

## Quick Facts Scorecard

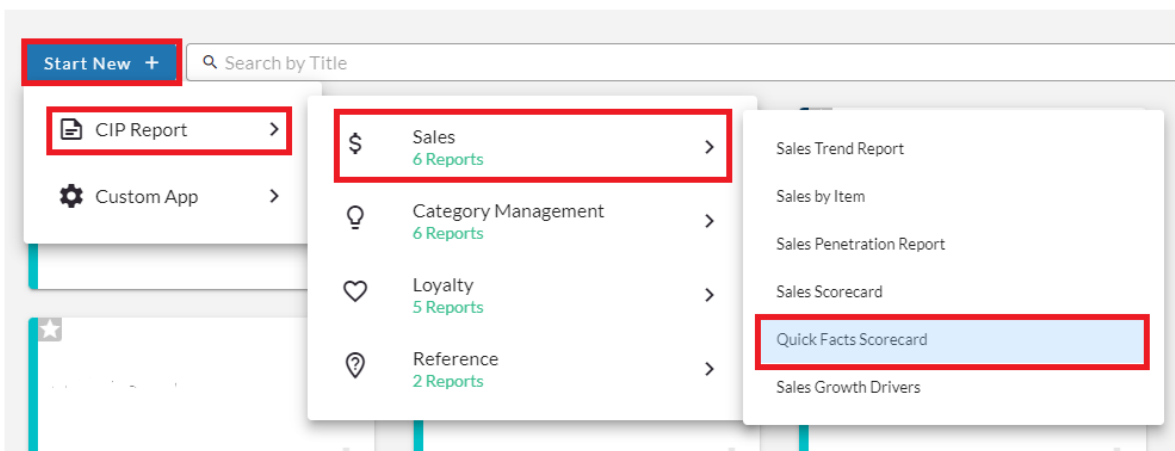
### Overview

The Quick Facts Scorecard has three sections: Products Facts, Basket Facts and Basket Facts All. This report is a great starting point for business reviews; it shows sales growth (or decline) and various diagnostic measures such as basket count (traffic), units of this item per basket, and price. Each section shows the Current Period selected vs. the Comparison Period including Change and % Change between the periods. Product Facts reflect the products in the selections, Basket Facts reflect transactions containing at least one of the products in the selection and Basket Facts All reflect transactions at your LOB.

### Business Case

You want to know how certain categories stack up to overall LOB traffic trends.

*Navigate to the Sales Folder within the Report Launcher and select the Quick Facts Scorecard:*



*Make Selections in the Date, Product, Store and Supplier filters as desired – these will be the same options as available in all CIP reports (see Getting Started with CIP).*

*The output contains 3 separate tables demonstrating current and comparison period figures, the actual change and the % change. The metrics in the 3 tables are referring to the following product breaks that can be used together to review your product, baskets, and benchmark against your LOB.*

## Quick Facts Scorecard

**Product Facts:** The metrics in this table contain information specific to the products selected. *For example, on average, there are between 1 and 2 units of the specified item(s) in any given basket.*

### Product Facts

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Metric Name	Current Period (09/12/2022 to 09/18/2022)	Comparison Period (09/13/2021 to 09/19/2021)	Change	% Change
Net Sales \$ [Total Period]	83,183,203.86	80,446,600.46	2,736,603.40	3.4
Net Sales \$ [Avg per Bskt]	41.2	39.05	2.15	5.5
Net Sales \$ [Avg Wkly per St >	415,916.02	396,288.67	19,627.35	5.0
Units [Total Period]	23,805,655	26,084,140	-2,278,485.00	-8.7
Units [Avg per Bskt]	11.79	12.66	-0.87	-6.9
Units [Avg Wkly per Store]	119,028.28	128,493.3	-9,465.02	-7.4
Stores Selling	200	203	-3.00	-1.5
Average Retail Price	3.49	3.08	0.41	13.3

**The Basket Facts:** The metrics in this table contain information specific to the baskets containing at least one of the selected products. *For example, a basket containing the selected item has an average of \$13.36 spend.*

### Basket Facts

Cols 1 fixed and 2 to 5 of 5 , Rows 1 to 6 of 6

Metric Name	Current Period (09/12/2022 to 09/18/2022)	Comparison Period (09/13/2021 to 09/19/2021)	Change	% Change
Number of Baskets	2,019,125	2,060,314	-41,189.00	-2.0
% of Total Baskets	100	100	0.00	0.0
Net Sales \$ [Basket Total]	83,183,203.86	80,446,600.46	2,736,603.40	3.4
Net Sales \$ [Avg per Bskt]	41.2	39.05	2.15	5.5
Units [Avg per Bskt]	11.79	12.66	-0.87	-6.9
Gross Profit	27,809,003.56	25,308,443.3	2,500,560.26	9.9

**The Basket Facts All:** The metrics in this table contain information specific to all baskets within your level of access. *For example, there has been 11.5% decline in number of baskets at your access level for the given timeframes.*

### Basket Facts All

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Metric Name	Current Period (09/12/2022 to 09/18/2022)	Comparison Period (09/13/2021 to 09/19/2021)	Change	% Change
Number of Baskets	2,019,125	2,060,314	-41,189.00	-2.0
Net Sales \$ [Avg per Bskt]	41.2	39.05	2.15	5.5
Units [Avg per Bskt]	11.79	12.66	-0.87	-6.9
Gross Profit	27,809,003.56	25,308,443.3	2,500,560.26	9.9