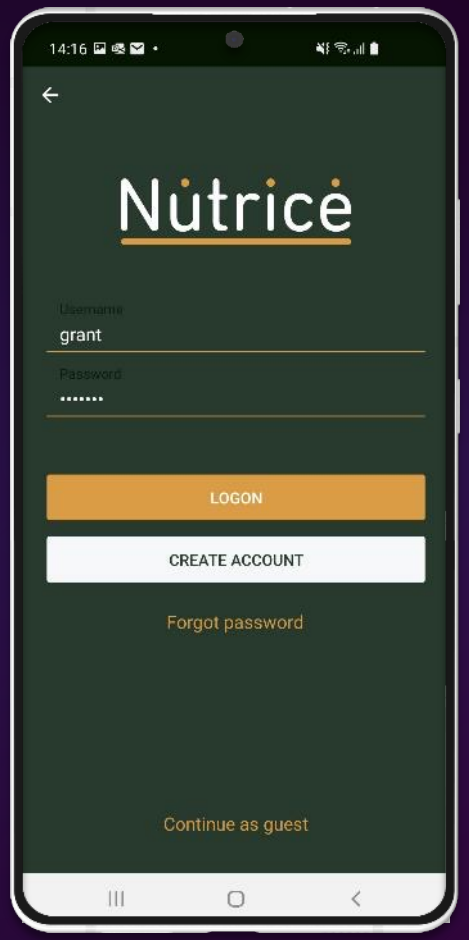


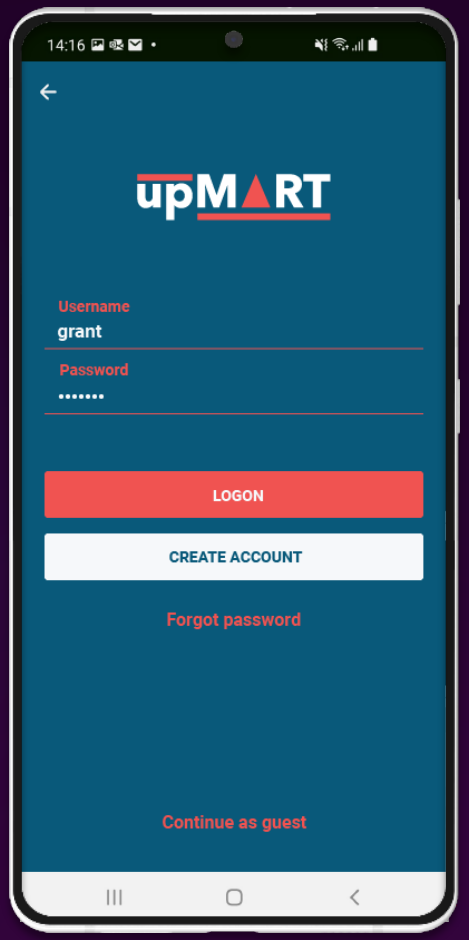
LS Central will be Compliant by 1st of September 2022

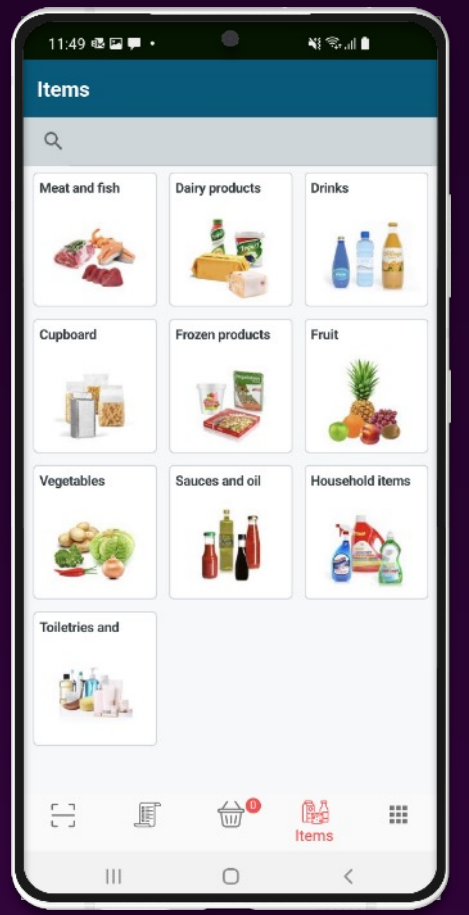
SCANPAYGO

Completed
Nutrice
Thank you!
Purchase confirmed
A receipt has been sent to your email address.
Receipt can be viewed in the transaction history
DONE
Stores
FIND STORE
Nutrice
LOGIN
CREATE ACCOUNT
Forgot password
Continue as guest
25%

THE SCANPAYGO APP





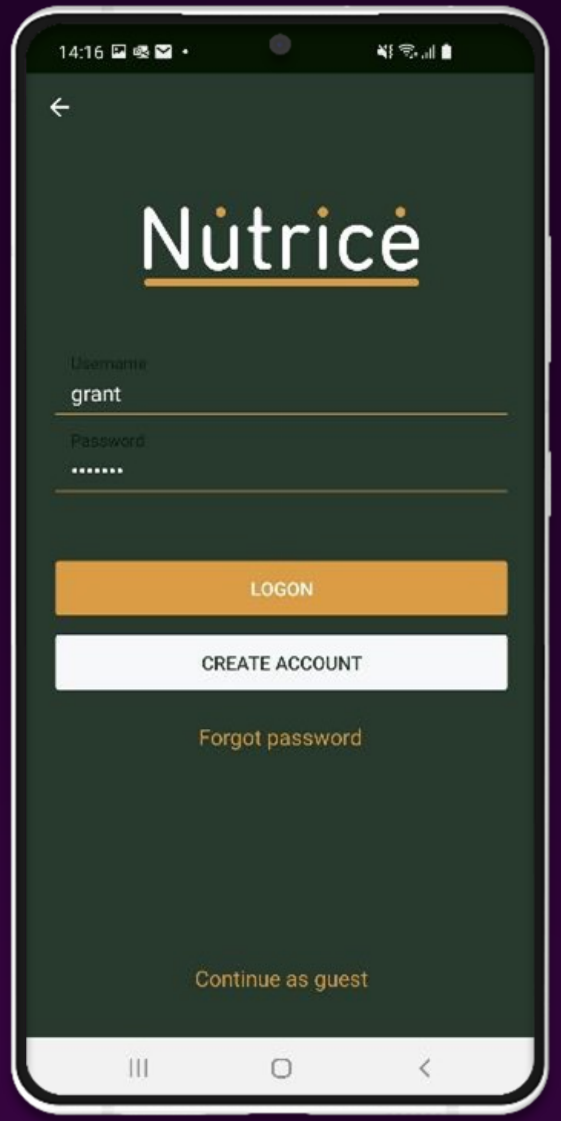


SCANPAYGO FEATURES

- Build Shopping basket on the go
- Pay in the ScanPayGo app or at POS
- Create and shopping lists
- Find stores on a map and look up their opening hours
- View offers and promotions
- View previous purchases

SCANPAYGO

- Status of their loyalty points
- Previous purchases
- Store's offers
- Store list and store's information
- Item list
- Easy item search
- Their shopping lists



SCANPAYGO

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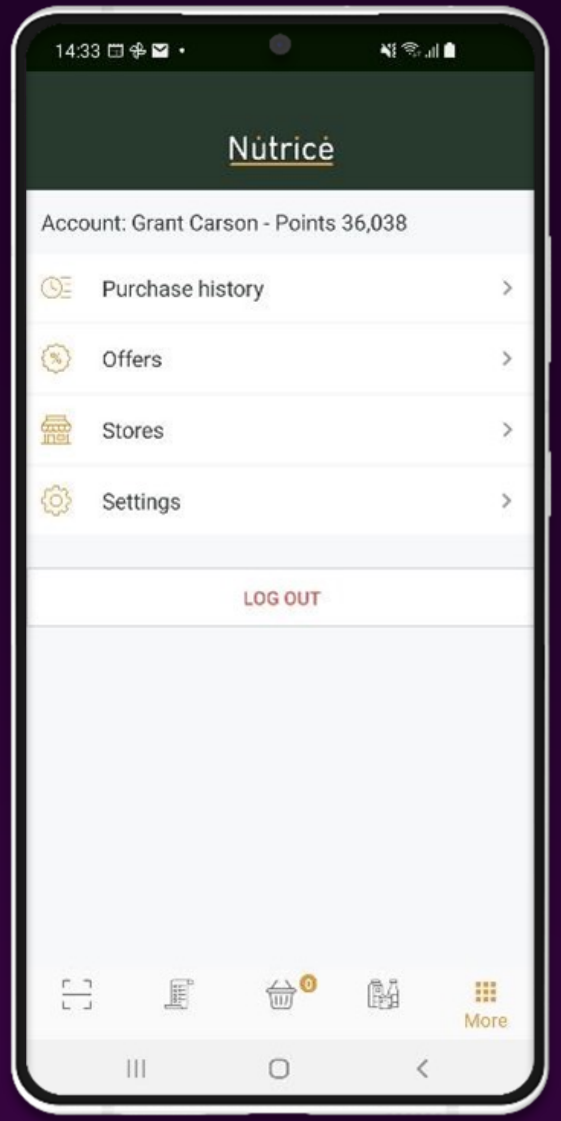

SCANPAYGO

- The app can detect the store
- The shopper can select the store they are in
- The shopper scans the items he is buying into his basket
- The shopper puts the items straight into his shopping bag in his cart

SCANPAYGO

- The app can detect the store
- The shopper can select the store they are in
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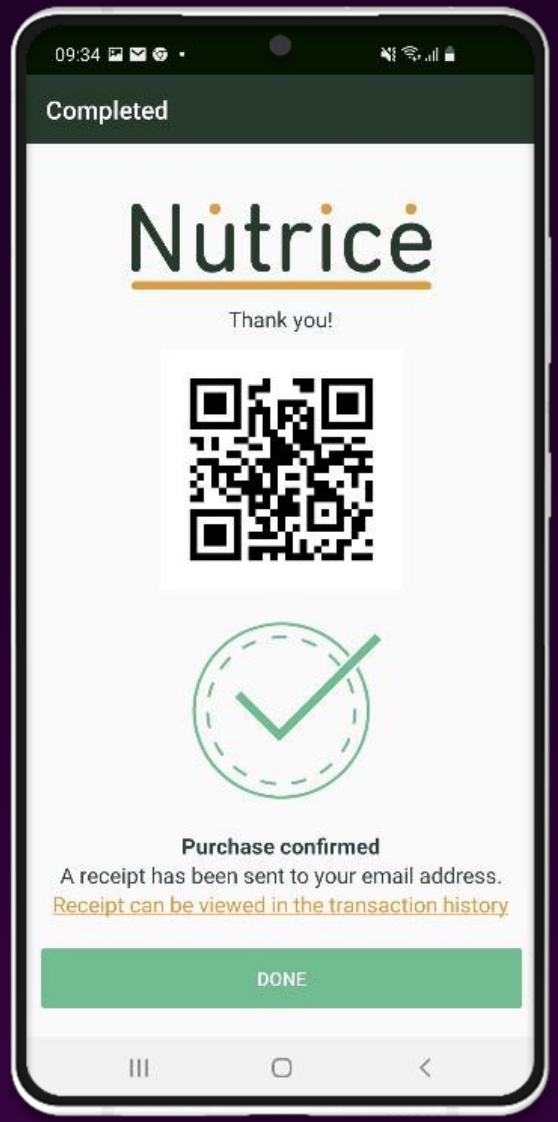
- The shopper puts the items straight into his shopping bag in his cart

SCANPAYGO

- Pay at the self-service POS

SCANPAYGO

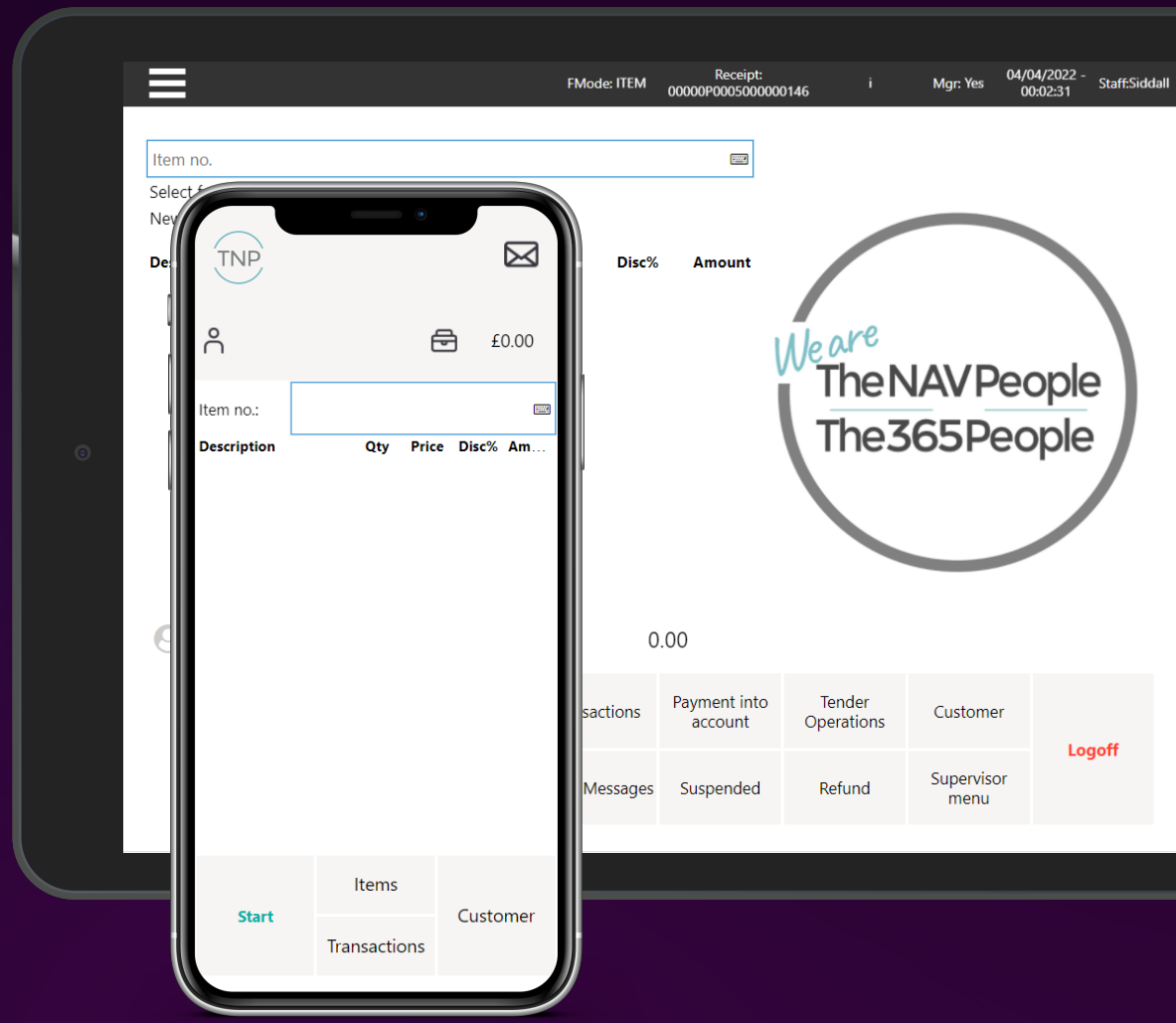
- Pay in app with card or loyalty points



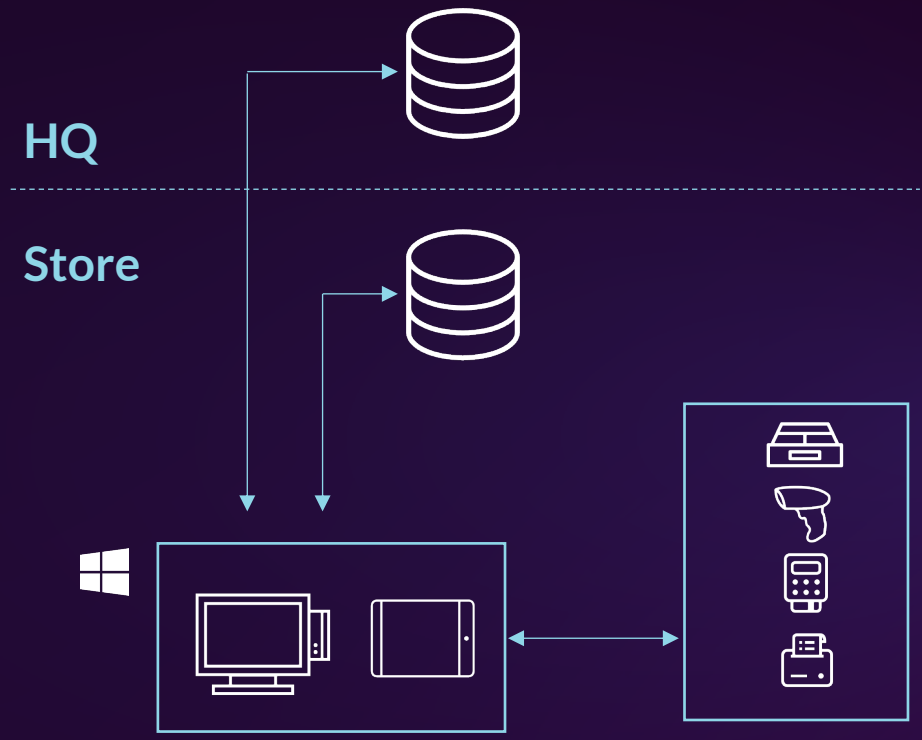
iBEACONS – INSTORE

- The app auto-detects the store the user is in
- Using iBeacons in shelfs/aisles
- The app automatically pops-up with offers related to products for the shelf/aisle the loyalty customer is next to

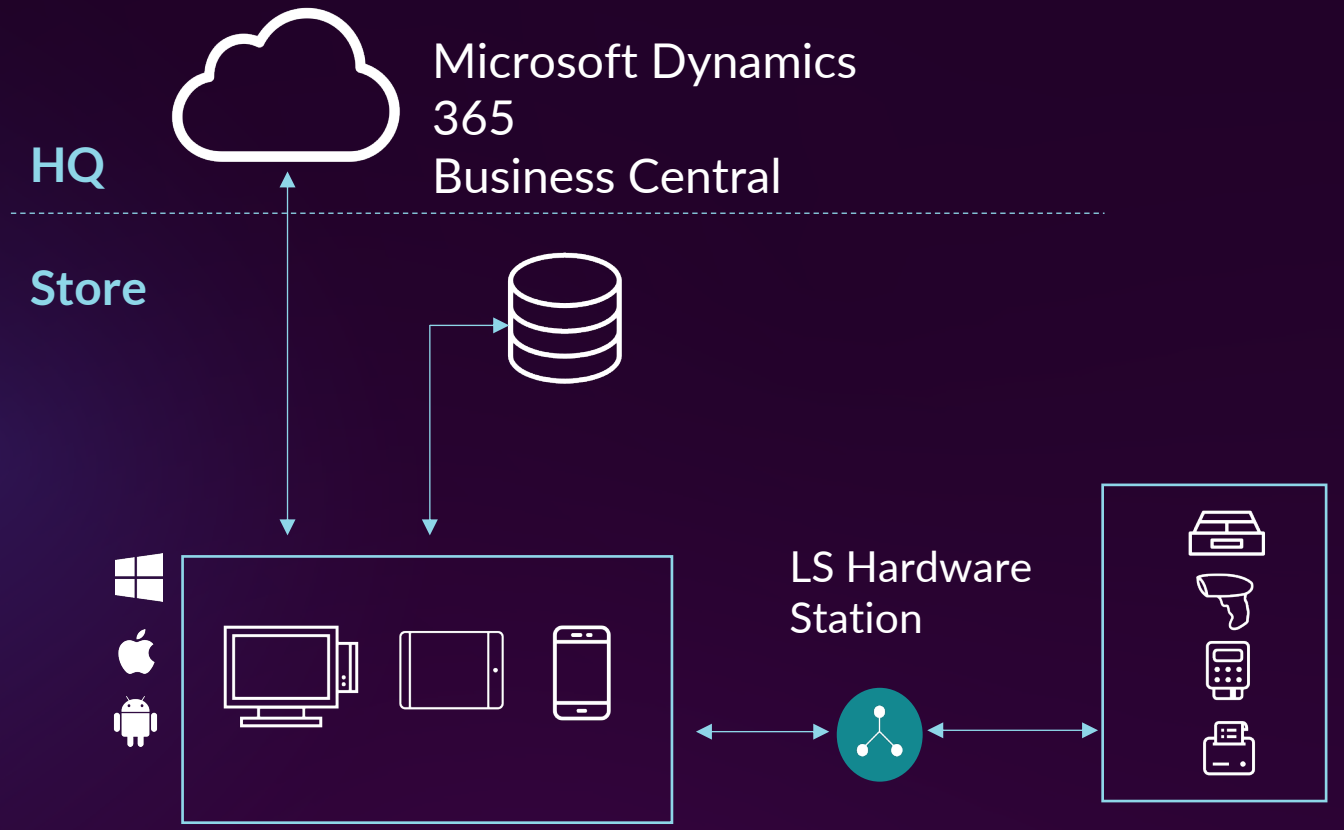
WEB POS & MOBILE POS



FROM WINDOWSPOS TO WEBPOS



- Windows application, stationary/tablet
- C/AL, can use .DLLs
- Directly connects peripherals

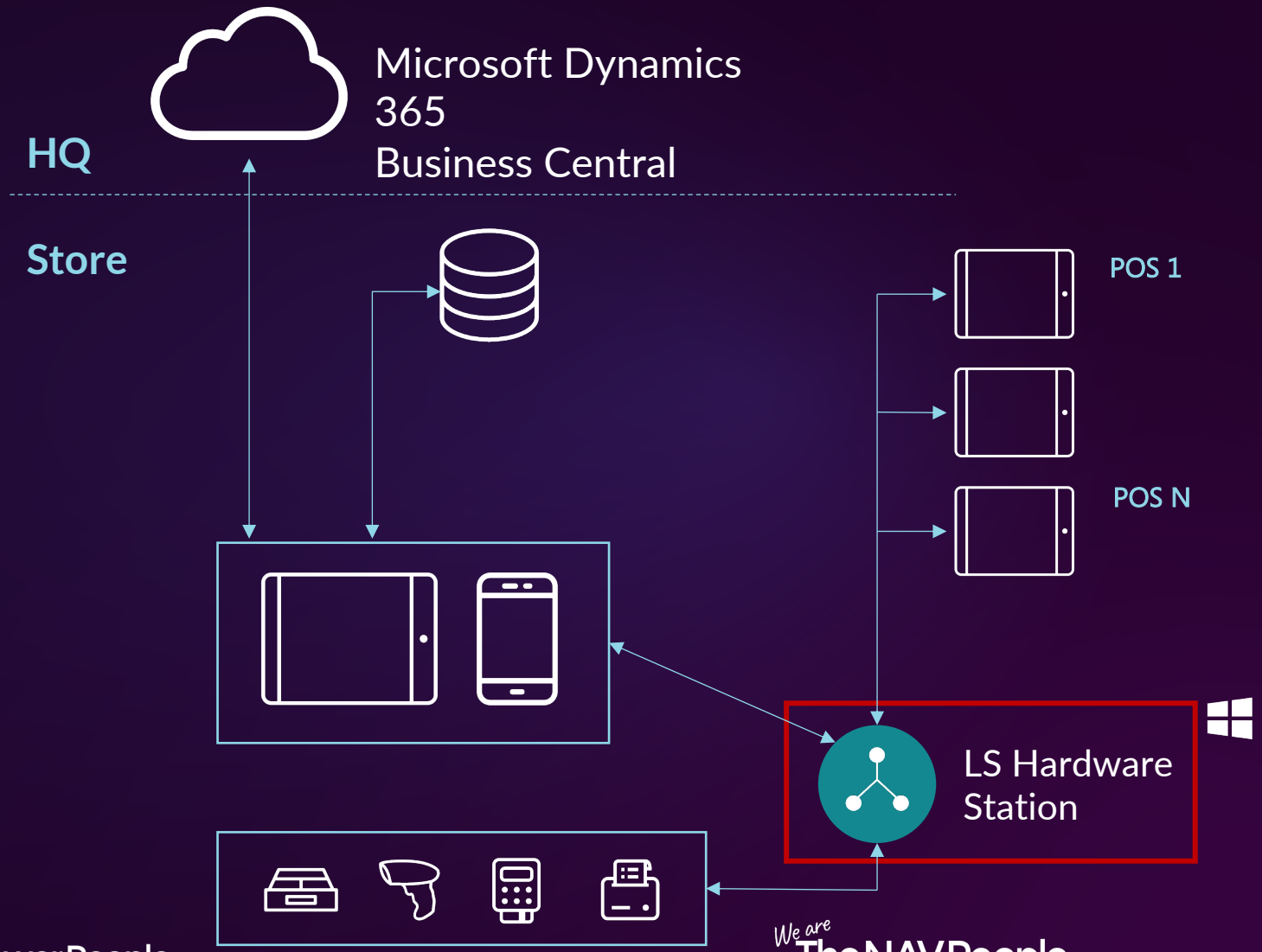


- Browser, OS independent, stationary/tablet/mobile
- AL, no DLLs
- Connect peripherals thru HW station or LS Central AppShell

LC CENTRAL APPSHELL

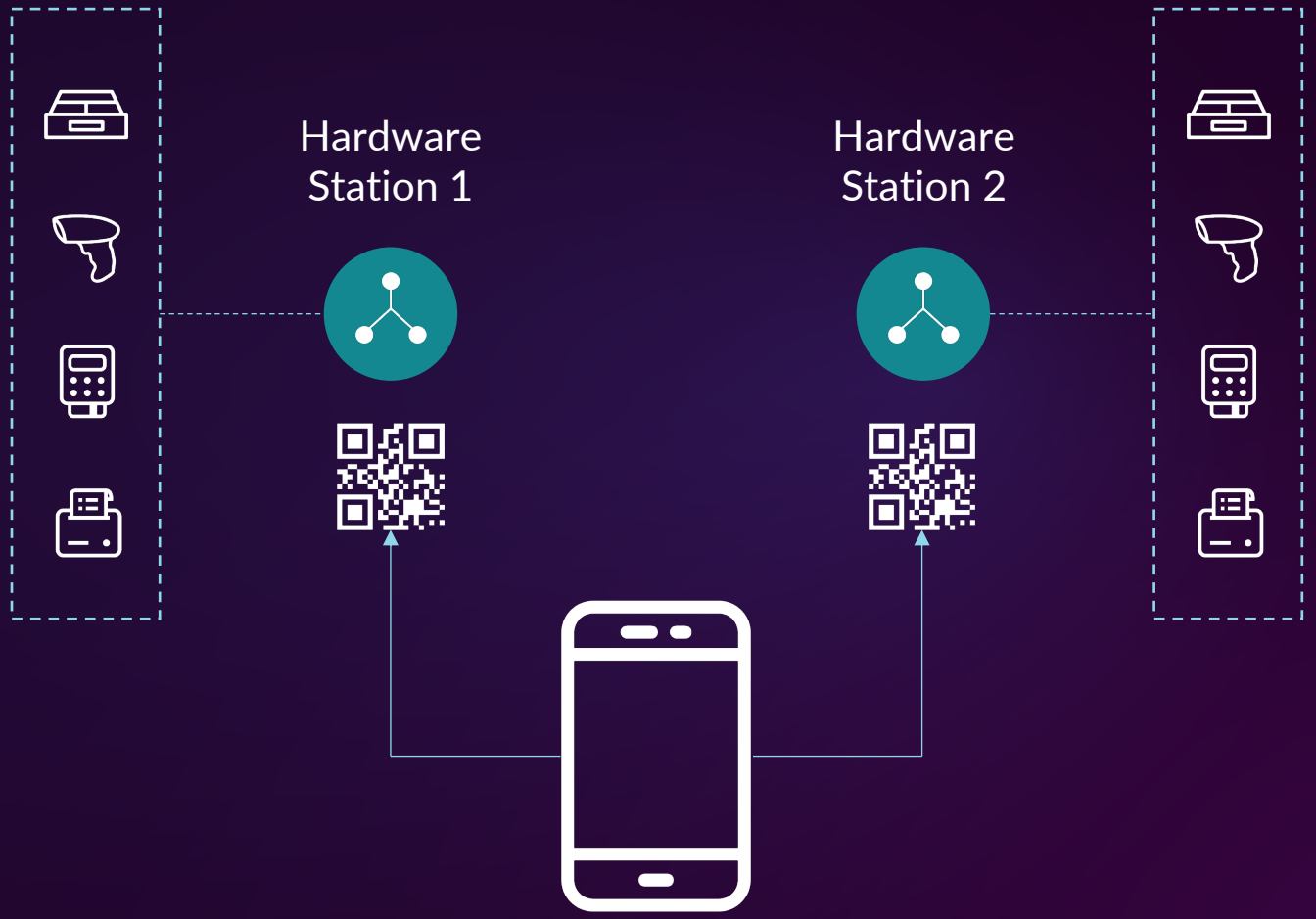
- App to run POS on a device in a controlled way
- Gives POS direct access to peripherals
  - Printers
  - LS Pay connected EFT device
  - Camera built into a mobile device to scan
- Pheripheral can be:
  - Built-into the device
  - Bluetooth / WiFi / network

LS HARDWARE STATION



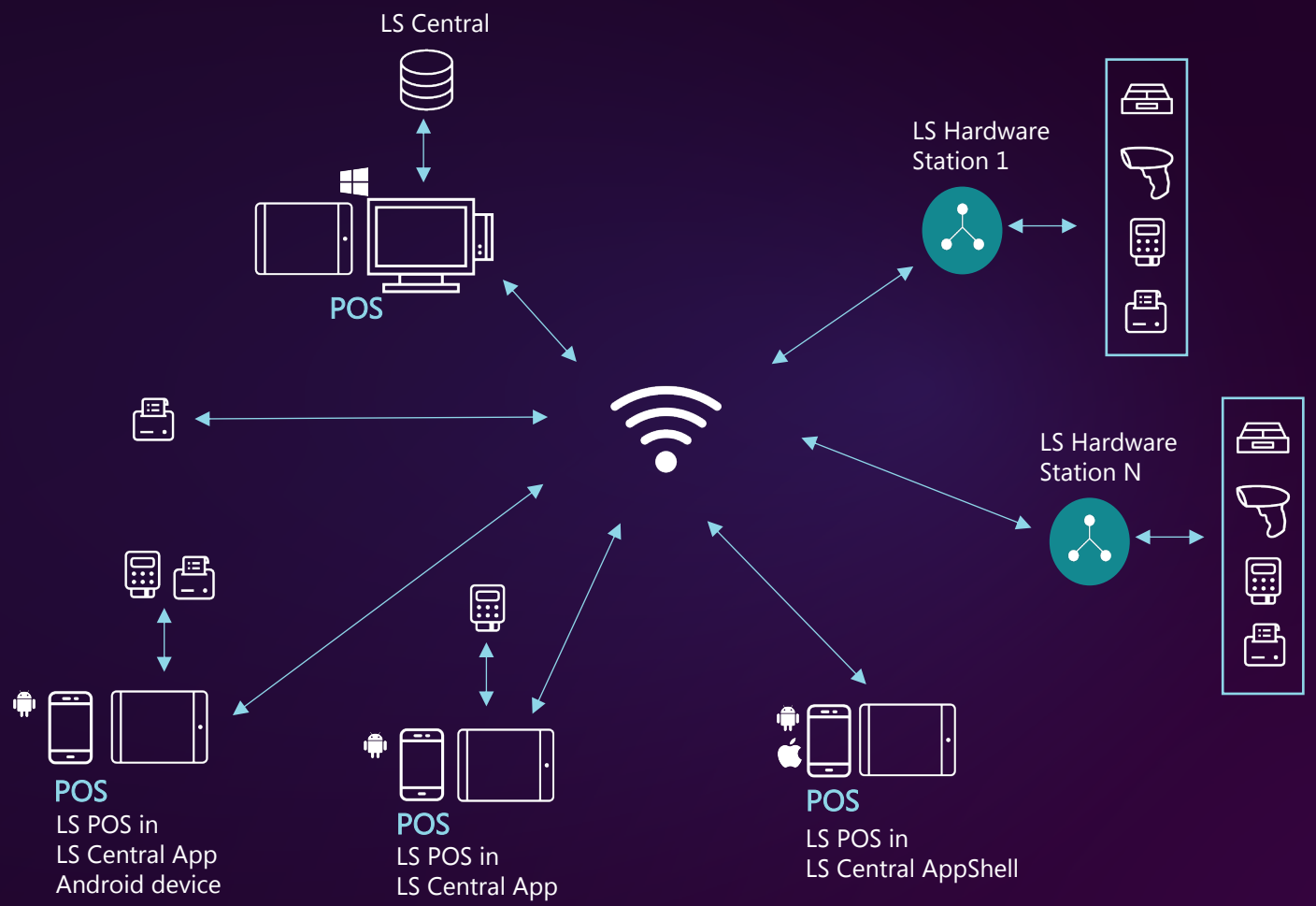
- Uses Hardware Station Management Portal
- Gives access to OPOS devices + LS Pay
- Many POS can use same Hardware Station
- Simple selection of Hardware Station to use from POS

SELECTING HARDWARE STATION



- Pre-configured
- By scanning a QR-code
- Push of a button

LS POS CAN MIX AND MATCH ..



- Every POS can use one or more LS Hardware Stations
- One Hardware Station can have many POS connected
- LS Central AppShell PED and printer possibilities
- POS can mix options, feks a POS can use EFT device thru LS Central AppShell and a printer thru LS Hardware Station, or any other combination.

TNP RETAIL INNOVATION

- TNP Retail Accelerator
- Order Orchestration
- Price Worksheets
- Import/Export tools
- nYwhere
- PowerApps – Instore App

TNP RETAIL ACCELERATOR

TNP RETAIL ACCELERATOR

- We love LS but it's not perfect
- We've understood the things that take time in projects to develop
- Made the effort to build into a huge extension to handle the requirements of UK retailers

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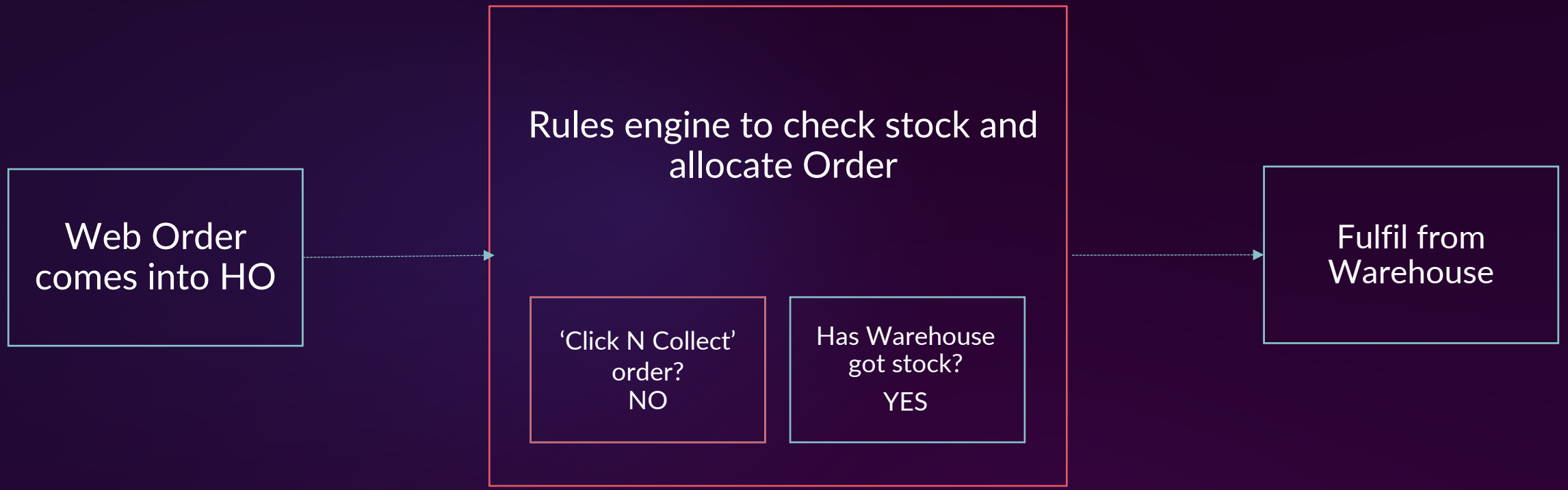
ORDER ORCHESTRATION

ORDER ORCHESTRATION

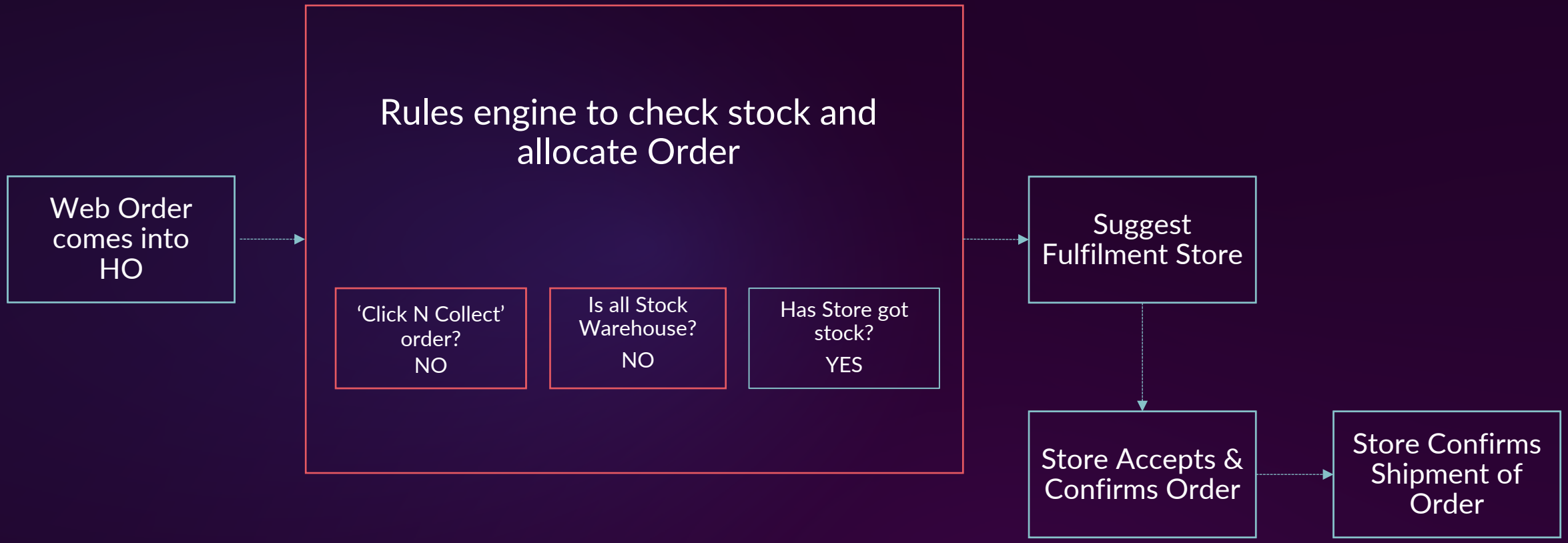
ORDER TYPES

- eCom Order fulfilled by Warehouse
- eCom Order fulfilled by Store
- Store Ranking
- eCom Order fulfilled by Warehouse & Store
- Click & Collect Order fulfilled by Store
- Click & Collect Order fulfilled by Warehouse
- Click & Collect Order fulfilled by Warehouse & Store
- Unfulfillable Order

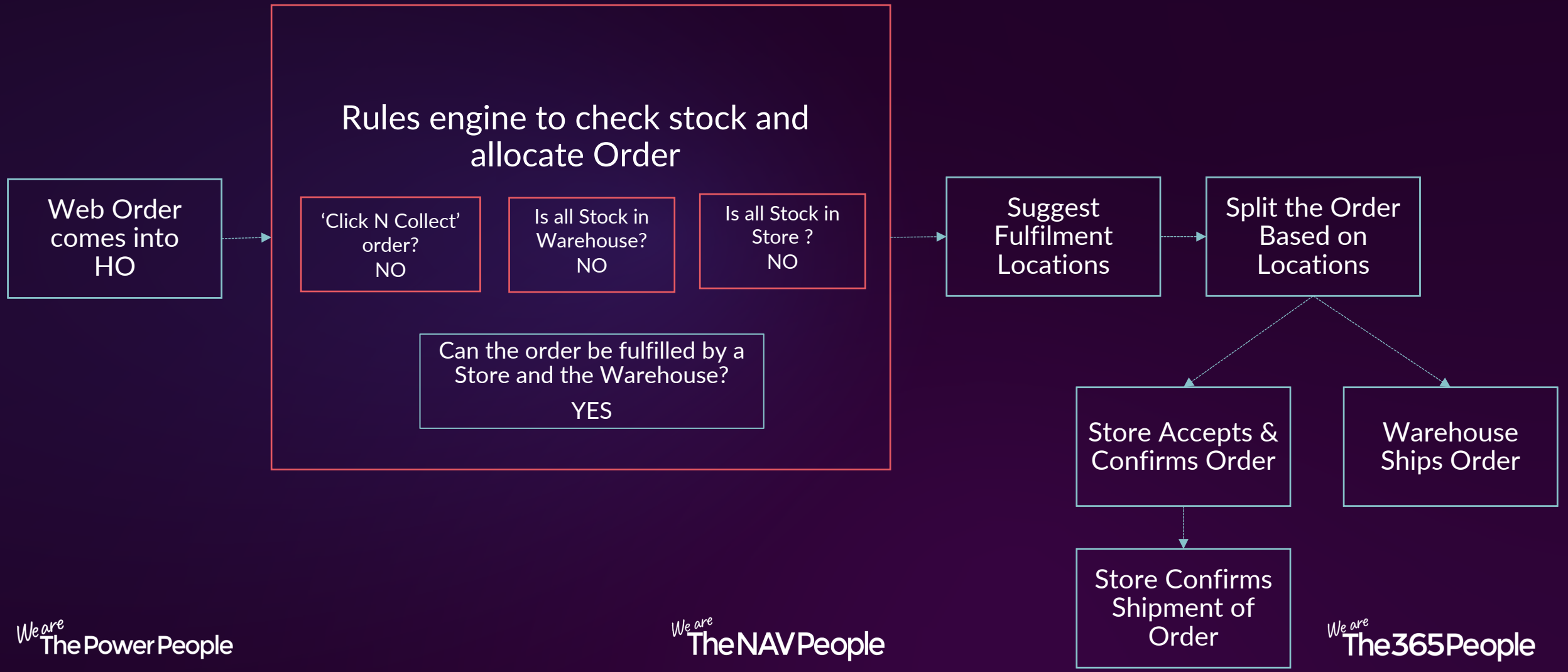
1. ECOM ORDER – WAREHOUSE



2. ECOMM ORDER – STORE

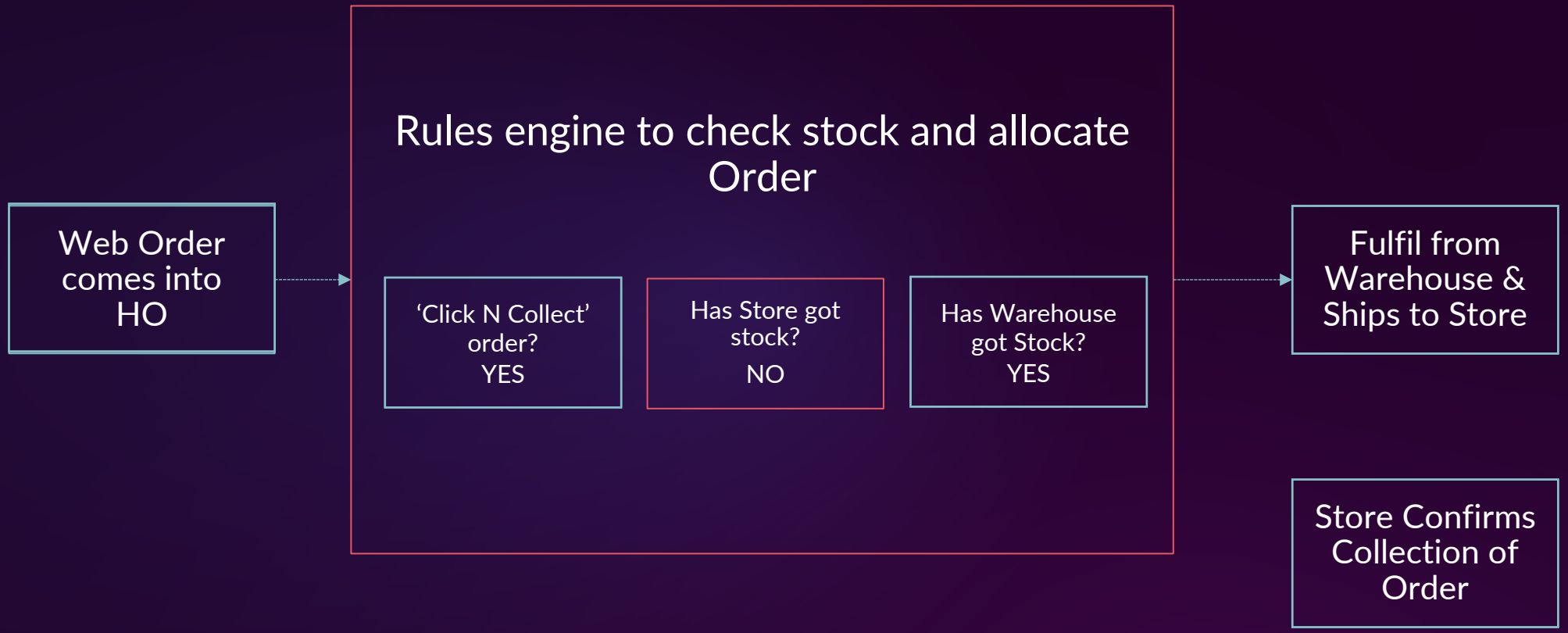


5. ECOM ORDER – WAREHOUSE & STORE

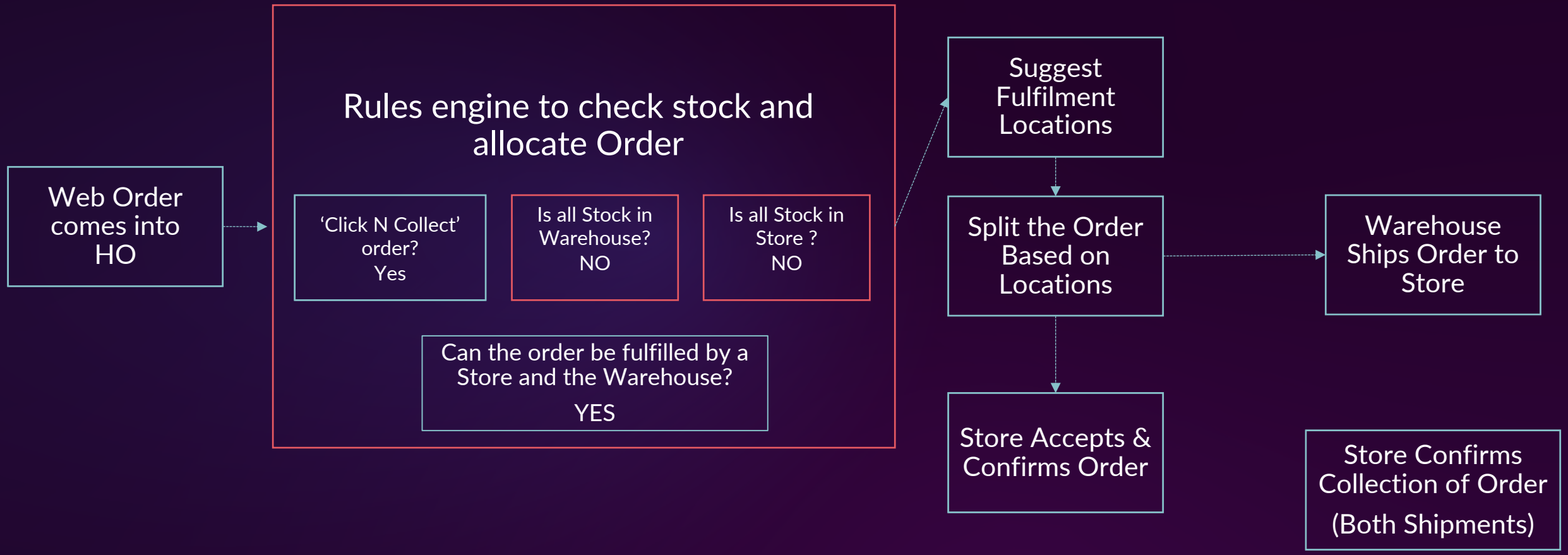


4. CLICK N COLLECT ORDER – STORE

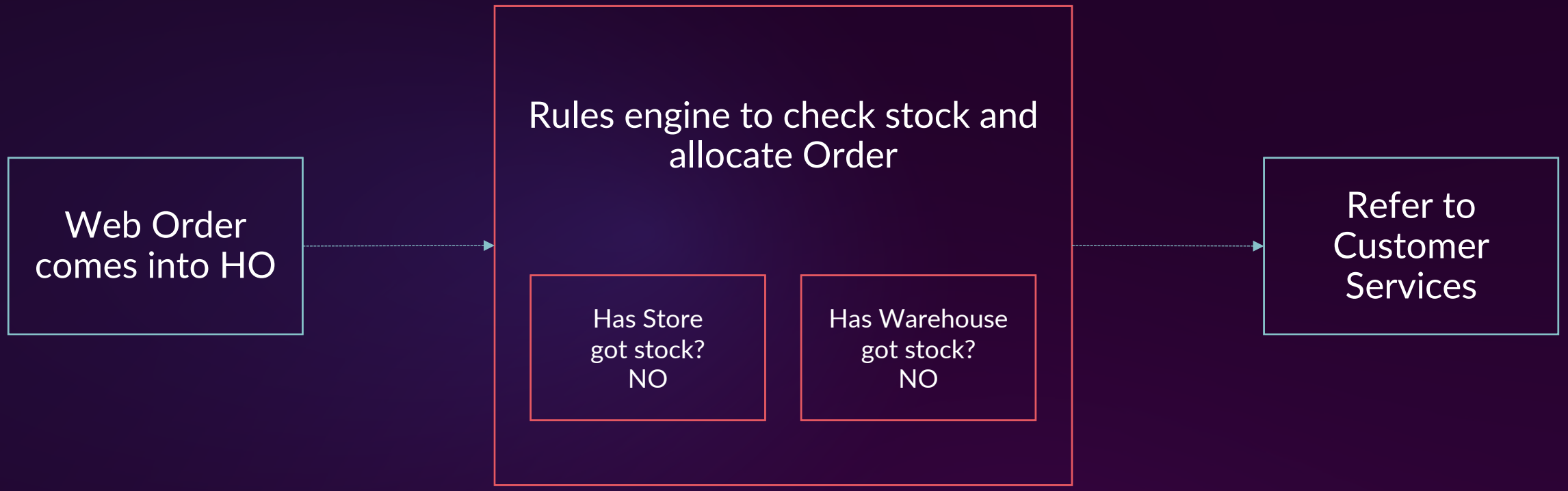
5. CLICK N COLLECT ORDER – WAREHOUSE



6. CLICK N COLLECT ORDER – WHSE/STORE



7. ORDER REFERRAL



PRICE WORKSHEETS

- Simplified interface for bulk change and management of pricing
- Rounding methods allow alignment pricing more accurately
- Improved pricing architecture

NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021

SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

General

No.	PW00000011	Created On	10/02/2021
Description	Mid Season Sale	Last Date Modified	
Start Date	03/01/2021	Rounding Method	95
End Date		Set End Date for Curr. Prices	
Status	Open	Currency Code	GBP
Created By	TB		

Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure	Current Retail Price Inc. VAT
					0.00	0.00	0.00	0.00	0.00			0.00

NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021

SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

Get Items | Update Worksheet | Import from Excel | Export to Excel

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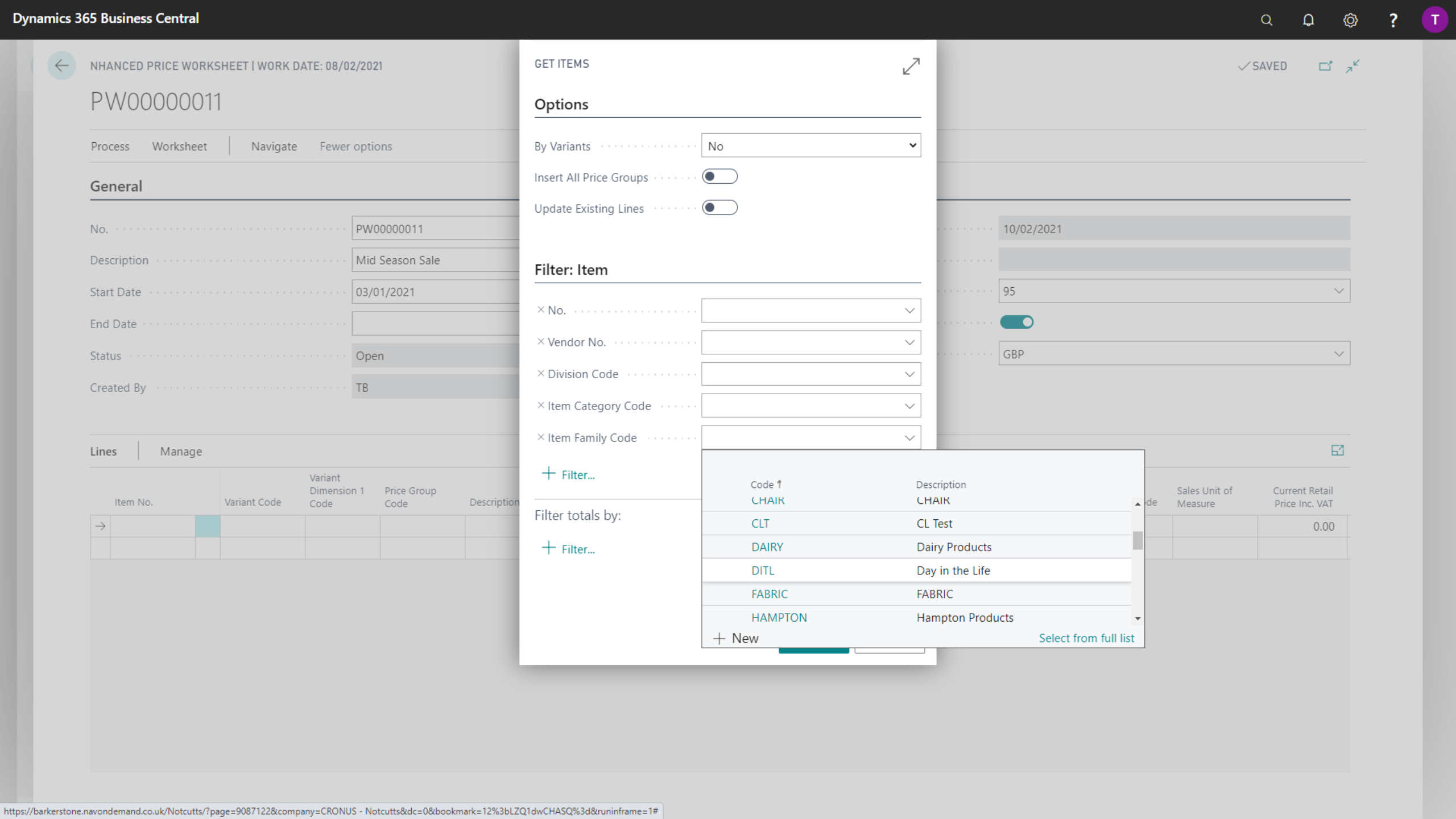
					0.00	0.00	0.00	0.00	0.00			0.00

https://barkerstone.navondemand.co.uk/Notcutts/?page=9087122&company=CRONUS - Notcutts&dc=0&bookmark=12%3bLZQ1dwCHASQ%3d&runinframe=1#


Dynamics 365 Business Central
NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021
SAVED
PW00000011
Process
Worksheet
Navigate
Fewer options
General
No.
PW00000011
Description
Mid Season Sale
Start Date
03/01/2021
End Date
Status
Open
Created By
TB
10/02/2021
95
GBP
Lines
Manage
Item No.
Variant Code
Variant Dimension 1 Code
Price Group Code
Description
Sales Unit of Measure
Current Retail Price Inc. VAT
0.00
GET ITEMS
Options
By Variants
No
Insert All Price Groups
Update Existing Lines
Filter: Item
No.
Vendor No.
Division Code
Item Category Code
Item Family Code
Filter...
Filter totals by:
Filter...
Code
Description
CHAIR
CHAIR
CLT
CL Test
DAIRY
Dairy Products
DITL
Day in the Life
FABRIC
FABRIC
HAMPTON
Hampton Products
New
Select from full list
https://barkerstone.navondemand.co.uk/Notcutts/?page=9087122&company=CRONUS - Notcutts&dc=0&bookmark=12%3bLZQ1dwCHASQ%3d&runinframe=1#

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Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	New Retail Price Rounded	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure
00003800			ALL	MINI-MAGLITE AA MIDNIGHT ...	7.25	10.00	10.00	9.96	27.50	27.21		EACH
00003800			ORIG	MINI-MAGLITE AA MIDNIGHT ...	7.25	0.00	0.00	0.00	0.00	0.00		EACH
00004553			ALL	FELCO SECATEUR 5 (L83)	10.58	33.33	33.33	32.46	68.26	67.41		EACH
00053989			ALL	WOLF ANVIL SECATEURS LARGE	7.27	8.33	8.33	8.29	12.73	12.30		EACH
00072608			ALL	MAGLITE SOLITAIRE BLACK PB	0.00	2.96	2.96	2.46	100.00	0.00		EACH
00110471			ALL	STAINLESS DIGGING SPADE	10.99	10.41	10.41	9.96	-5.57	-10.34		EACH
00181511			ALL	HAND TROWEL	6.12	5.00	5.00	4.96	-22.40	-23.39		EACH
00183193			ALL	500 PCE THE BAKER	2.68	5.41	5.41	4.96	50.46	45.97		EACH
00205956			ALL	CLOWN PEG BOARD	6.81	11.11	11.11	10.79	38.70	36.89		EACH
00264301			ALL	TABLE SEED BLEND 6.5KG	7.68	14.99	14.99	14.13	48.77	45.65		EACH
00286691			ALL	GARDEN BIRD SEED MIX 5KG	3.20	7.49	7.49	6.63	57.28	51.73		EACH
00286705			ALL	NESTING & YOUNG BIRD SEED...	2.13	4.99	4.99	4.13	57.31	48.43		EACH

NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021

SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

Get Items | Update Worksheet | Import from Excel | Export to Excel

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SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

General

No.	PW00000011
Description	Mid Season Sale
Start Date	03/01/2021
End Date	
Status	Open
Created By	TB

	10/02/2021
	95
	GBP

UPDATE WORKSHEET

Options

What value to update. New Retail Price

How to update.

Value. 0.00

- New Retail Price
- New Retail Price Inc. Vat
- New Profit Margin

Filter: Price Worksheet Lines

Worksheet No. PW00000011

Filter...

OK | Cancel

Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	New Retail Price Rounded	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure
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SAVED

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Process | Worksheet | Navigate | Fewer options

General

No. PW00000011

Description Mid Season Sale

Start Date 03/01/2021

End Date

Status Open

Created By TB

10/02/2021

95

GBP

UPDATE WORKSHEET

Options

What value to update. New Retail Price

How to update. New Value

Value.

- New Value
- Value off
- % Off
- Update Factor

Filter: Price Worksheet Lines

Worksheet No. PW00000011

Filter...

OK | Cancel

Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	New Retail Price Rounded	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure
00003800			ALL	MINI-MAGLITE AA MIDNIGHT ...	7.25	10.00	10.00	9.96	27.50	27.21		EACH
00003800			ORIG	MINI-MAGLITE AA MIDNIGHT ...	7.25	0.00	0.00	0.00	0.00	0.00		EACH
00004553			ALL	FELCO SECATEUR 5 (L83)	10.58	33.33	33.33	32.46	68.26	67.41		EACH
00053989			ALL	WOLF ANVIL SECATEURS LARGE	7.27	8.33	8.33	8.29	12.73	12.30		EACH
00072608			ALL	MAGLITE SOLITAIRE BLACK PB	0.00	2.96	2.96	2.46	100.00	0.00		EACH
00110471			ALL	STAINLESS DIGGING SPADE	10.99	10.41	10.41	9.96	-5.57	-10.34		EACH
00181511			ALL	HAND TROWEL	6.12	5.00	5.00	4.96	-22.40	-23.39		EACH
00183193			ALL	500 PCE THE BAKER	2.68	5.41	5.41	4.96	50.46	45.97		EACH
00205956			ALL	CLOWN PEG BOARD	6.81	11.11	11.11	10.79	38.70	36.89		EACH
00264301			ALL	TABLE SEED BLEND 6.5KG	7.68	14.99	14.99	14.13	48.77	45.65		EACH
00286691			ALL	GARDEN BIRD SEED MIX 5KG	3.20	7.49	7.49	6.63	57.28	51.73		EACH
00286705			ALL	NESTING & YOUNG BIRD SEED...	2.13	4.99	4.99	4.13	57.31	48.43		EACH

NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021

SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

General

No.	PW00000011
Description	Mid Season Sale
Start Date	03/01/2021
End Date	
Status	Open
Created By	TB

10/02/2021

95

GBP

UPDATE WORKSHEET

Options

What value to update. New Retail Price

How to update. % Off

Value. 15

Filter: Price Worksheet Lines

Worksheet No. PW00000011

+ Filter...

OK | Cancel

Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	New Retail Price Rounded	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure
00003800			ALL	MINI-MAGLITE AA MIDNIGHT ...	7.25	10.00	10.00	9.96	27.50	27.21		EACH
00003800			ORIG	MINI-MAGLITE AA MIDNIGHT ...	7.25	0.00	0.00	0.00	0.00	0.00		EACH
00004553			ALL	FELCO SECATEUR 5 (L83)	10.58	33.33	33.33	32.46	68.26	67.41		EACH
00053989			ALL	WOLF ANVIL SECATEURS LARGE	7.27	8.33	8.33	8.29	12.73	12.30		EACH
00072608			ALL	MAGLITE SOLITAIRE BLACK PB	0.00	2.96	2.96	2.46	100.00	0.00		EACH
00110471			ALL	STAINLESS DIGGING SPADE	10.99	10.41	10.41	9.96	-5.57	-10.34		EACH
00181511			ALL	HAND TROWEL	6.12	5.00	5.00	4.96	-22.40	-23.39		EACH
00183193			ALL	500 PCE THE BAKER	2.68	5.41	5.41	4.96	50.46	45.97		EACH
00205956			ALL	CLOWN PEG BOARD	6.81	11.11	11.11	10.79	38.70	36.89		EACH
00264301			ALL	TABLE SEED BLEND 6.5KG	7.68	14.99	14.99	14.13	48.77	45.65		EACH
00286691			ALL	GARDEN BIRD SEED MIX 5KG	3.20	7.49	7.49	6.63	57.28	51.73		EACH
00286705			ALL	NESTING & YOUNG BIRD SEED...	2.13	4.99	4.99	4.13	57.31	48.43		EACH

NHANCED PRICE WORKSHEET | WORK DATE: 08/02/2021

SAVED

PW00000011

Process | Worksheet | Navigate | Fewer options

General

No.	PW00000011	Created On	10/02/2021
Description	Mid Season Sale	Last Date Modified	
Start Date	03/01/2021	Rounding Method	95
End Date		Set End Date for Curr. Prices	
Status	Open	Currency Code	GBP
Created By	TB		

Lines | Manage

Item No.	Variant Code	Variant Dimension 1 Code	Price Group Code	Description	Current Unit Cost	Current Retail Price	New Retail Price	New Retail Price Rounded	Current Profit Margin	New Profit Margin	Currency Code	Sales Unit of Measure
00003800			ALL	MINI-MAGLITE AA MIDNIGHT ...	7.25	10.00	8.50	8.29	27.50	12.55		EACH
00003800			ORIG	MINI-MAGLITE AA MIDNIGHT ...	7.25	0.00	0.00	0.00	0.00	0.00		EACH
00004553			ALL	FELCO SECATEUR 5 (L83)	10.58	33.33	28.33	28.29	68.26	62.60		EACH
00053989			ALL	WOLF ANVIL SECATEURS LARGE	7.27	8.33	7.08	6.63	12.73	-9.65		EACH
00072608			ALL	MAGLITE SOLITAIRE BLACK PB	0.00	2.96	2.52	2.46	100.00	0.00		EACH
00110471			ALL	STAINLESS DIGGING SPADE	10.99	10.41	8.85	8.29	-5.57	-32.57		EACH
00181511			ALL	HAND TROWEL	6.12	5.00	4.25	4.13	-22.40	-48.18		EACH
00183193			ALL	500 PCE THE BAKER	2.68	5.41	4.60	4.13	50.46	35.11		EACH
00205956			ALL	CLOWN PEG BOARD	6.81	11.11	9.44	9.13	38.70	25.41		EACH
00264301			ALL	TABLE SEED BLEND 6.5KG	7.68	14.99	12.74	12.46	48.77	38.36		EACH
00286691			ALL	GARDEN BIRD SEED MIX 5KG	3.20	7.49	6.37	5.79	57.28	44.73		EACH
00286705			ALL	NESTING & YOUNG BIRD SEED...	2.13	4.99	4.24	4.13	57.31	48.43		EACH

IMPORT/EXPORT TOOLS

ITEM CREATION JOURNAL

- Ability to create/update Retail Items from a single place without multiple imports
- Built in Item Error Checking
- Supports Variants, hard attributes, item distribution, item status, pricing and much more

Item Creation Journal

Saved

Batch Name: GT

Field Difference Filter:

Manage | Process | Excel | Actions | Related | Fewer options

Check for Errors | Process | Process Line(s) | Add Items | Export to Excel | Import from Excel

Item No.	Update Type	Diff... Exists	Item Type	Barcode	Description	Vendor No.	Vendor Item No.	Purchase Price Start Date	Purchase Price Currency	Purchase Price	Division Code
40000	Update		Inventory	020000000...	Jeans Linda line	44010	1P11-154			0.00	NONFOOD
40010	Update		Inventory	020000000...	Towel Linda	44010	1P34-1548			0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40015	Update		Inventory	569910000...	Jeans Shirt Linda line	44010				0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD
40020	Update		Inventory	020000000...	Skirt Linda Professional Wear	44010	1P34-956			0.00	NONFOOD

No. of Lines: 424 | No. of New Lines: 0

Item Creation Factbox

General

No.	40015
Description	Jeans Shirt Linda line
Division Code	NONFOOD
Item Category Code	CLOTHING
Retail Product Code	WOMEN-S
Vendor No.	44010
Vendor Item No.	
Base Unit of Measure	PCS
Purch. Unit of Measure	PCS
Sales Unit of Measure	PCS
Current Price	45.00

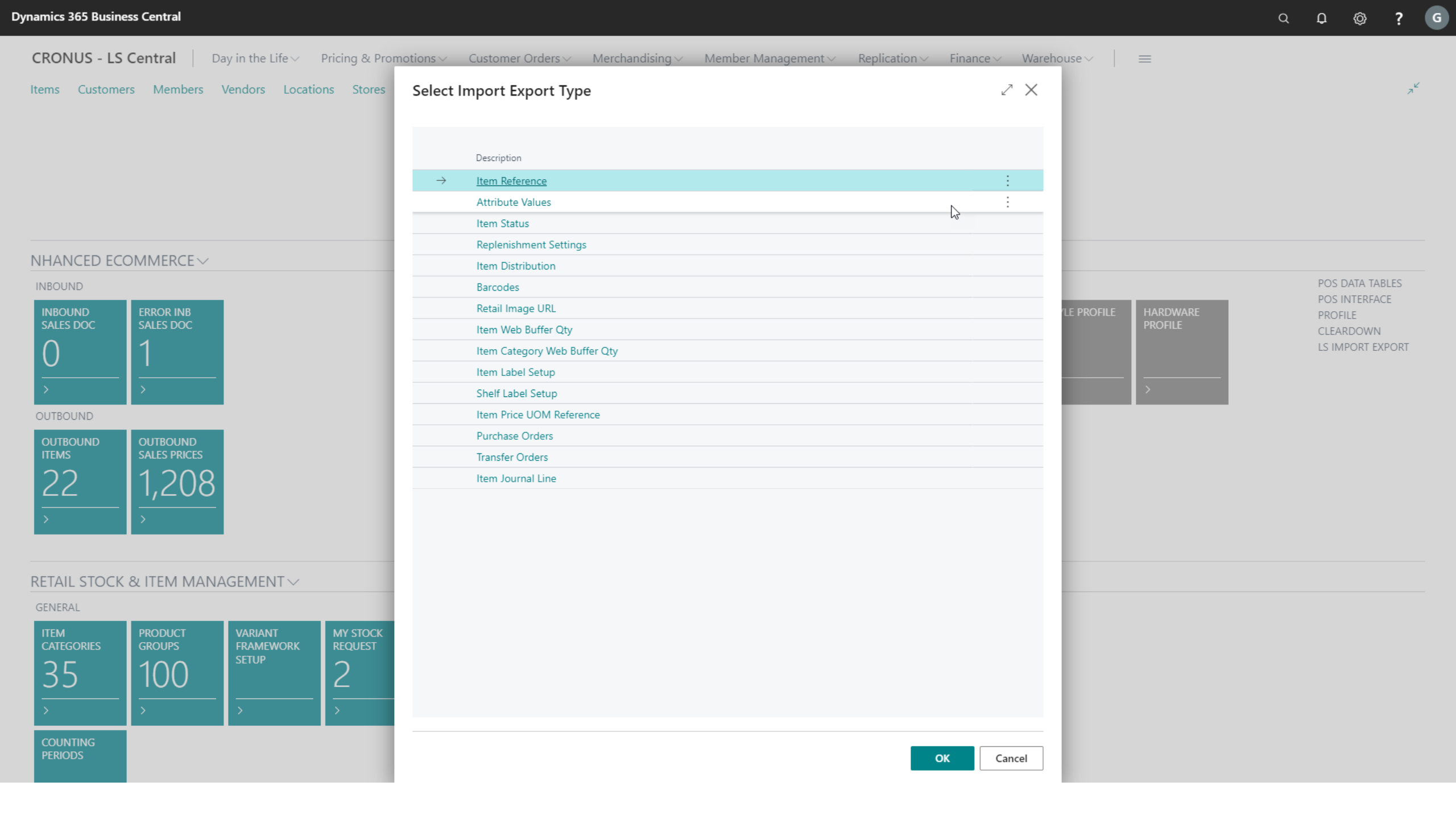
Item Inventory Factbox

Location	Qty Availab

(There is nothing to show in this view)

IMPORT EXPORT TOOLS

- Tools for bulk importing and exporting item related data
- Attributes, Image URLs, Replen Settings, Item references, Barcodes, Shelf label setup, Item Distribution, Item Status etc


Dynamics 365 Business Central
CRONUS - LS Central
Day in the Life
Pricing & Promotions
Customer Orders
Merchandising
Member Management
Replication
Finance
Warehouse
Items
Customers
Members
Vendors
Locations
Stores
NHANCED ECOMMERCE
INBOUND
INBOUND SALES DOC
0
ERROR INB SALES DOC
1
OUTBOUND
OUTBOUND ITEMS
22
OUTBOUND SALES PRICES
1,208
RETAIL STOCK & ITEM MANAGEMENT
GENERAL
ITEM CATEGORIES
35
PRODUCT GROUPS
100
VARIANT FRAMEWORK SETUP
MY STOCK REQUEST
2
COUNTING PERIODS
HARDWARE PROFILE
POS DATA TABLES
POS INTERFACE
PROFILE
CLEARDOWN
LS IMPORT EXPORT
Select Import Export Type
Description
Item Reference
Attribute Values
Item Status
Replenishment Settings
Item Distribution
Barcodes
Retail Image URL
Item Web Buffer Qty
Item Category Web Buffer Qty
Item Label Setup
Shelf Label Setup
Item Price UOM Reference
Purchase Orders
Transfer Orders
Item Journal Line
OK
Cancel

NYWHERE ORDERING APP

Enter text here

nYwhere

Home

Gail Bowen

cronus

Flooring

Furniture

Flooring Calculator

Dining and Occasional

Stock Selection

Finance Calculator

nYwhere

Items Browser

Gail Bowen £0.00

Fabric Sofas | Leather Sofas

Brands

All

Endurance

G Plan

La-Z-Boy

Parker Knoll

Tetrad

Fabric Sofas

Cronus

Darcey

Darcey Large

Detroit

nYwhere

Item Details

Gail Bowen £0.00

Fabric Sofas > Tetrad > Cronus > Cronus 4 Seater Split Sofa Standard Back

L026794 - Cronus 4 Seater Split Sofa Standard Back

£1250.00 each (£1150.00 plus options at £100.00)

Options | Dimensions | Images | Website | Range | Similar

Options

Add to Order

Cover Colour

Standard

Rodeo Char/Win Chk Lav/Pan Dove/Sta Bge

Trim

Standard

Dark Wood

Cushion Type

£100.00

Foam

Attributes

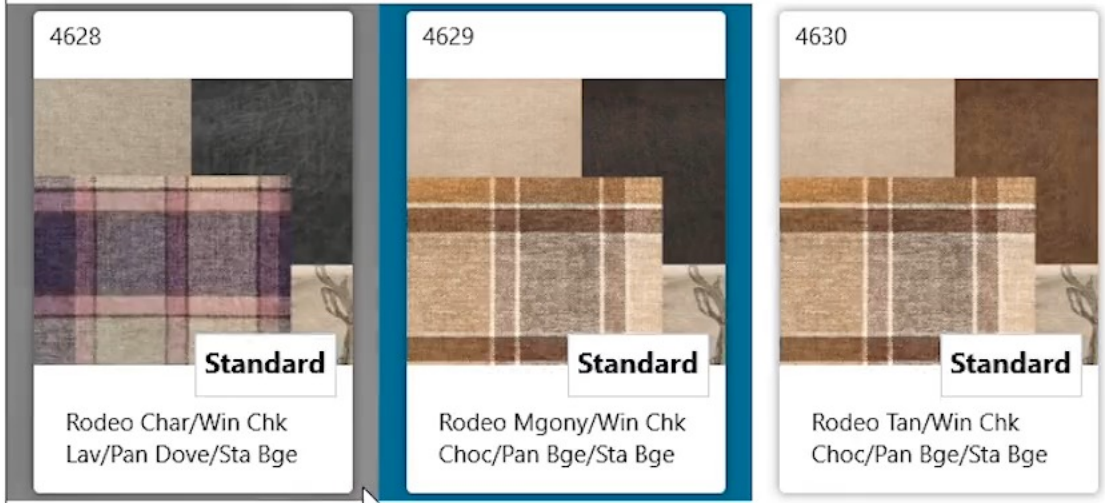
Fabric	**fabric**
Sofa Size	**4 Seater**

nYwhere

Cover Colour

Cover Colour

Type to filter...



Close

nYwhere

Cushion Type

Cushion Type

Type to filter...

FIBRE

Standard

Fibre

Relaxed look fibre seat cushion, which requires frequent plumping and turning.

FOAM

£100.00

Foam

Foam-filled cushions upgrade

- Firmer more robust seat cushions
- Requires less plumping or turning
- Helps maintain the appearance of the sofa
- May prolong the life of your new cushions.

Close

nYwhere

Item Details

Gail Bowen £0.00

Fabric Sofas > Tetrad > Cronus > Cronus 4 Seater Split Sofa Standard Back

L026794 - Cronus 4 Seater Split Sofa Standard Back

£1250.00 each (£1150.00 plus options at £100.00)

Options | Dimensions | Images | Website | Range | Similar

Options

Add to Order

Cover Colour	Trim	Cushion Type
Standard	Standard	£100.00
Rodeo Char/Win Chk Lav/Pan Dove/Sta Bge	Dark Wood	Foam

Attributes

Fabric	**fabric**
Sofa Size	**4 Seater**

nYwhere

Item Details

Gail Bowen £0.00

Fabric Sofas > Tetrad > Cronus > Cronus 4 Seater Split Sofa Standard Back

L026794 - Cronus 4 Seater Split Sofa Standard Back

£1250.00 each (£1150.00 plus options at £100.00)

Options | Dimensions | Images | Website | Range | Similar

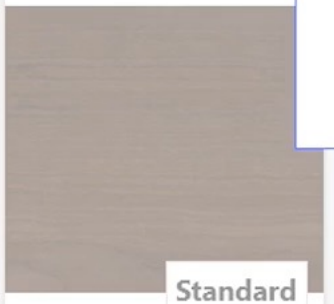
Options

Cover Colour

Standard

Rodeo Char/Win Chk Lav/Pan Dove/Sta Bge

Trim



Standard

Dark Wood

£100.00

Foam

Add to Order

Success

Item has been added to the order.

OK

Attributes

Fabric	**fabric**
Sofa Size	**4 Seater**

nYwhere

Items | Prem. Fabric Care | Billing Address | Delivery Address | Delivery | Lead Times | Attachments

Items

Cronus 4 Seater Split Sofa Standard Back
COVER: Rodeo Char/Win Chk Lav/Pan Dove/Sta Bge
TRIM: Dark Wood
CUSHIONTYPE: Foam
Quantity:1

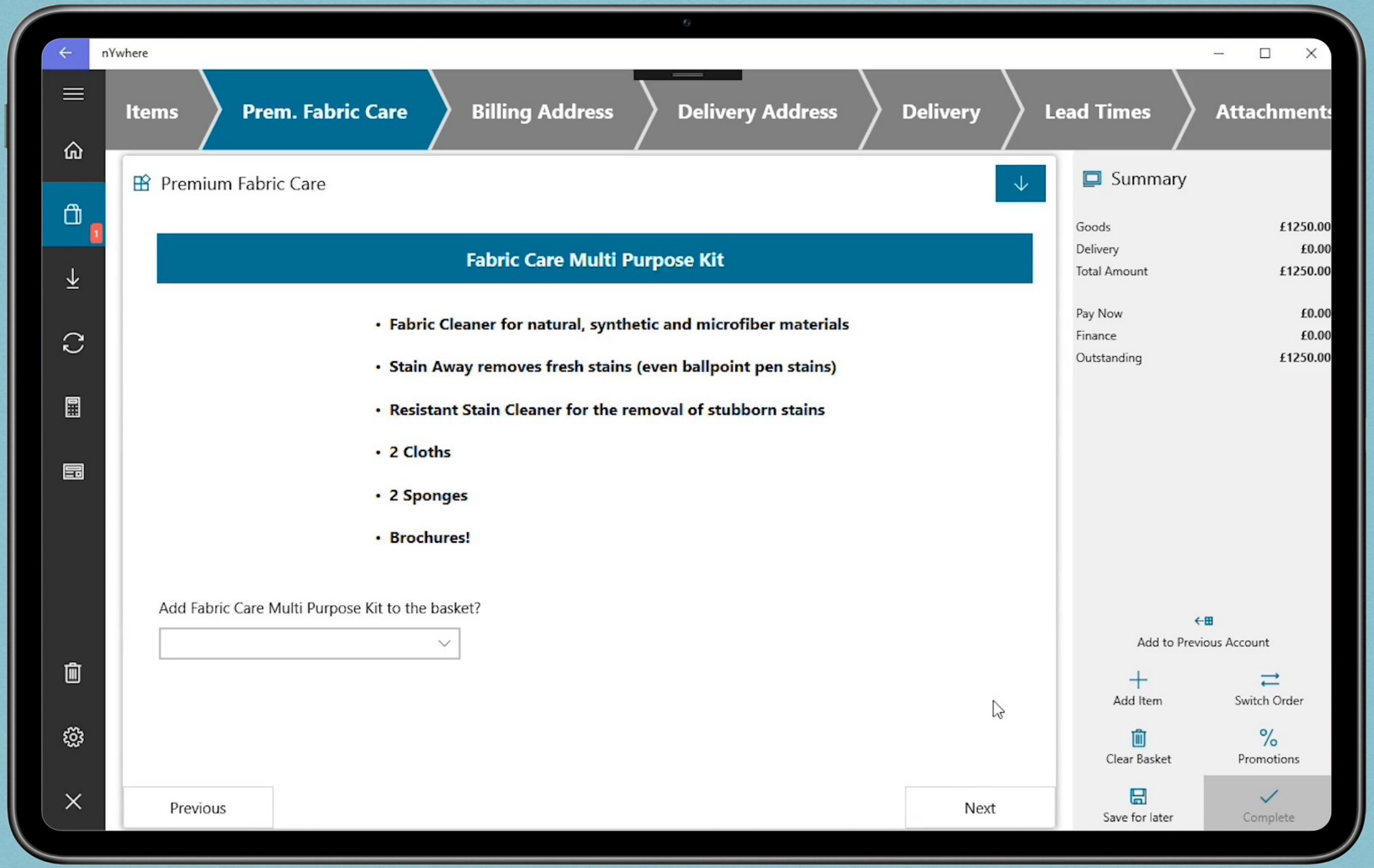
Total: £1250.00

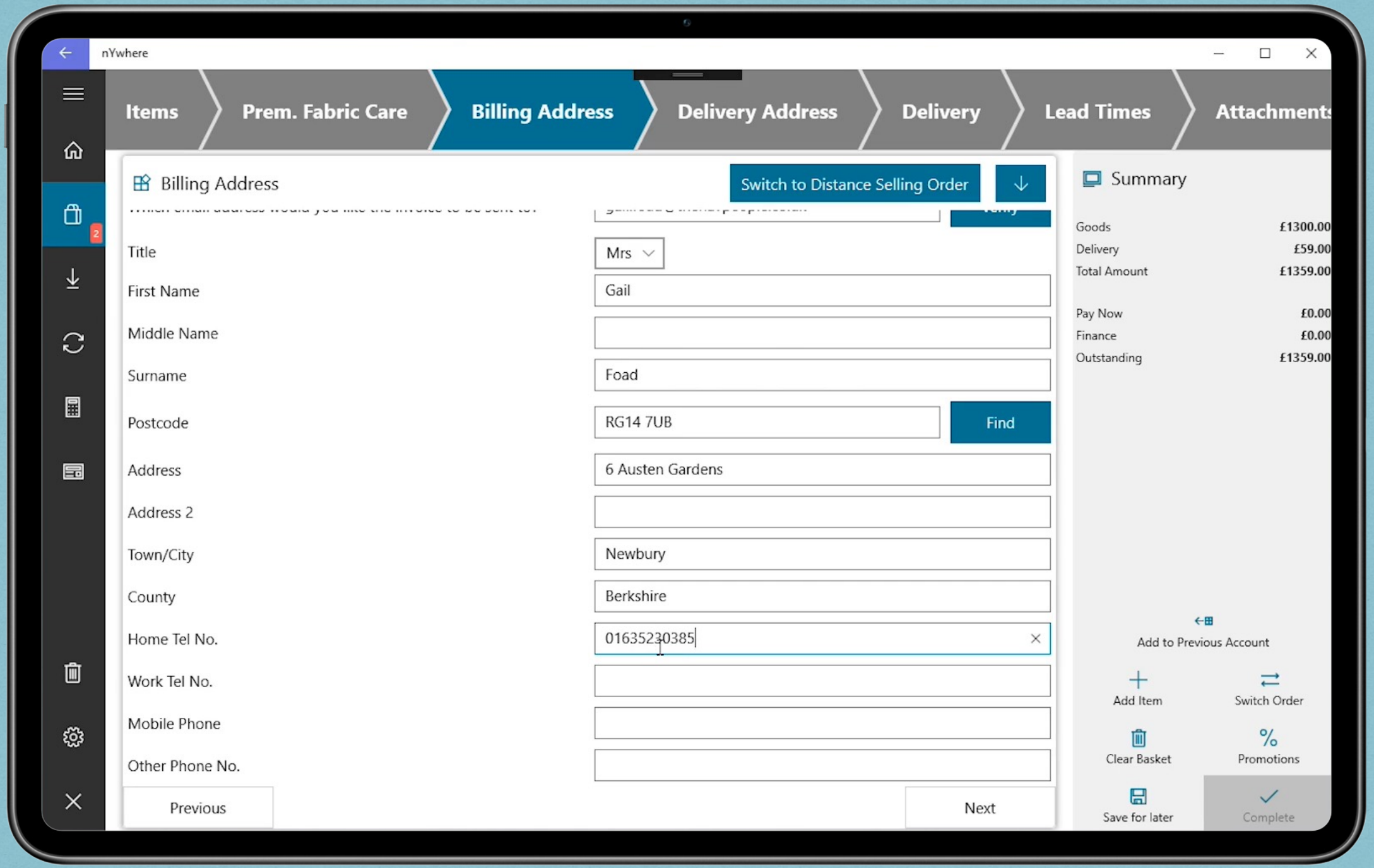
Previous | Next

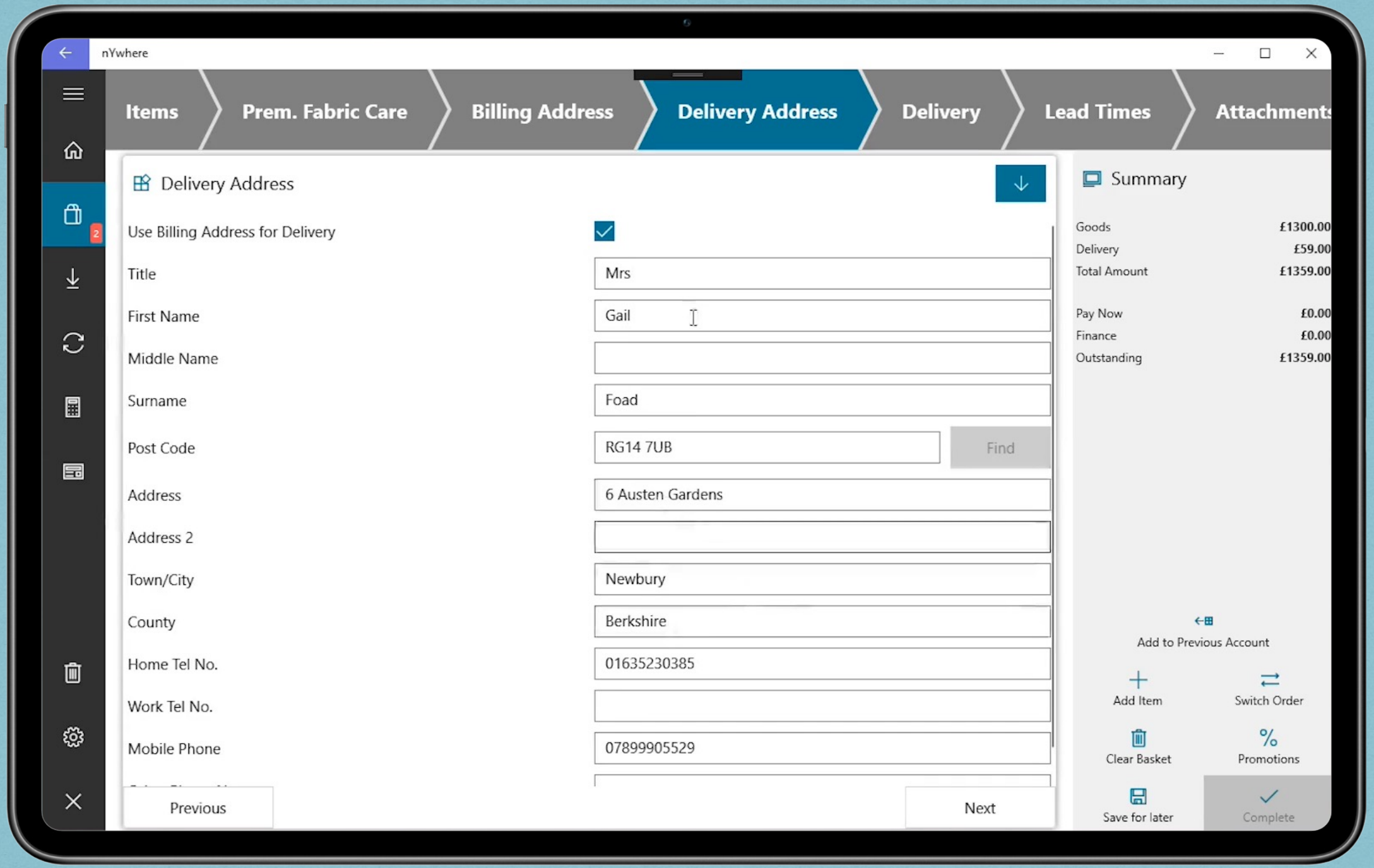
Summary

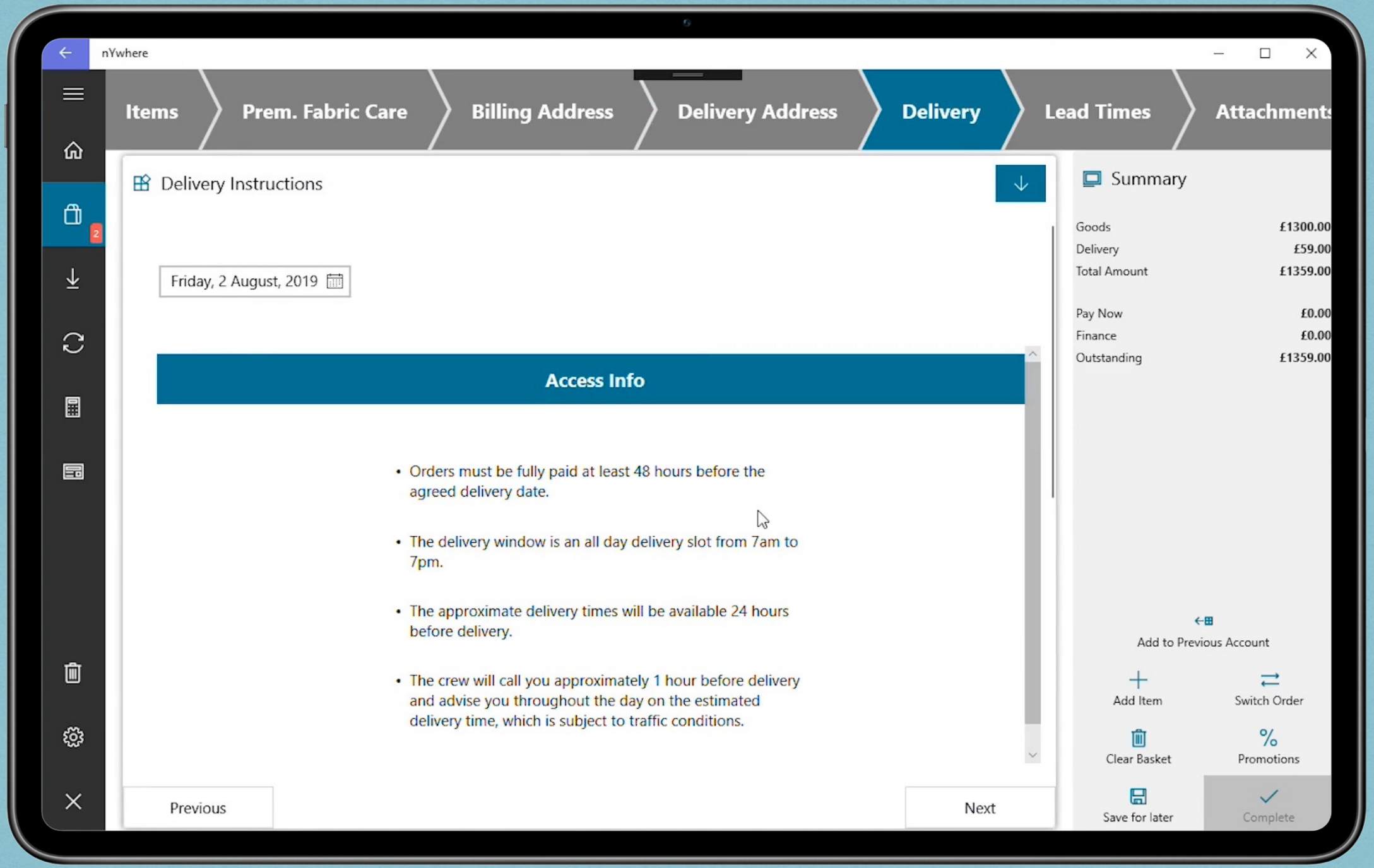
Goods	£1250.00
Delivery	£0.00
Total Amount	£1250.00
Pay Now	£0.00
Finance	£0.00
Outstanding	£1250.00

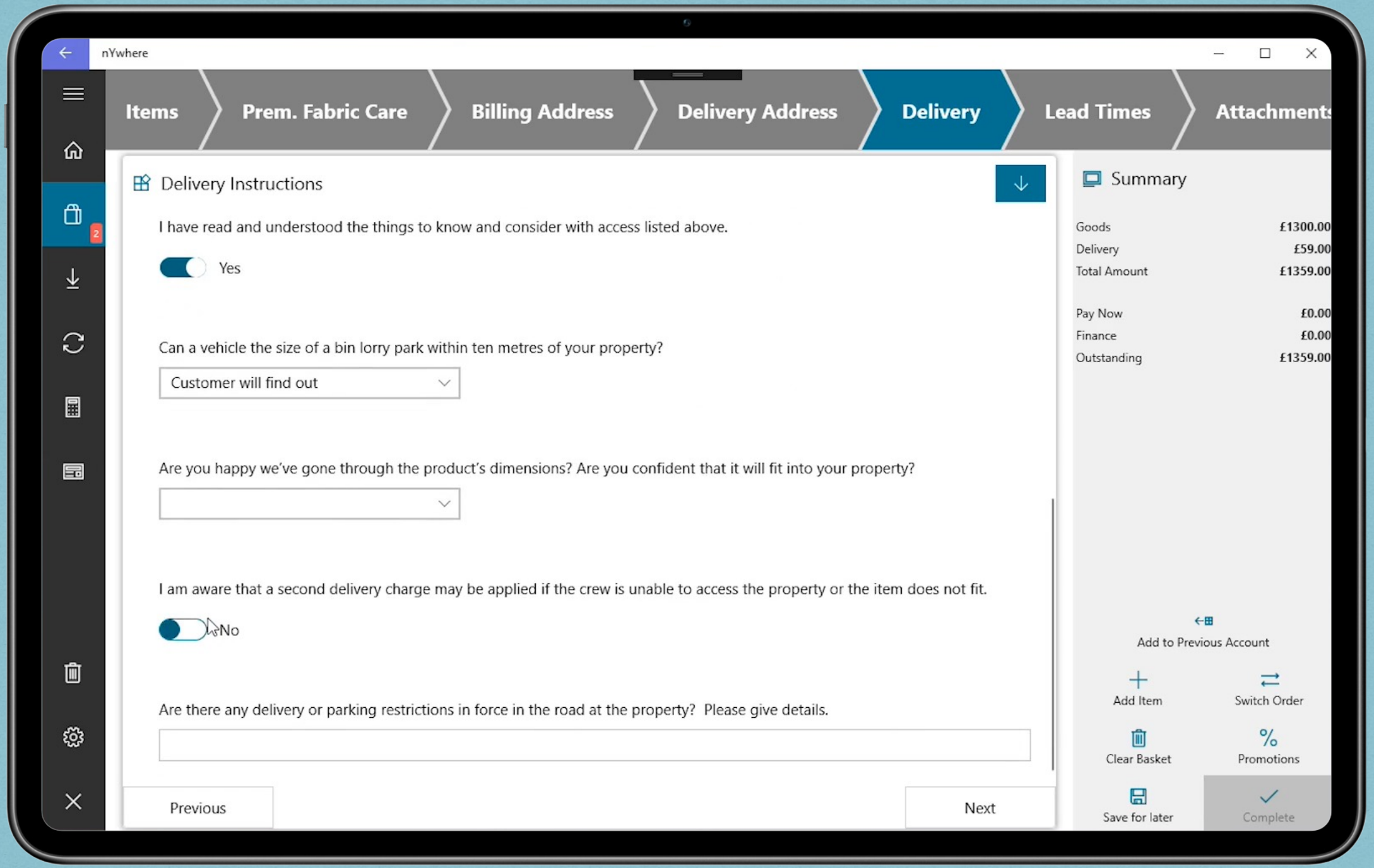
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete

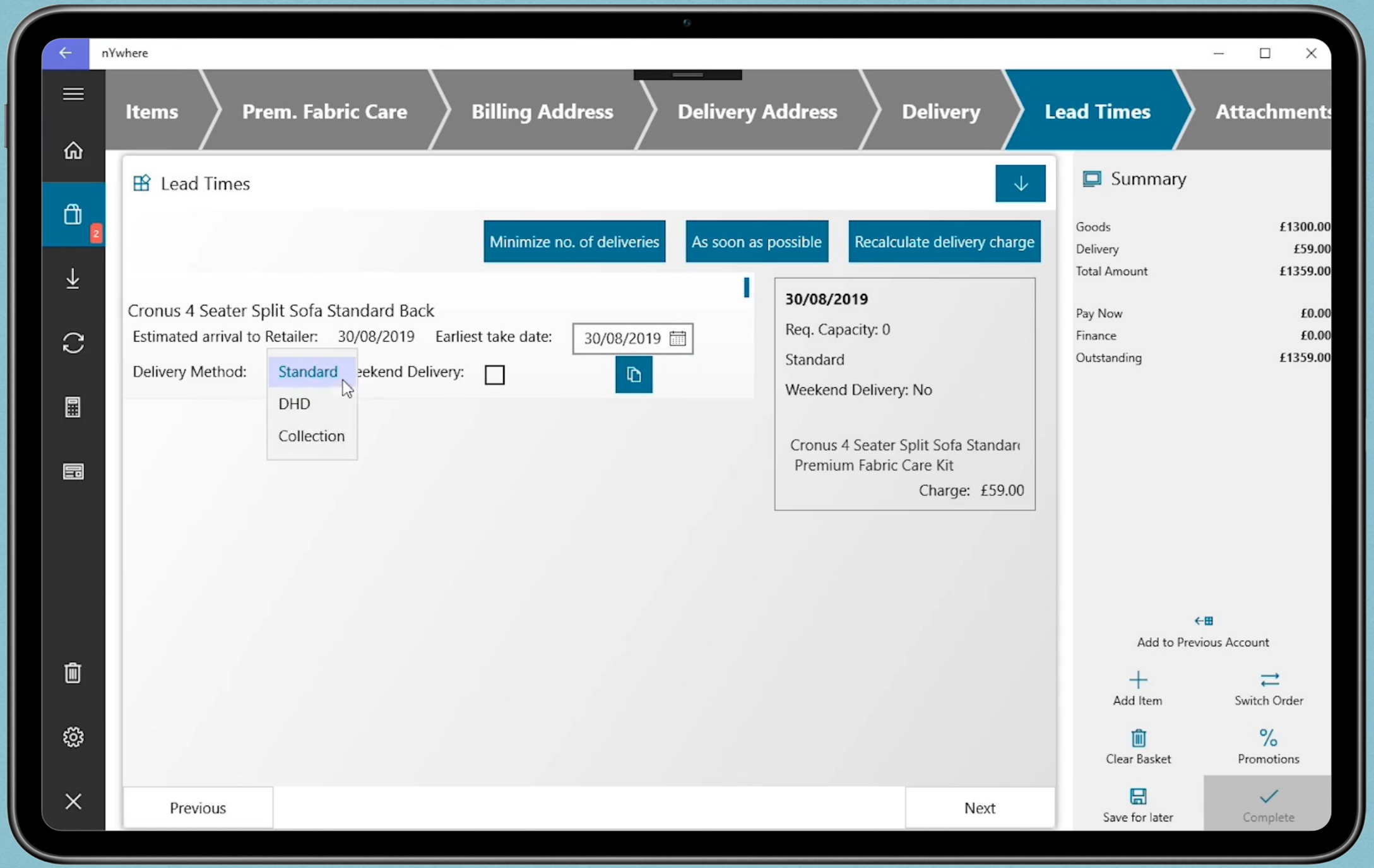

nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Premium Fabric Care
Fabric Care Multi Purpose Kit
• Fabric Cleaner for natural, synthetic and microfiber materials
• Stain Away removes fresh stains (even ballpoint pen stains)
• Resistant Stain Cleaner for the removal of stubborn stains
• 2 Cloths
• 2 Sponges
• Brochures!
Add Fabric Care Multi Purpose Kit to the basket?
Previous
Next
Summary
Goods £1250.00
Delivery £0.00
Total Amount £1250.00
Pay Now £0.00
Finance £0.00
Outstanding £1250.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete

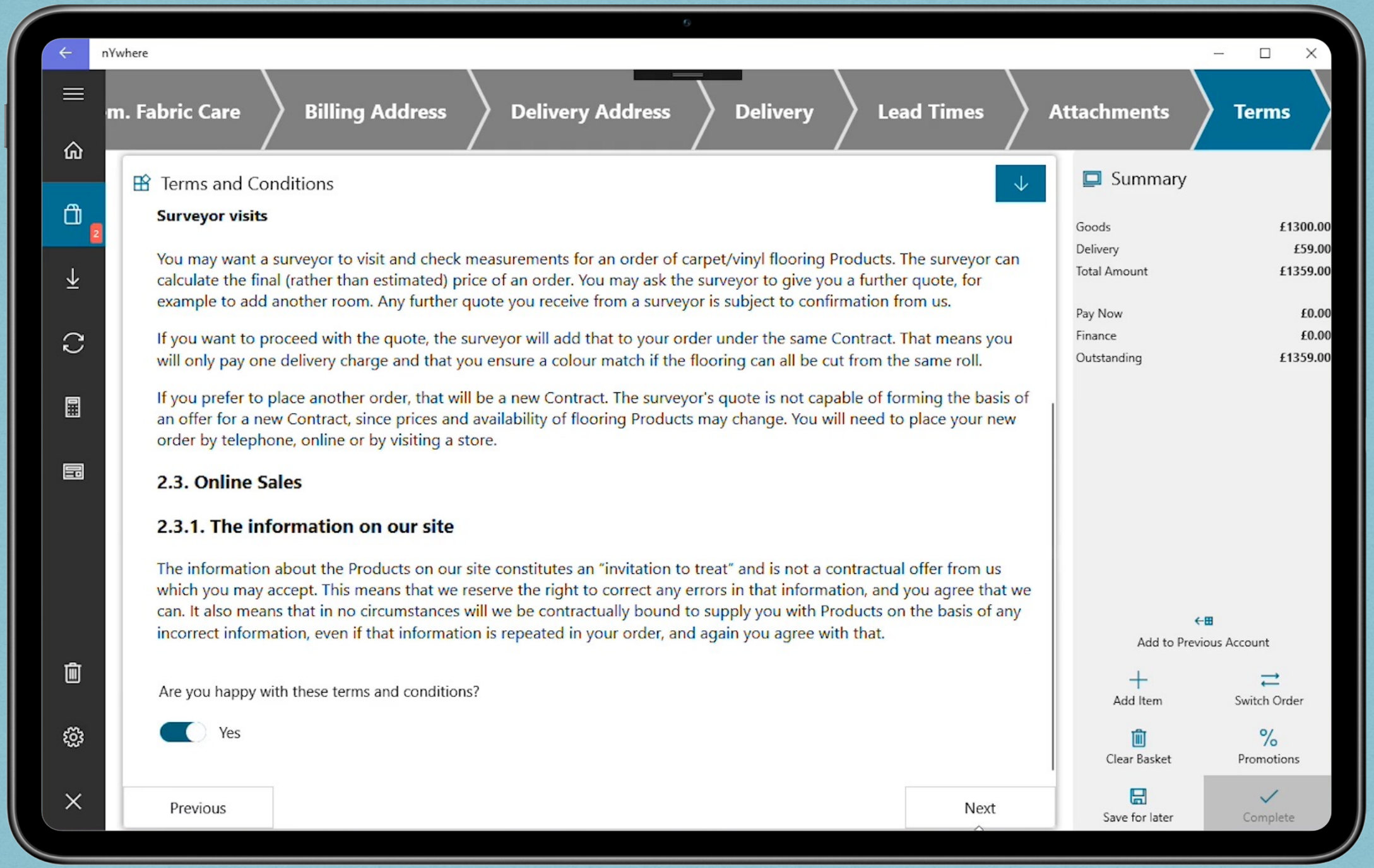

nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Billing Address
Switch to Distance Selling Order
Title
Mrs
First Name
Gail
Middle Name
Surname
Foad
Postcode
RG14 7UB
Find
Address
6 Austen Gardens
Address 2
Town/City
Newbury
County
Berkshire
Home Tel No.
01635230385
Work Tel No.
Mobile Phone
Other Phone No.
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Delivery Address
Use Billing Address for Delivery
Title
Mrs
First Name
Gail
Middle Name
Surname
Foad
Post Code
RG14 7UB
Find
Address
6 Austen Gardens
Address 2
Town/City
Newbury
County
Berkshire
Home Tel No.
01635230385
Work Tel No.
Mobile Phone
07899905529
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Delivery Instructions
Friday, 2 August, 2019
Access Info
• Orders must be fully paid at least 48 hours before the agreed delivery date.
• The delivery window is an all day delivery slot from 7am to 7pm.
• The approximate delivery times will be available 24 hours before delivery.
• The crew will call you approximately 1 hour before delivery and advise you throughout the day on the estimated delivery time, which is subject to traffic conditions.
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Delivery Instructions
I have read and understood the things to know and consider with access listed above.
Yes
Can a vehicle the size of a bin lorry park within ten metres of your property?
Customer will find out
Are you happy we've gone through the product's dimensions? Are you confident that it will fit into your property?
I am aware that a second delivery charge may be applied if the crew is unable to access the property or the item does not fit.
No
Are there any delivery or parking restrictions in force in the road at the property? Please give details.
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
Items
Prem. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Lead Times
Minimize no. of deliveries
As soon as possible
Recalculate delivery charge
Cronus 4 Seater Split Sofa Standard Back
Estimated arrival to Retailer: 30/08/2019
Earliest take date: 30/08/2019
Delivery Method: Standard
DHD
Collection
eekend Delivery:
30/08/2019
Req. Capacity: 0
Standard
Weekend Delivery: No
Cronus 4 Seater Split Sofa Standar
Premium Fabric Care Kit
Charge: £59.00
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
m. Fabric Care
Billing Address
Delivery Address
Delivery
Lead Times
Attachments
Terms
Terms and Conditions
Surveyor visits
You may want a surveyor to visit and check measurements for an order of carpet/vinyl flooring Products. The surveyor can calculate the final (rather than estimated) price of an order. You may ask the surveyor to give you a further quote, for example to add another room. Any further quote you receive from a surveyor is subject to confirmation from us.
If you want to proceed with the quote, the surveyor will add that to your order under the same Contract. That means you will only pay one delivery charge and that you ensure a colour match if the flooring can all be cut from the same roll.
If you prefer to place another order, that will be a new Contract. The surveyor's quote is not capable of forming the basis of an offer for a new Contract, since prices and availability of flooring Products may change. You will need to place your new order by telephone, online or by visiting a store.
2.3. Online Sales
2.3.1. The information on our site
The information about the Products on our site constitutes an "invitation to treat" and is not a contractual offer from us which you may accept. This means that we reserve the right to correct any errors in that information, and you agree that we can. It also means that in no circumstances will we be contractually bound to supply you with Products on the basis of any incorrect information, even if that information is repeated in your order, and again you agree with that.
Are you happy with these terms and conditions?
Yes
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £0.00
Finance £0.00
Outstanding £1359.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete

nYwhere

Billing Address | Delivery Address | Delivery | Lead Times | Attachments | Terms | Summary

Summary

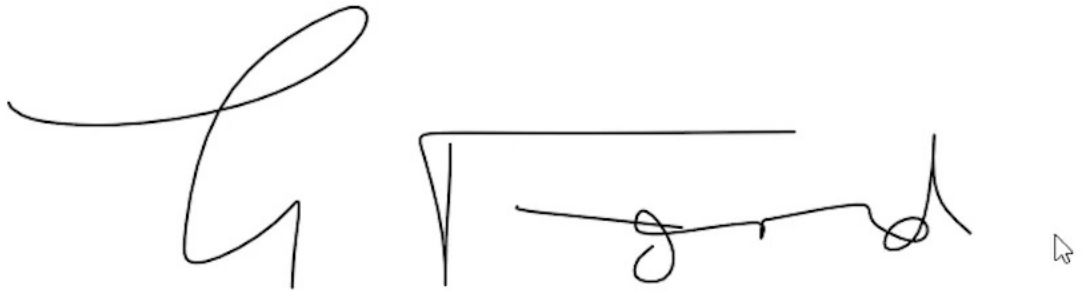
I have read and understood the things to know and consider with access listed above.	Yes
Can a vehicle the size of a bin lorry park within ten metres of your property?	Customer will find out
Are you happy we've gone through the product's dimensions? Are you confident that it will fit into your property?	
I am aware that a second delivery charge may be applied if the crew is unable to access the property or the item does not fit.	Yes

None

Terms and Conditions

Are you happy with these terms and conditions?	Yes

Signature



Previous | Next

Summary

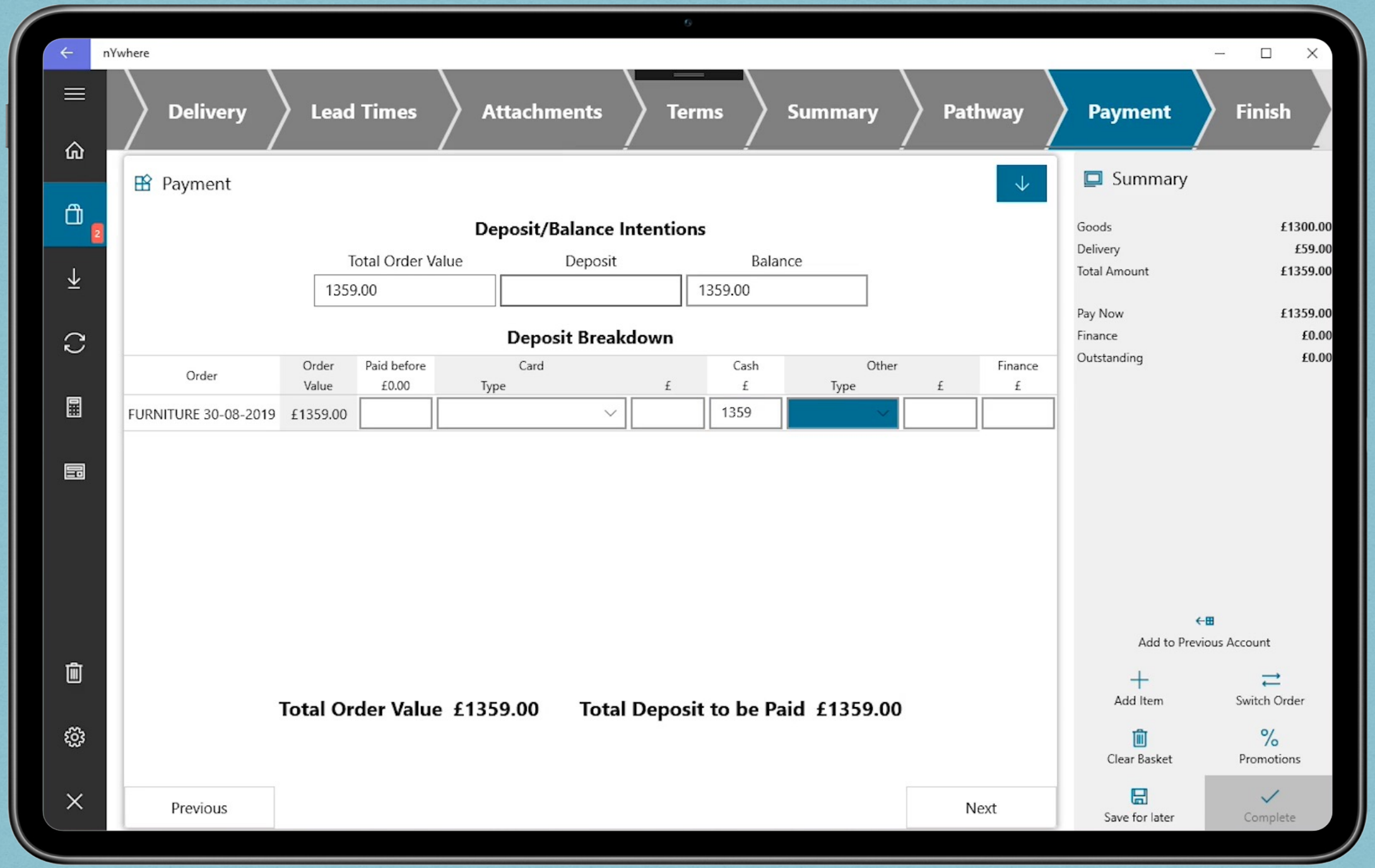
Goods	£1300.00
Delivery	£59.00
Total Amount	£1359.00
Pay Now	£0.00
Finance	£0.00
Outstanding	£1359.00

Add to Previous Account

Add Item | Switch Order

Clear Basket | Promotions

Save for later | Complete


nYwhere
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Attachments
Terms
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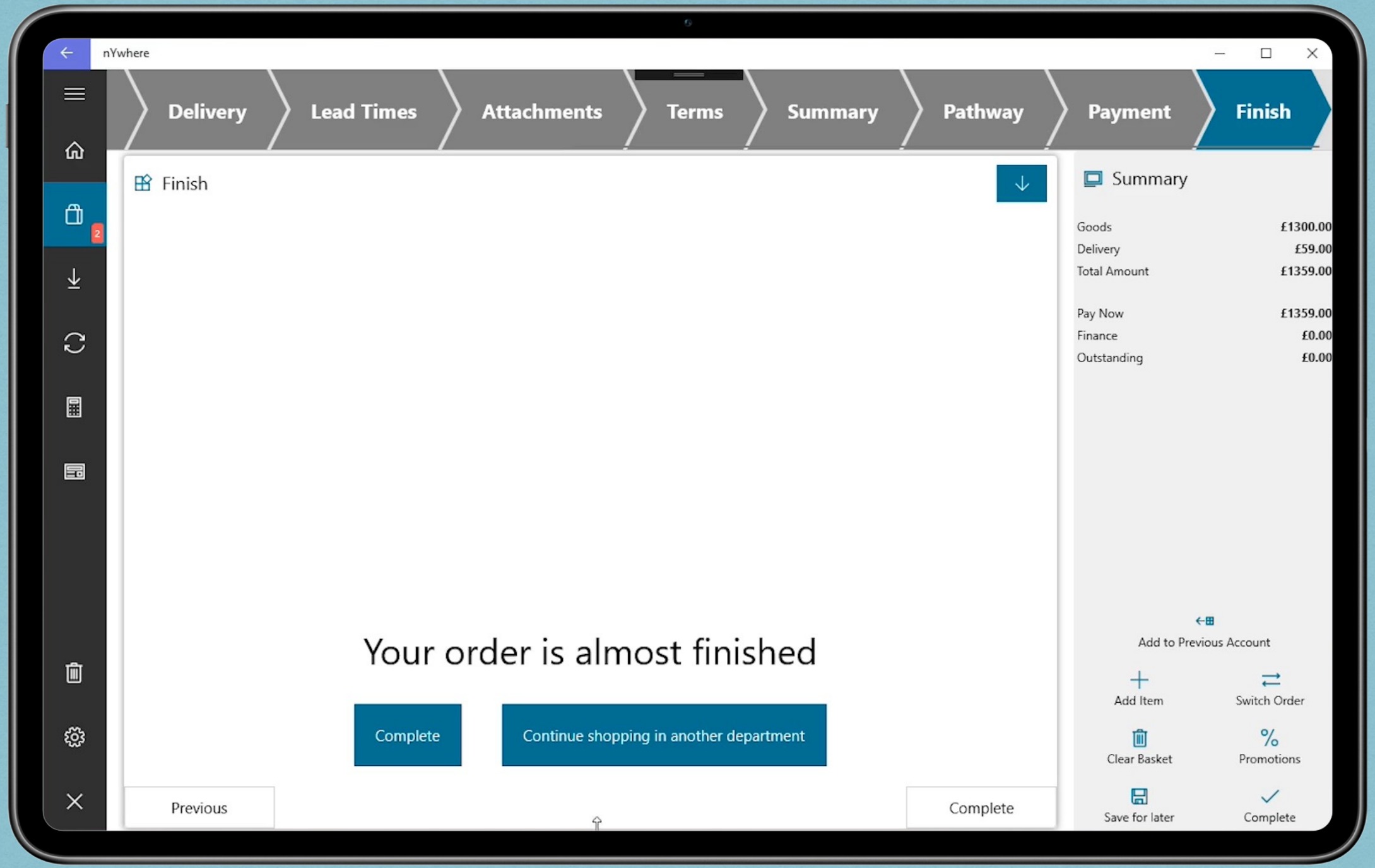
Pathway
Payment
Finish
Payment
Deposit/Balance Intentions
Total Order Value
Deposit
Balance
1359.00
1359.00
Deposit Breakdown
Order
Order Value
Paid before £0.00
Card Type
£
Cash £
Other Type
£
Finance £
FURNITURE 30-08-2019
£1359.00
1359
Total Order Value £1359.00
Total Deposit to be Paid £1359.00
Previous
Next
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £1359.00
Finance £0.00
Outstanding £0.00
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete


nYwhere
Delivery
Lead Times
Attachments
Terms
Summary
Pathway
Payment
Finish
Finish
Summary
Goods £1300.00
Delivery £59.00
Total Amount £1359.00
Pay Now £1359.00
Finance £0.00
Outstanding £0.00
Your order is almost finished
Complete
Continue shopping in another department
Add to Previous Account
Add Item
Switch Order
Clear Basket
Promotions
Save for later
Complete
Previous
Complete

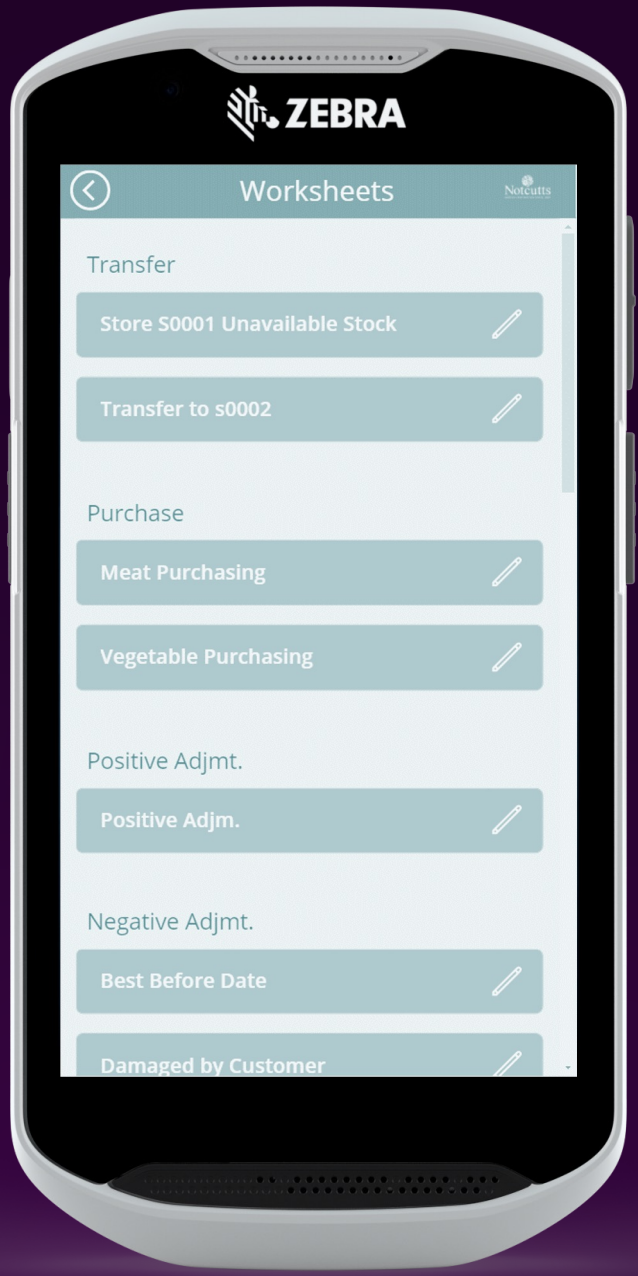
nYwhere
Order Completion
Description
Order Amount
Payment Amount
Action
Incompl. Funds Reason
ncompl. Queue Reasor
Cust. Confirm By
FURNITURE 30-08-2019
£1359.00
£1359.00
Complete
Please confirm that the payment plan has been agreed with the customer and any actual monies have been taken
OK
Cancel

POWERAPPS IN-STORE STOCK APP

POWERAPPS IN-STORE STOCK APP

POWERAPPS IN-STORE STOCK APP

POWERAPPS IN-STORE STOCK APP



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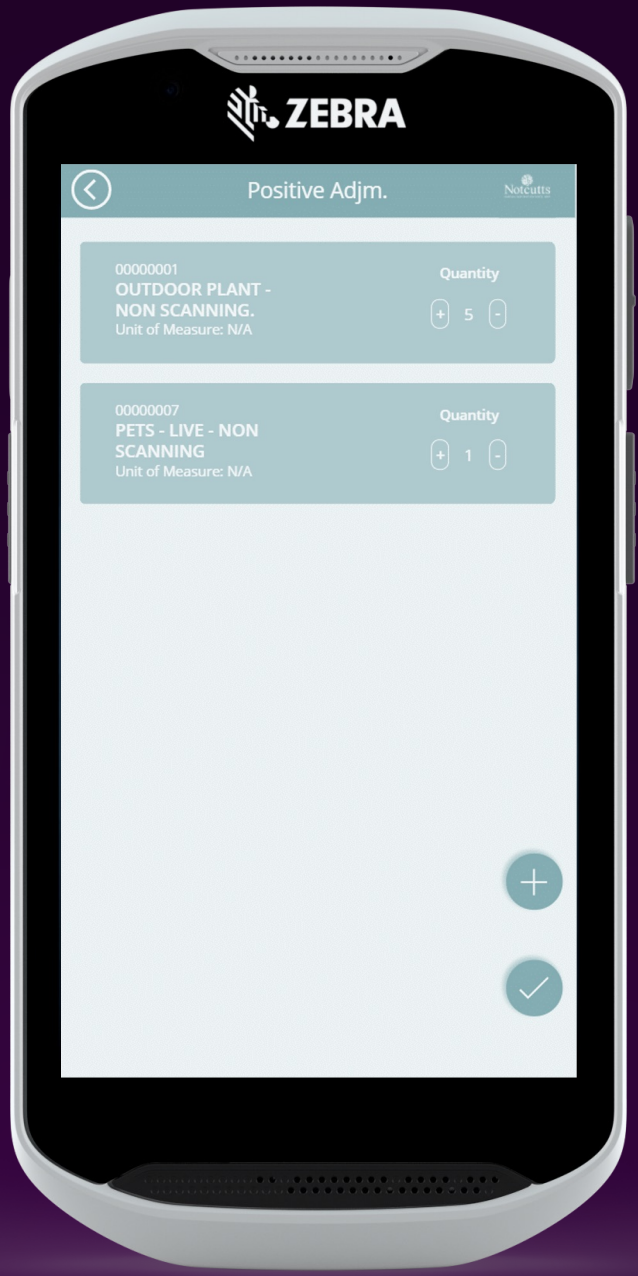
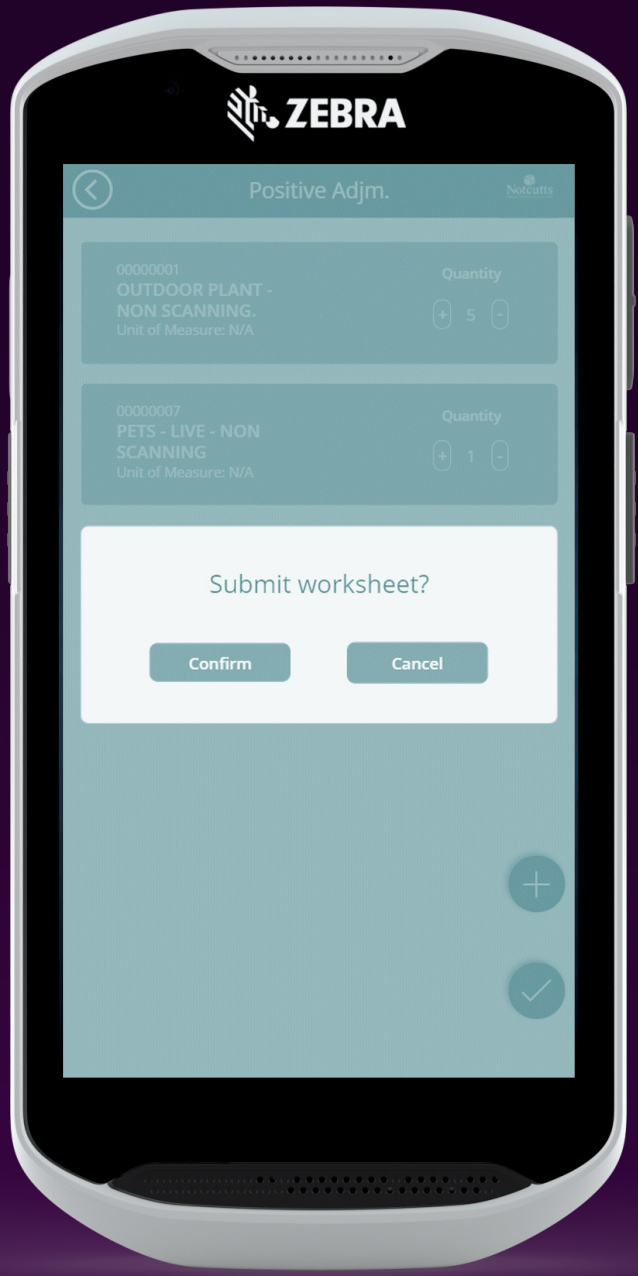


POWERAPPS IN-STORE STOCK APP



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Net Sales & Margin

LS Insight

All Stores | **Jan 2016 - Dec 2018**

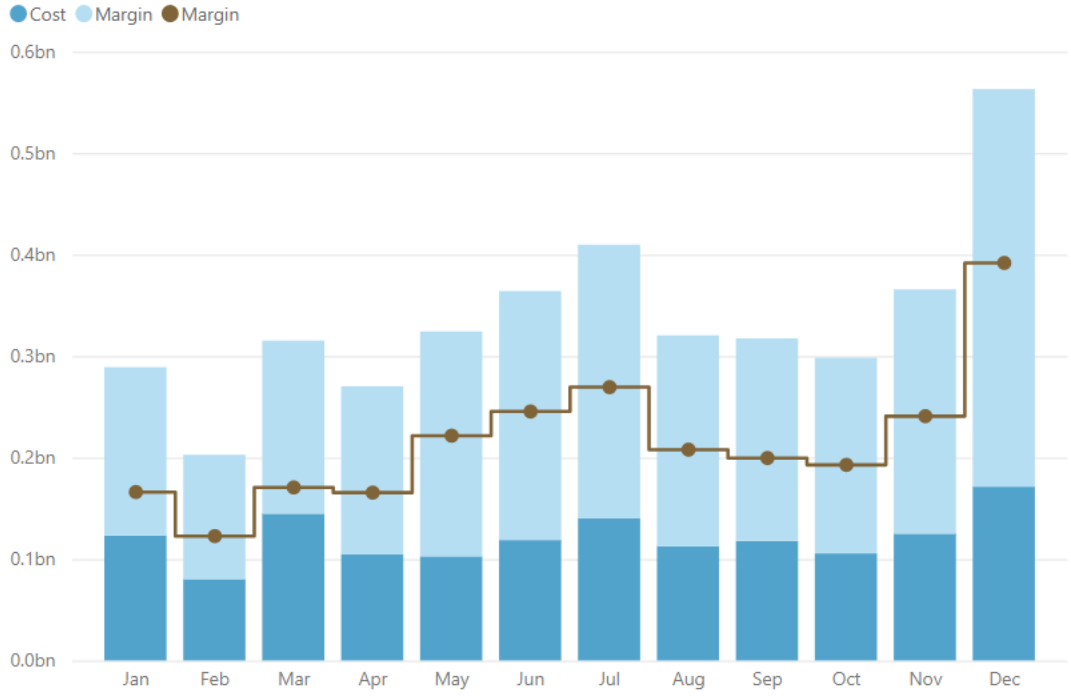
Net Sales
1,679M (+34.08%)
(Blank)
PP Net Sales

Margin
1,166M (+49.65%)
(Blank)
PP Margin

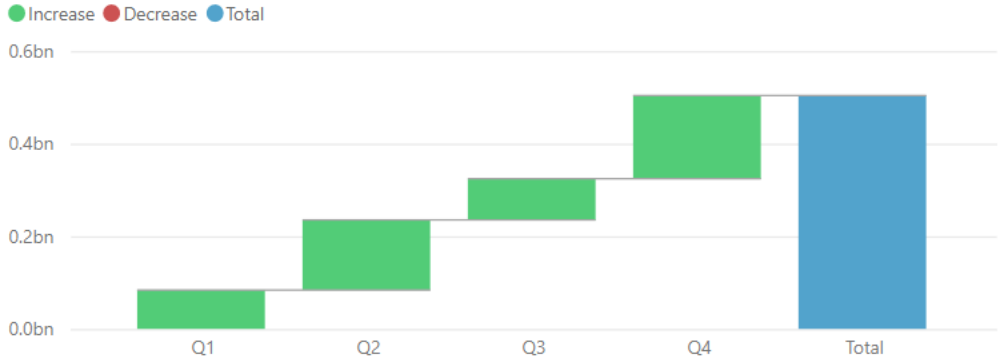
Period on Period Growth
426.67M
Goal: 0M

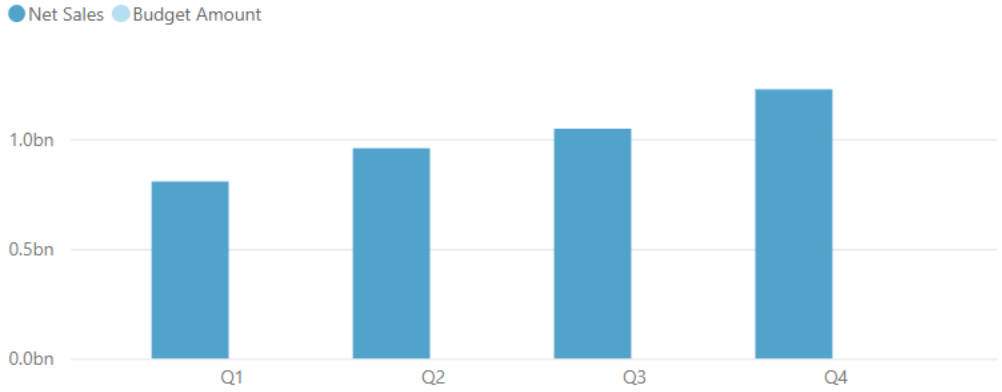
Period on Period Growth %
34.08%
Goal: 0%

Net Sales and Last Year Net Sales



Year on Year Growth by Month





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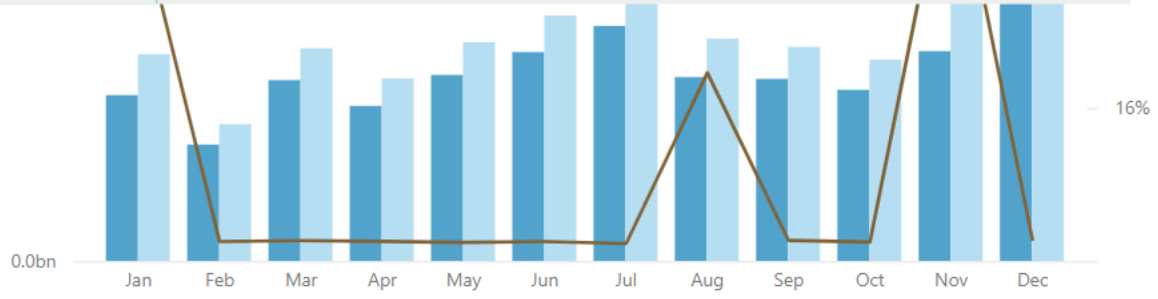
Discounts and Promotions

LS Insight

All Stores | **Jan 2016 - Dec 2018**

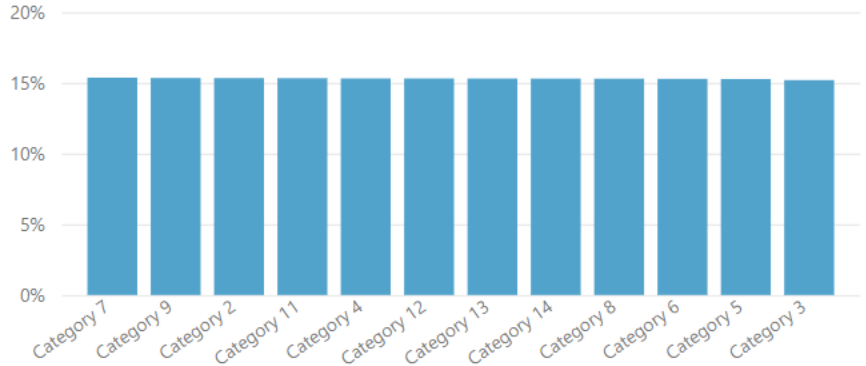
15.3%	4.82bn	779M	2.59bn	64.2%
AVG Discount%	Sales amount on Discount Period	Total Discount	Margin From Discount Sales	Margin % From Discount Sales

OfferTypeDescription	Standard Price On Discount Transactions	AVG Discount%	Total Discount	AVG Discount % Of All Sales	Margin % From Discount Sales	Margin From Discount Sales
Total Discount	**431,664,701.85**	**15.5%**	**70,770,909**	**1.8%**	**64.0%**	**230,930,532.75**
Promotion	**404,780,597.27**	**12.6%**	**53,862,352**	**1.3%**	**65.0%**	**228,125,276.40**
Multibuy	**1,280,827,674.91**	**13.9%**	**185,554,137**	**4.6%**	**63.8%**	**698,862,359.55**
Mix&Match						
Category 11	10,901,455.69	19.4%	2,312,195	4.7%	65.1%	5,592,904.39
Category 12	69,915,659.92	19.6%	14,375,866	4.3%	64.8%	35,981,633.68
Category 13	19,758,423.36	19.7%	4,103,855	4.5%	66.1%	10,346,287.56
Category 14	261,039,187.63	19.6%	53,737,315	4.6%	64.5%	133,796,354.18
Category 2	34,457,885.16	19.5%	7,087,168	4.6%	62.8%	17,185,429.59
Category 3	2,155,085.72	19.8%	370,834	4.0%	58.5%	1,044,085.16
Category 4	74,845,718.47	19.6%	15,700,662	4.8%	64.0%	37,847,623.78
Category 5	59,058,407.62	19.5%	12,502,670	4.8%	63.3%	29,467,720.02
Category 6	33,066,392.71	19.6%	6,743,867	4.6%	62.3%	16,395,858.67
Category 7	39,057,963.86	19.7%	8,138,474	4.8%	63.3%	19,556,601.15
Category 8	236,100,818.07	19.6%	48,821,565	4.6%	65.3%	122,211,274.47
Category 9	61,183,853.31	19.7%	13,043,450	4.9%	64.3%	30,971,011.05
Line Discount	**924,641,621.94**	**13.9%**	**134,491,076**	**3.3%**	**64.3%**	**508,028,350.57**
Deal	**868,444,844.49**	**16.1%**	**146,998,926**	**3.6%**	**64.1%**	**462,538,098.59**



AVG Discount% by Reporting Store

AVG Discount% by Category



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Discounts and Promotions

LS Insight

All Stores | **Jan 2016 - Dec 2018**

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Category 3	2,155,085.72	19.8%	370,834	4.0%	58.5%	1,044,085.16
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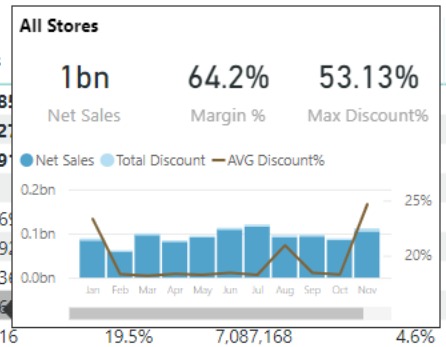
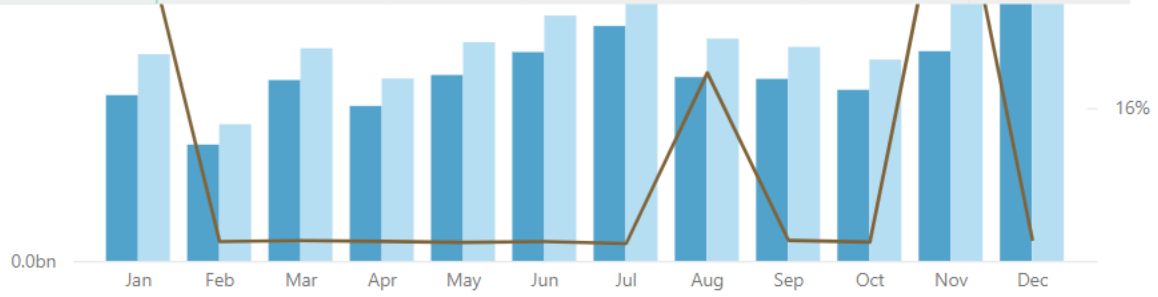
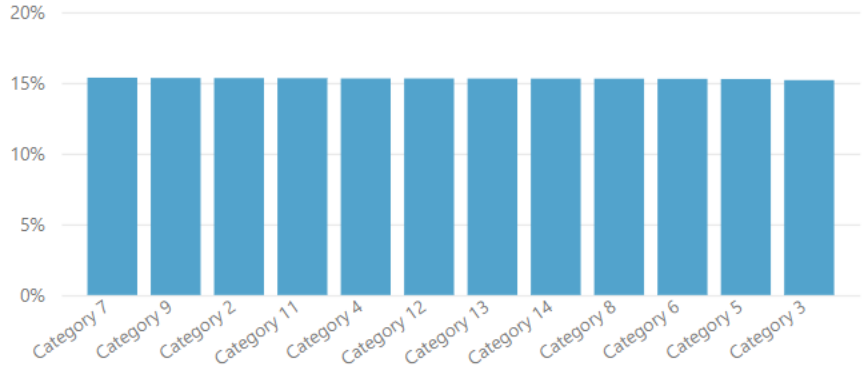




AVG Discount% by Reporting Store

AVG Discount% by Category



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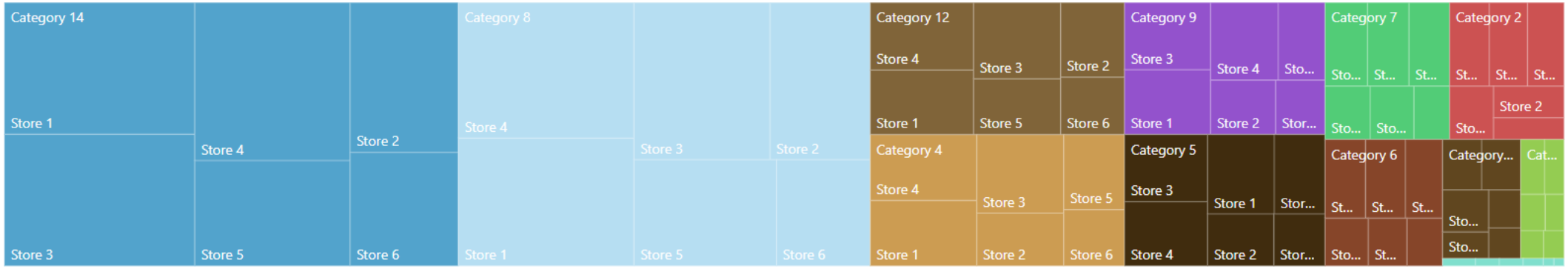
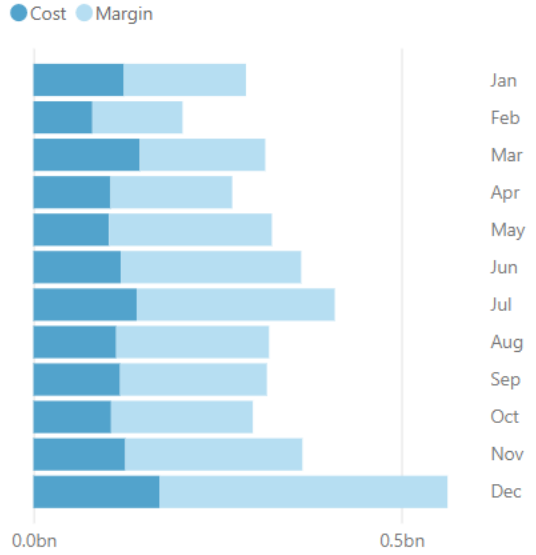
All Stores **Jan 2016 - Dec 2018**

Margin by Category and Store



Store Name	Net Sales	AVG Discount%	Margin	Margin %	Item Quantity	Transaction Quantity	AVG Net Sales per Transaction	AVG Margin per Transaction	AVG Net Sales per square meter	AVG Nr of per Transa
Store 5	**559,082,677**	**18.8%**	**360,649,821**	**64.5%**	**456,511**	**204,400**	**2,735**	**1,764**	**170,037**	
Store 1	**839,964,134**	**14.9%**	**537,709,164**	**64.0%**	**678,824**	**263,960**	**3,182**	**2,037**	**212,595**	
Category 13	**19,120,532**	**14.9%**	**12,264,285**	**64.1%**	**15,110**	**10,196**	**1,875**	**1,203**	**4,839**	
Category 11	**11,289,644**	**14.9%**	**8,335,948**	**73.8%**	**8,120**	**5,464**	**2,066**	**1,526**	**2,857**	
Product Group 63	1,011,534	15.3%	644,171	63.7%	1,132	784	1,290	822	256	
Product Group 60	4,303,927	15.0%	3,279,958	76.2%	2,520	1,681	2,560	1,951	1,089	
Product Group 62	1,259,703	15.0%	846,107	67.2%	1,124	742	1,698	1,140	319	
Product Group 61	2,948,208	14.9%	2,308,636	78.3%	2,317	1,560	1,890	1,480	746	
Product Group 59	1,766,270	14.4%	1,257,077	71.2%	1,027	734	2,406	1,713	447	
Category 2	**30,581,713**	**14.9%**	**19,262,359**	**63.0%**	**25,496**	**16,920**	**1,807**	**1,138**	**7,740**	
Total	**4,039,247,479**	**15.3%**	**2,592,634,399**	**64.2%**	**3,284,009**	**513,766**	**7,862**	**5,046**	**216,675**	

Net Sales by Month



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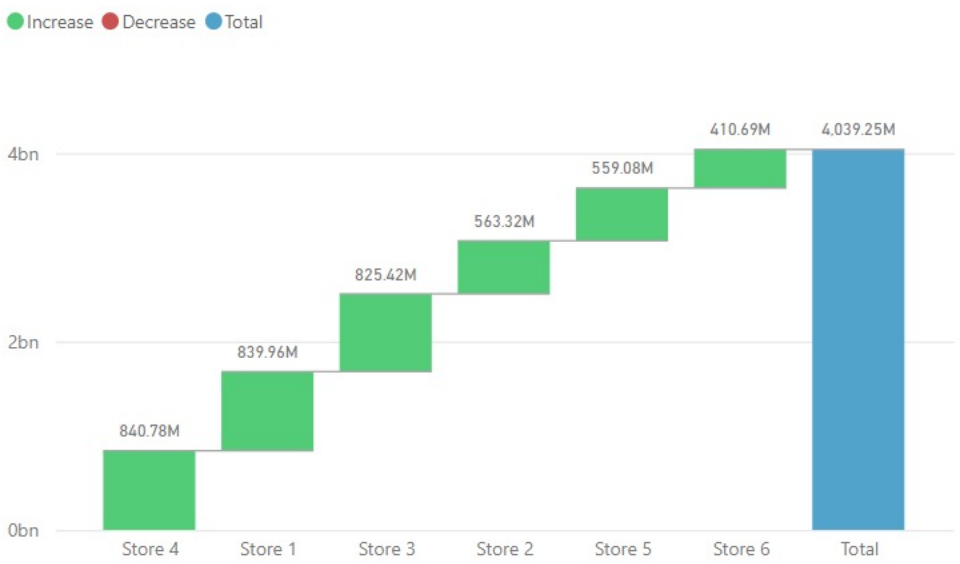
Store Growth

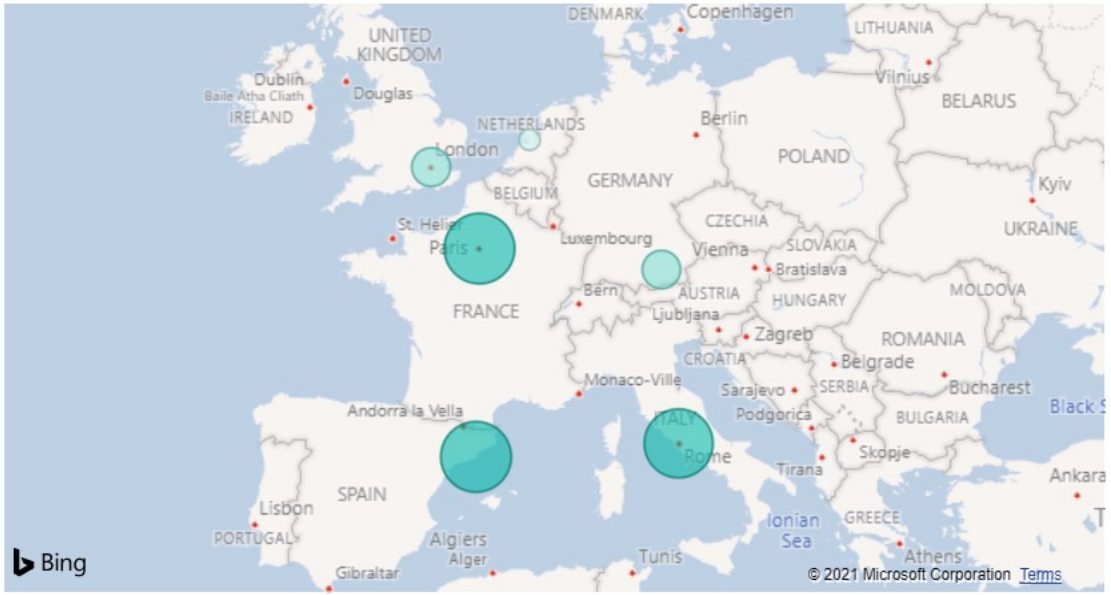
LS Insight

All Stores **Jan 2016 - Dec 2018**

Growth in Net Sales



Growth in Net Sales by City



Store Growth

Store Name	POP Net Sales	POP Margin	POP AVG Net Sales per Staff	POP AVG Net Sales per Transaction
Store 4	**840,780,043**	**543,028,489**	**2,555,562**	**3,194**
Store 1	**839,964,134**	**537,709,164**	**2,553,082**	**3,182**
	839,964,134	**537,709,164**	**2,553,082**	**3,182**
Category 14	**247,492,249**	**158,305,078**	**756,857**	**2,275**
Product Group 28	42,571,013	27,200,660	133,034	1,928
Product Group 79	27,682,595	18,006,381	86,239	1,958
Total	**4,039,247,479**	**2,592,634,...**	**12,240,144**	**7,862**

POP Net Sales by Months

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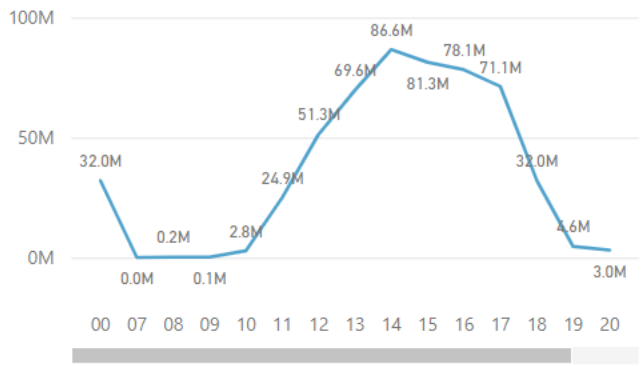
Store Performance by Hour

LS Insight

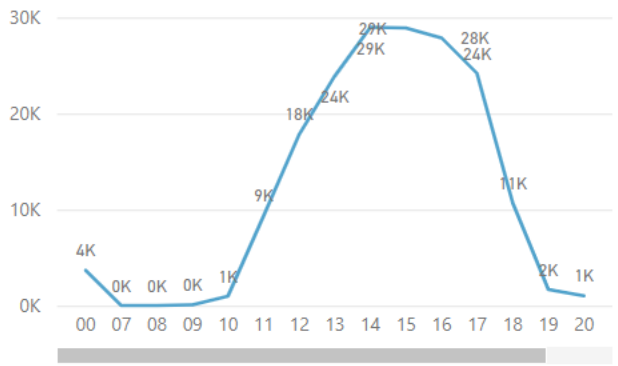
All Stores **Jan 2016 - Dec 2018**

Sun
Mon
Tue
Wed
Thu
Fri
Sat

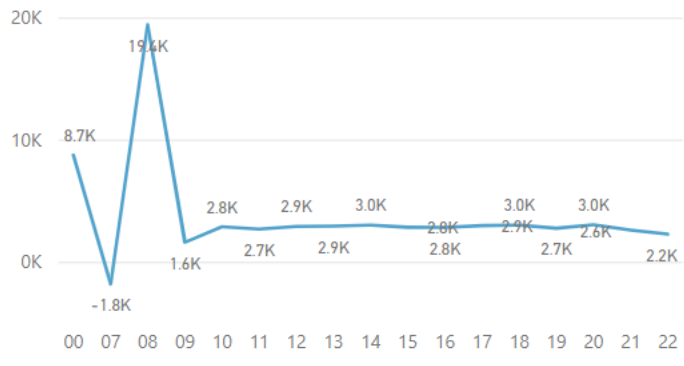
Net Sales and Last Period Net Sales



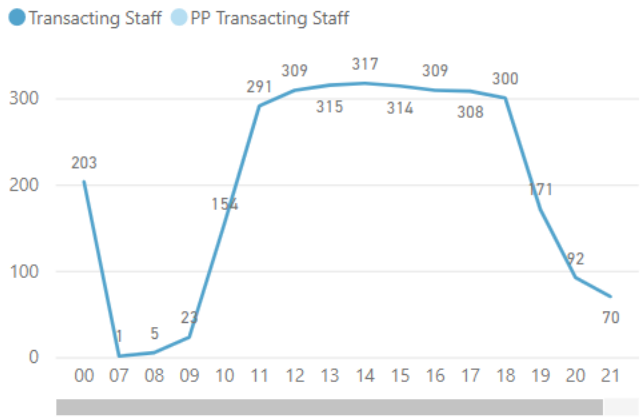
Transaction Quantity



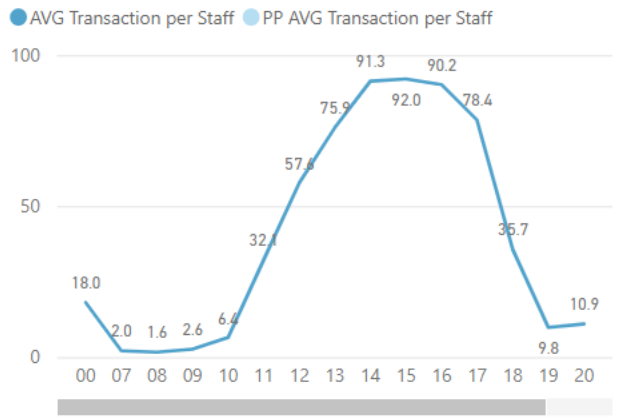
Average Net Sales per Transaction



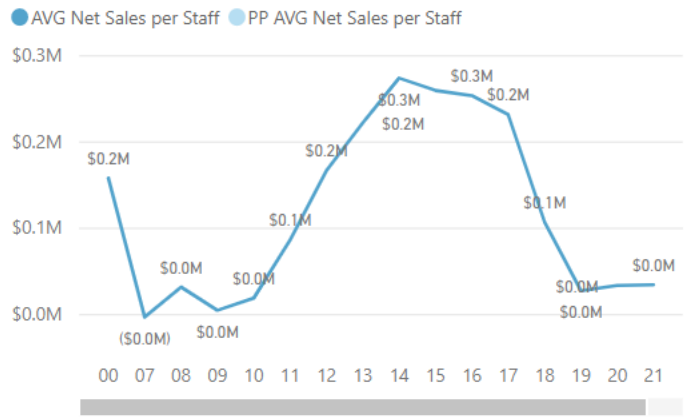
Number of Transacting Staff



AVG Number of Transactions per Staff



Average Net Sales per Staff



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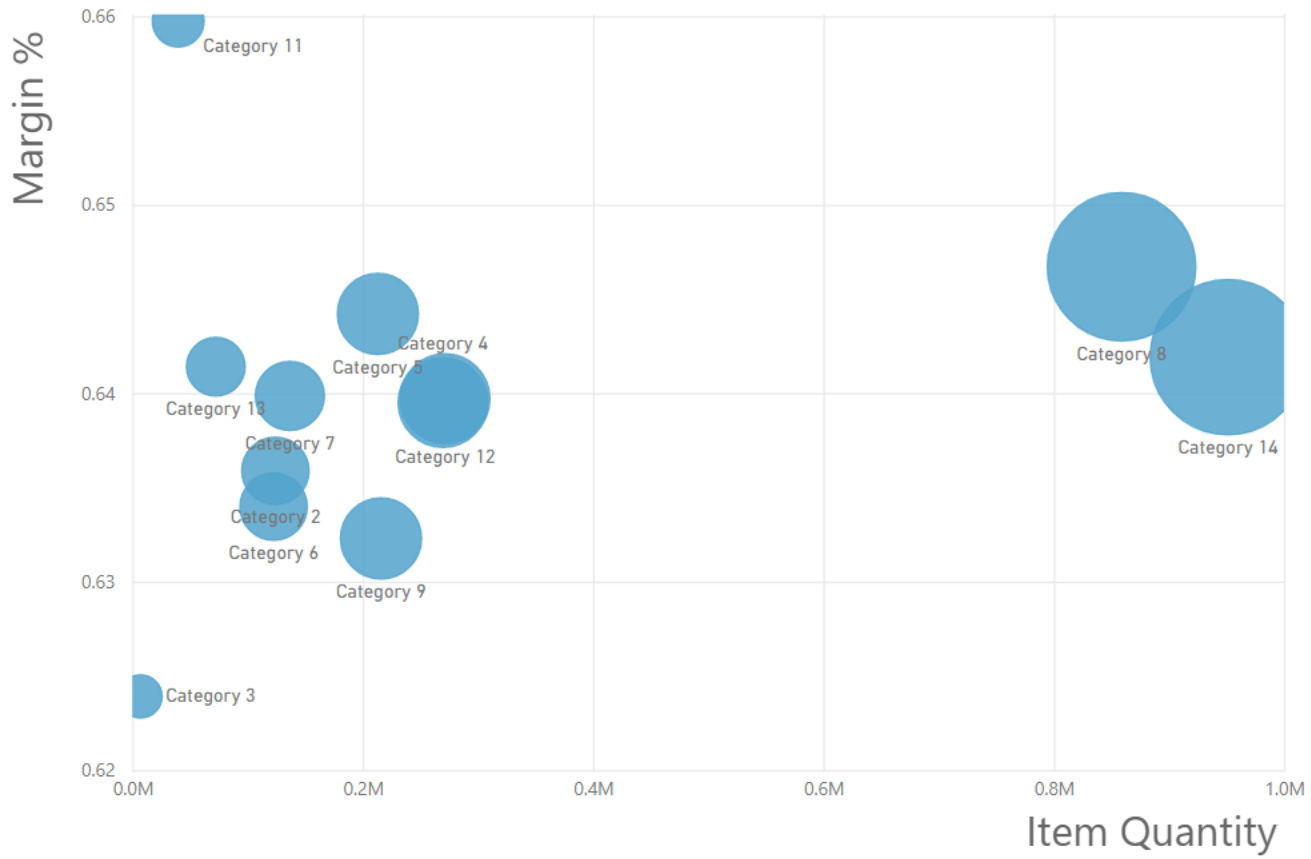
Category Analysis and Growth

LS Insight

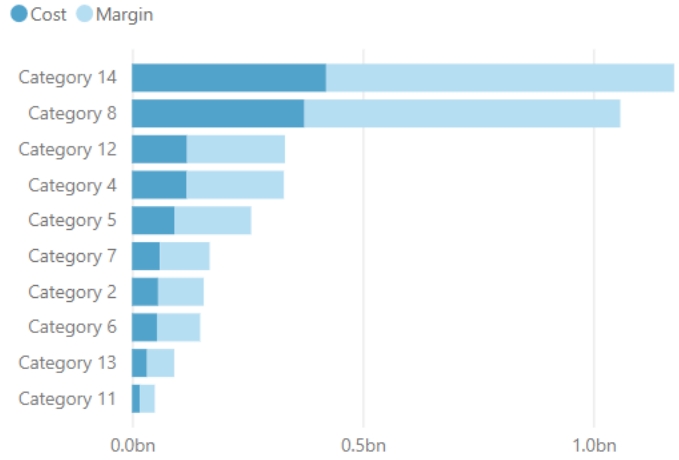
All Stores **Jan 2016 - Dec 2018**

Y - Axis value: Margin %
X - Axis value: Item Quantity
X - Bubble size: Margin



Category	POP Net Sales	POP Margin	POP AVG Net Sales per Transaction
Category 3	9,195,203	5,736,938	1,877
Category 11	49,350,518	32,558,217	1,922
Category 13	91,459,904	58,662,378	1,979
Category 6	147,821,100	93,714,578	2,021
Category 2	155,566,577	98,920,942	2,095
Category 7	168,257,413	107,659,366	2,089
Category 5	258,303,034	166,398,955	2,200
Category 9	264,053,985	166,957,757	2,237
Category 4	329,292,393	210,580,644	2,341
Category 12	331,665,378	212,168,740	2,367
Total	**4,039,247,479**	**2,592,634,399**	**7,862**

Top 10 Categories by Margin %



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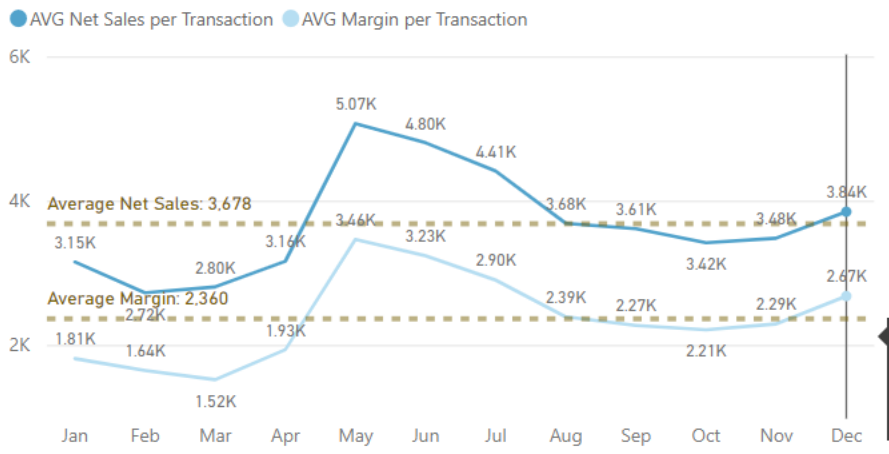
Basket Analysis and Product Mix

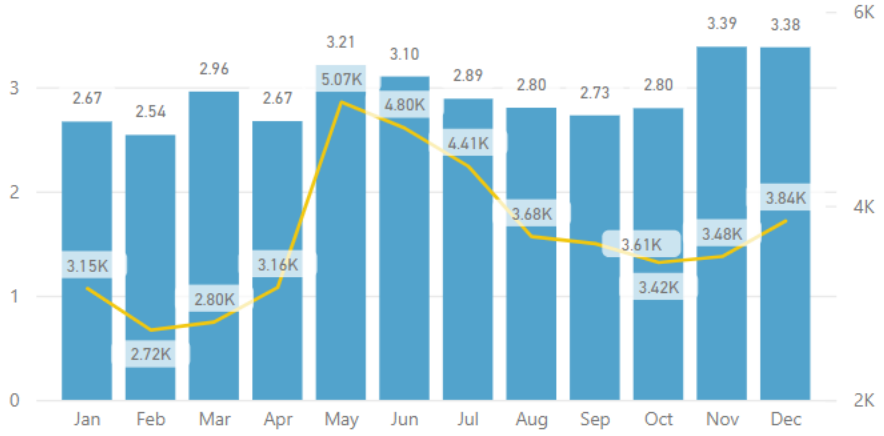
LS Insight

All Stores | **Jan 2016 - Dec 2018**

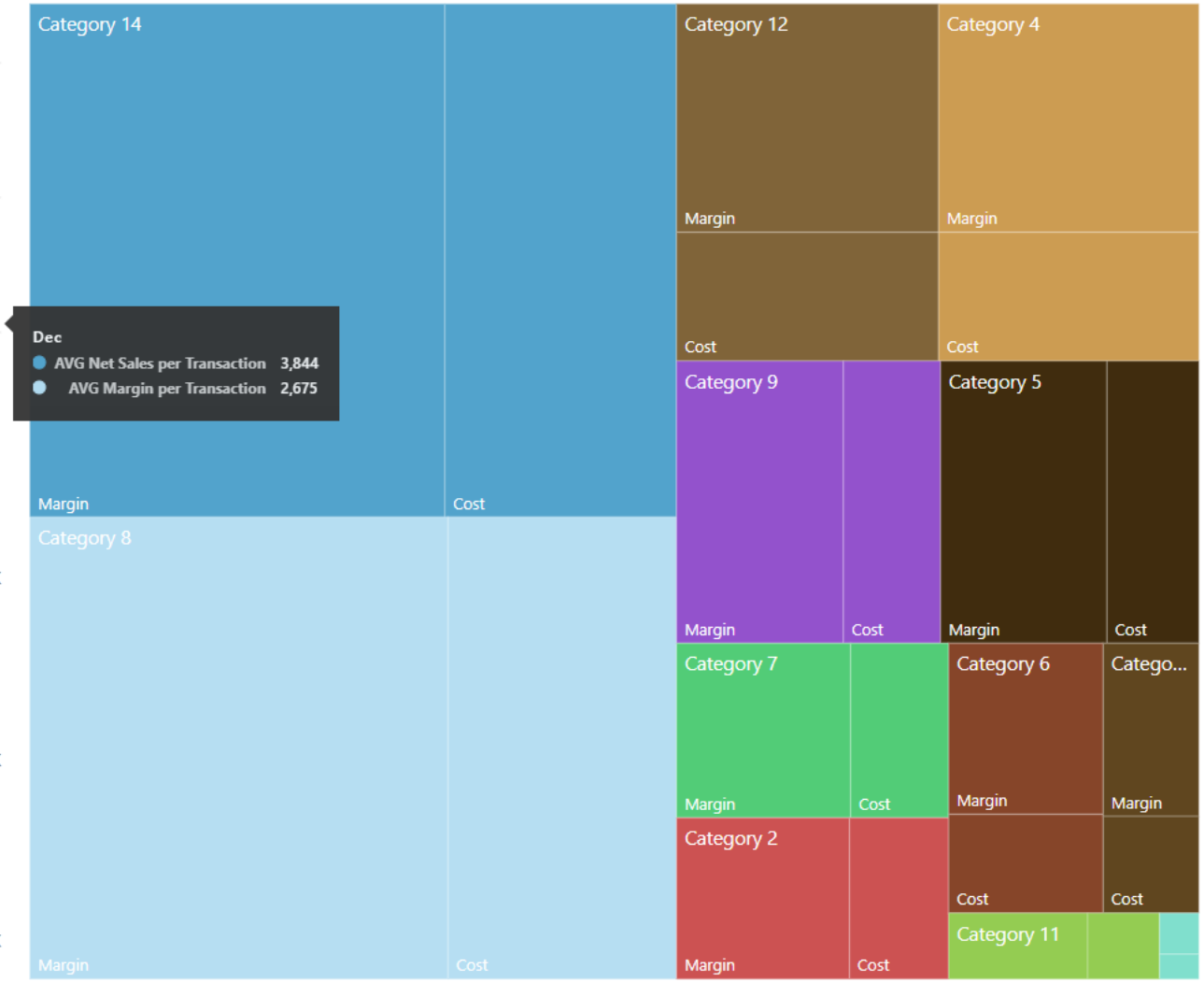
AVG Net Sales vs AVG M



AVG Basket Size



Cost, Margin, Net Sales and Margin % by Category



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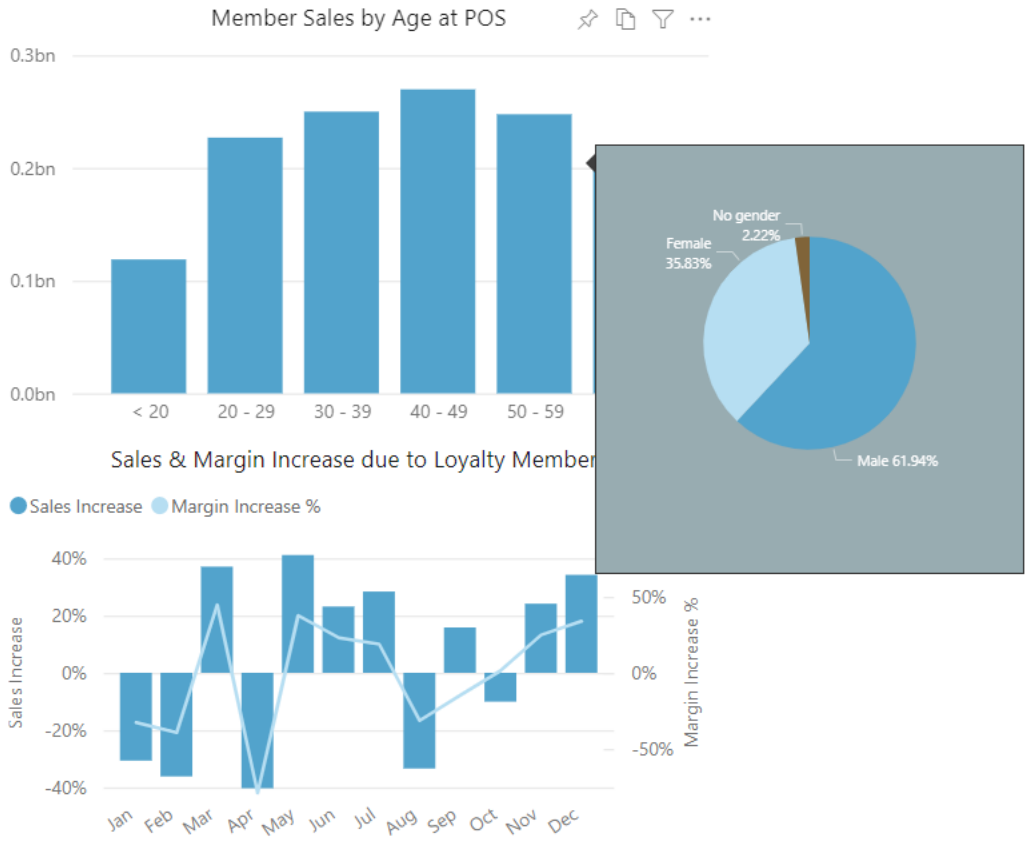
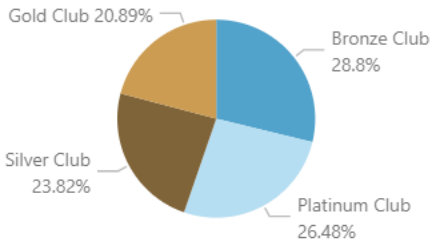
Member Analysis

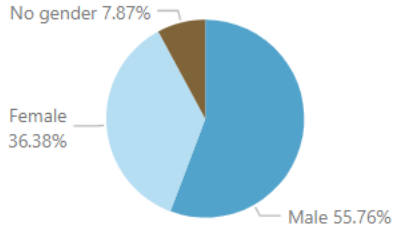
LS Insight

All Stores **Jan 2016 - Dec 2018**

32.4%	32.59%	32.44%	(Blank)	1bn	(Blank)
Sales Increase due to Loyalty Members	Margin% Increase due to Loyalty Members	Member Sales ratio	Returning Members %	Member Sales	Lost Members







Month	New Member	Returning Members	Returning Members %	Recovered Members	Lost Members	Sales New Members	Member Sales ratio
Jan	386					1,305,875,397	32.68%
Feb	8	378	97.9%			9,509,768	31.19%
Mar	12	378	96.9%			13,903,589	33.29%
Apr	12	378	96.9%			13,903,589	32.12%
May	12	378	96.9%			13,903,589	33.62%
Jun	12	378	96.9%			13,903,589	32.47%
Jul	12	378	96.9%			13,903,589	32.02%
Aug	11	378	97.2%			12,877,316	31.63%
Sep	12	378	96.9%			13,903,589	32.07%
Oct	12	378	96.9%			13,903,589	33.47%
Nov	9	378	97.7%			10,732,407	31.75%
Dec	9	378	97.7%			10,732,407	32.61%

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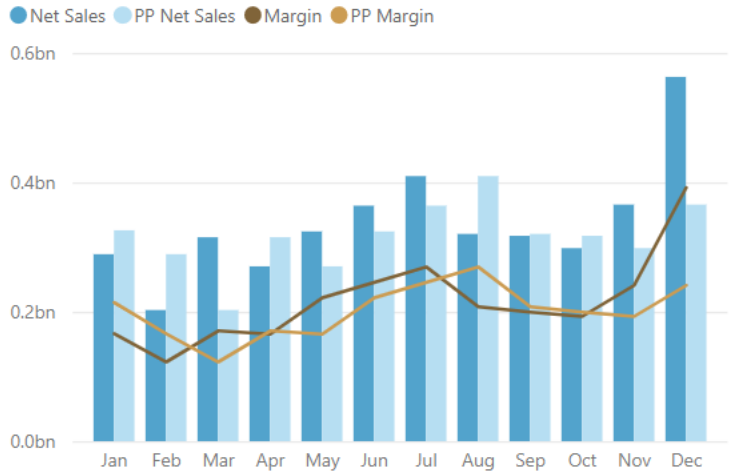
Staff Performance and Growth

LS Insight

All Stores **Jan 2016 - Dec 2018**

Net Sales vs Previous Period Net Sales



Staff Growth POP (Period over Period)

ID	POP Net Sales	POP Margin
480	101,135,291	60,712,870
428	87,689,226	53,898,807
286	79,251,725	42,682,814
191	76,484,978	47,091,626
164	75,256,744	44,086,025
213	68,180,502	39,758,041
194	67,737,572	42,119,040
325	65,595,530	38,235,548
303	63,408,031	36,877,433
452	60,627,126	37,993,743
Total	**4,039,247,479**	**2,592,634,399**

Staff Performance

No - Staff	Net Sales	Margin	Margin %	AVG Discount%	Item Quantity	Transaction Quantity	AVG Net Sales per Transaction	AVG Margin per Transaction	AVG Nr of I... per Transac...
227 - Bill Farlan	11,374,684	8,000,794	70.3%	14.4%	4,759	2,000	5,687	4,000	
449 - Bill Dibley	902,892	600,239	66.5%	14.6%	430	166	5,439	3,616	
201 - Jarren Walters	6,068,277	4,669,327	76.9%	14.3%	2,827	1,324	4,583	3,527	
414 - Welborn Wickers	34,229	17,701	51.7%	14.6%	17	8	4,279	2,213	
165 - Malone Broad	6,610,973	4,184,847	63.3%	14.5%	3,809	1,548	4,271	2,703	
323 - Catrina Crumley	2,258,412	1,225,929	54.3%	14.4%	1,367	551	4,099	2,225	
103 - Malone Farlan	22,756,267	12,891,156	56.6%	13.9%	14,473	5,679	4,007	2,270	
290 - Jennifer Farlan	7,634,361	5,309,398	69.5%	13.4%	4,528	1,916	3,985	2,771	
488 - Welborn Judi	2,396,644	1,444,904	60.3%	12.0%	1,316	605	3,961	2,388	
133 - Steve Brown	6,642,156	5,609,761	84.5%	13.7%	3,218	1,694	3,921	3,312	
109 - Malone Devall	10,112,315	6,850,351	67.7%	14.8%	5,897	2,600	3,889	2,635	
166 - Malone Wickers	16,476,679	10,084,406	61.2%	14.4%	10,508	4,275	3,854	2,359	
151 - Arwen Drebber	19,142,916	12,386,133	64.7%	13.9%	9,164	5,025	3,810	2,465	
234 - Arwen Farlan	5,339,701	4,873,905	91.3%	13.8%	3,337	1,405	3,800	3,469	
506 - Catrina Wade	27,129,131	17,025,365	62.8%	13.6%	16,721	7,178	3,779	2,372	
514 - Therese Judi	16,885,438	10,445,527	61.9%	14.3%	10,045	4,497	3,755	2,323	
107 - Welborn Wilson	3,956,782	4,428,837	111.9%	14.9%	1,746	1,060	3,733	4,178	
230 - Jack Judi	11,066,904	7,023,128	63.5%	13.3%	7,190	3,006	3,682	2,336	
205 - Jennifer Brown	10,133,818	7,637,626	75.4%	14.2%	5,499	2,764	3,666	2,763	
144 - Malone Wolf	53,259,290	31,339,310	58.8%	13.4%	34,418	14,609	3,646	2,145	
371 - Bill Walters	28,488,499	17,507,027	61.5%	13.0%	17,543	7,871	3,619	2,224	
444 - Catrina Farlan	2,461,263	1,487,288	60.4%	12.8%	1,855	685	3,593	2,171	
418 - Welborn Smith	78,288	48,255	61.6%	7.3%	48	22	3,559	2,193	
126 - Jennifer Brown	11,653,118	7,709,939	66.2%	14.3%	7,477	3,286	3,546	2,346	
Total	**4,039,247,479**	**2,592,634,399**	**64.2%**	**13.9%**	**3,284,009**	**513,766**	**7,862**	**5,046**	

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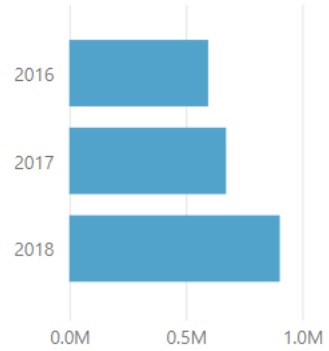
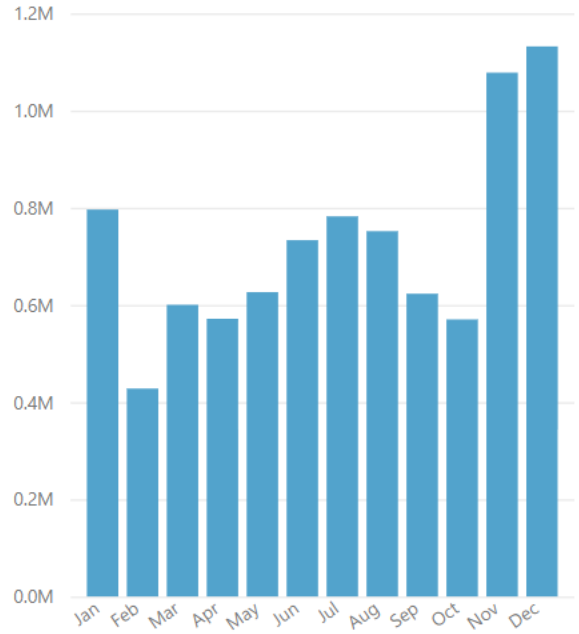
Period overview - Average Per Transaction day

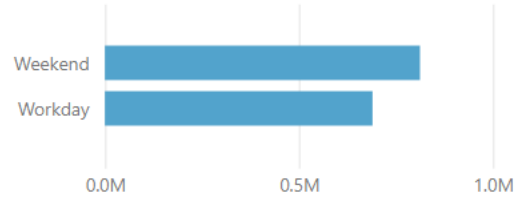
LS Insight

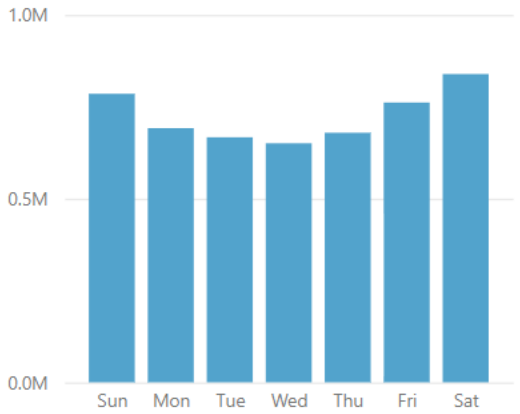
All Stores **Jan 2016 - Dec 2018**

Select a Measure
- Net Sales
- Margin
- Item Quantity
- Discount



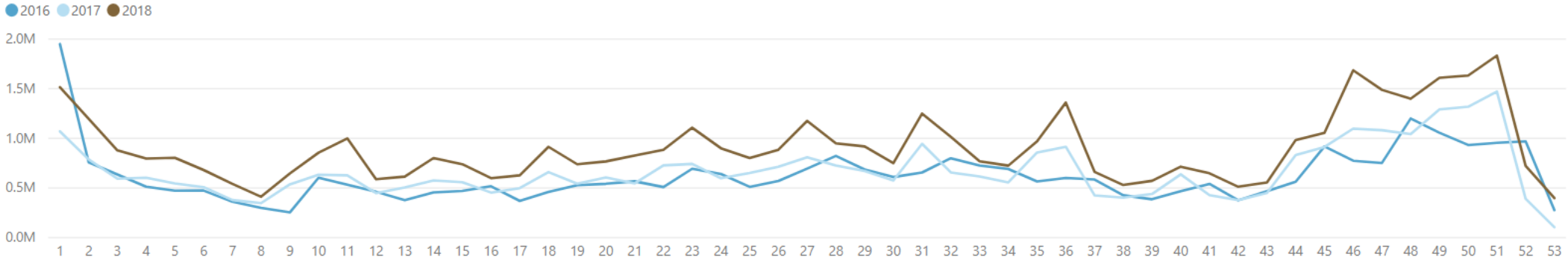






Year Number
2016 2018

1074
Transaction Days Count



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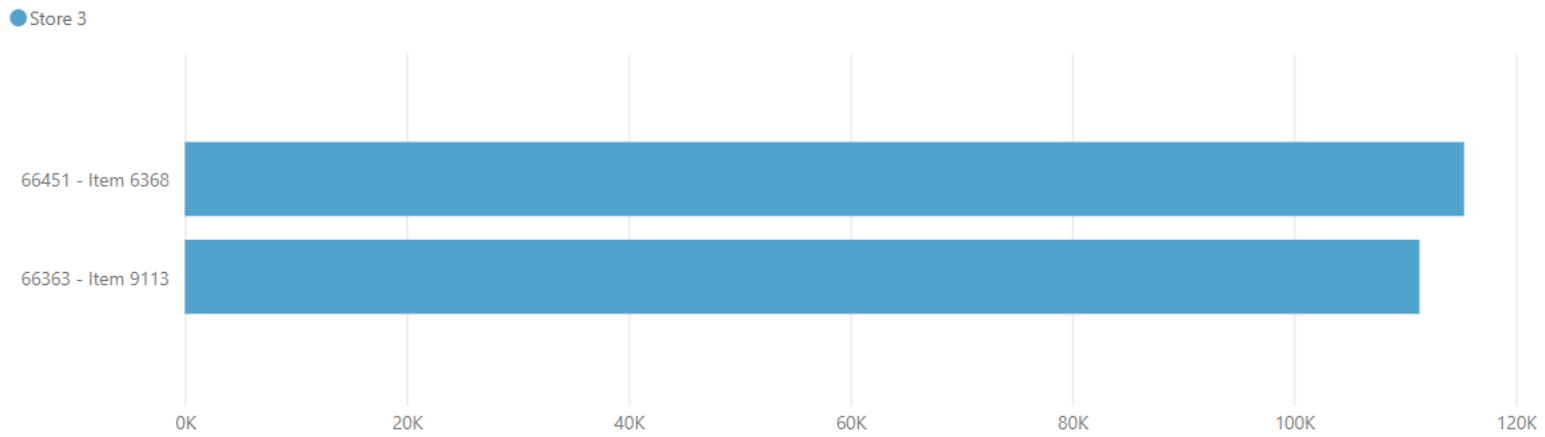
Item Comparison

LS Insight

Location 13, Location 14, Location 23, Location 8, Location 9 and 1 | Category 11 | **Jan 2016 - Dec 2018**

Net Sales | Margin % | Margin | Item Quantity | Discount % | Discount



Category
Category 11

Measure Selection III by Date and No - Description

No - Description
Search

- 64856 - Item 482
- 64871 - Item 9477
- 64873 - Item 9479
- 64943 - Item 14577
- 64944 - Item 14578
- 64947 - Item 15320
- 64984 - Item 15305
- 65115 - Item 20223
- 65160 - Item 18988
- 65174 - Item 19038
- 65175 - Item 19039
- 65176 - Item 19040
- 65253 - Item 19142
- 65295 - Item 21471
- 65361 - Item 16407
- 65377 - Item 15474

Number of filtered items to compare: 2

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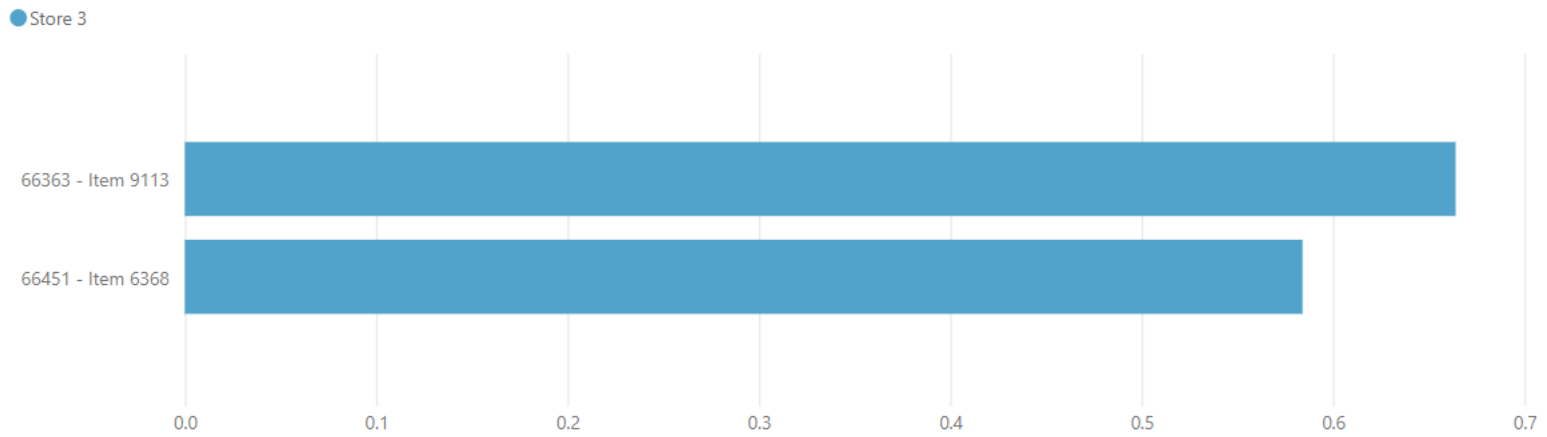
Item Comparison

LS Insight

Location 13, Location 14, Location 23, Location 8, Location 9 and 1 | Category 11 | **Jan 2016 - Dec 2018**

Net Sales | Margin % | Margin | Item Quantity | Discount % | Discount



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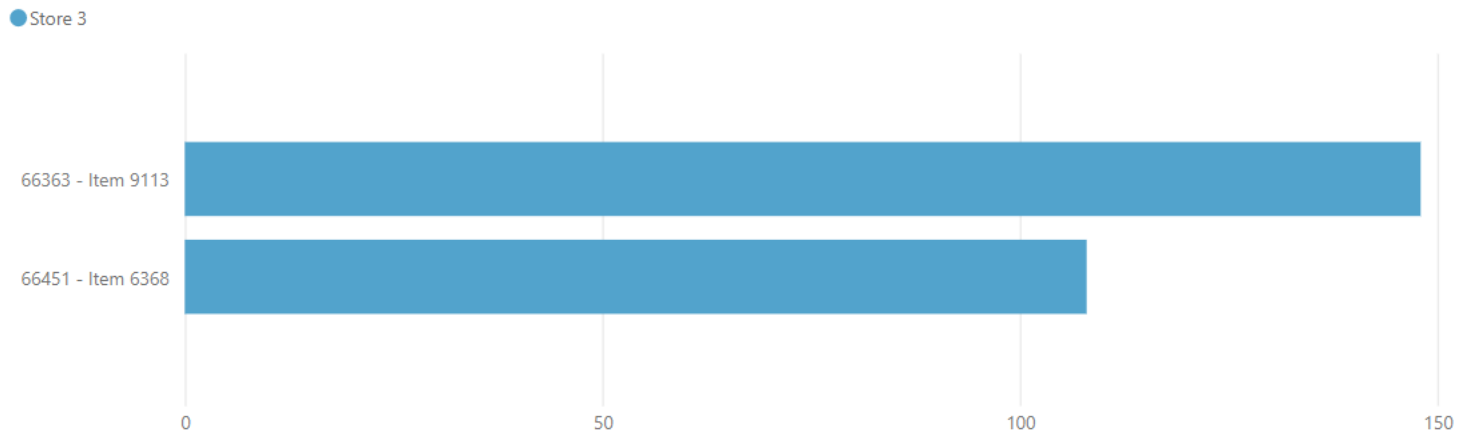
Item Comparison

LS Insight

Location 13, Location 14, Location 23, Location 8, Location 9 and 1 | Category 11 | **Jan 2016 - Dec 2018**

Net Sales | Margin % | Margin | **Item Quantity** | Discount % | Discount



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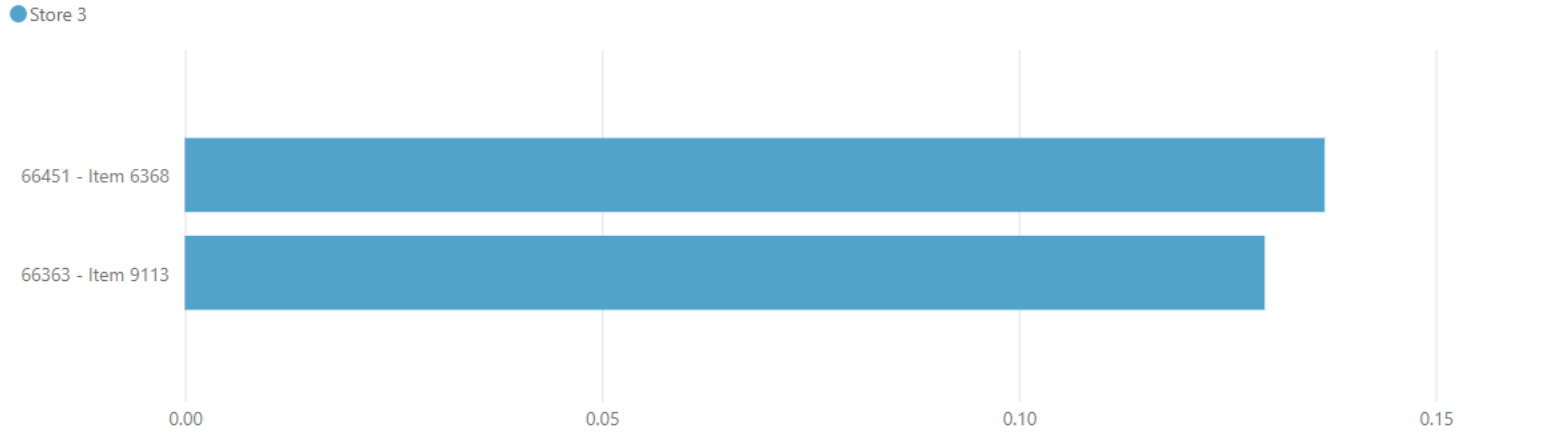
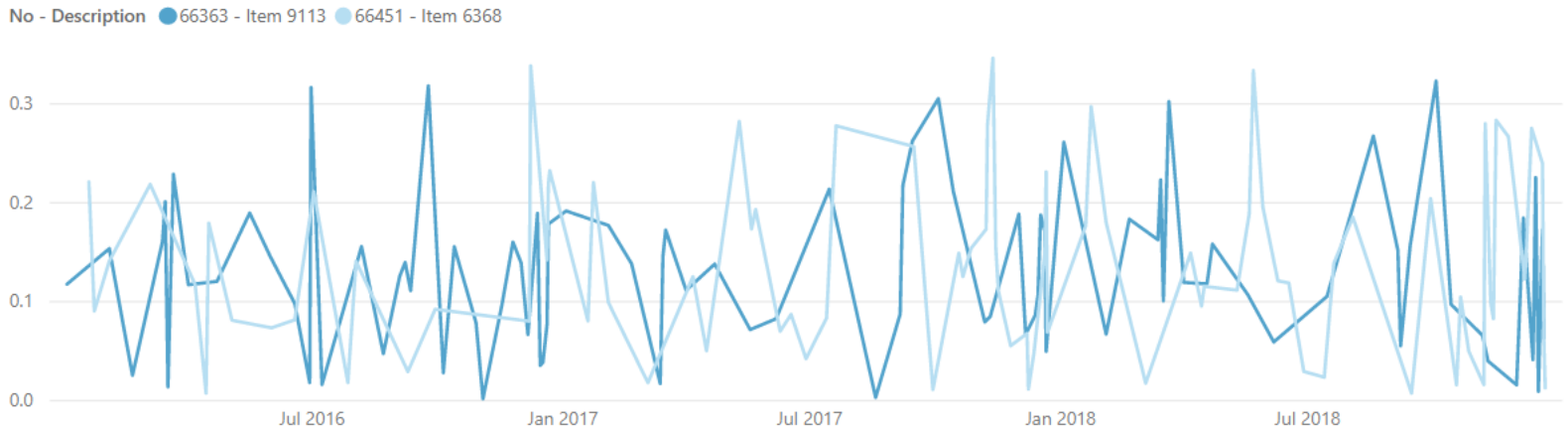
LS Insight

Location 13, Location 14, Location 23, Location 8, Location 9 and 1 | Category 11 | **Jan 2016 - Dec 2018**

Net Sales | Margin % | Margin | Item Quantity | **Discount %** | Discount



Measure Selection III by Date and No - Description



Category

Category 11

No - Description

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Filters

POWERBI
LS INSIGHT

- LS insight is free to use
- You pay for
  - Azure SQL (£90ish pm)
  - Azure Data Factory (£30ish pm)
  - Power BI Pro (£7.50ish)

THANKS FOR YOUR TIME... QUESTIONS?

DON'T FORGET TO RATE THIS SESSION IN THE USER DAY APP