

# Holiday Preparedness Reports – by BI

Seasonal readiness is vital! To set you up for growth lasting far beyond Black Friday, we've put together a set of Holiday Preparedness reports.

These new reports will pinpoint which products should be jumping off your shelves this year and how many staff you need to ensure you have the right coverage.

Best for the following:

- HR Manager
- Director of Sales
- Inventory Managers
- Executive looking to understand last year vs this year

The 2 reports included are:

1. Staffing Dashboard
2. Sales Dashboard

## How much does this service cost?

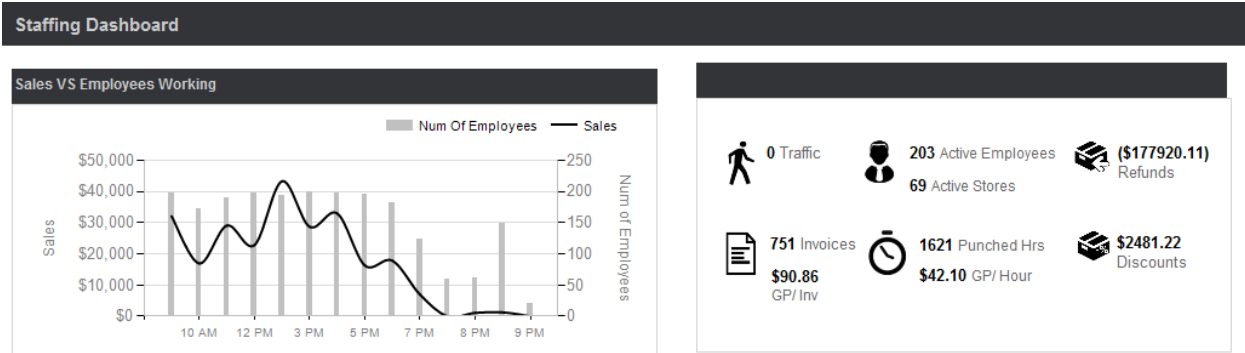
This 2 valuable reports are available for only \$500! All reports will be created for you, and you will receive a live WebEx training lasting up to one hour to discuss the reports and maintenance.

*Please note: The creation of the Holiday Preparedness reports are a one-time service. Any further maintenance is to be completed by the customer. However, we are happy to offer additional help or training for \$200 per hour.*

For more information or to register, please contact [training@iQmetrix.com](mailto:training@iQmetrix.com).

## Report 1: Staffing Dashboard

- Compare Sales dollars overtime vs how many employees are working
- Compare # of invoices against hours punched to see where you are over or under staffed
- MTD Staffing Data



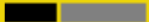

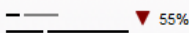


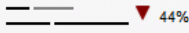
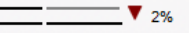
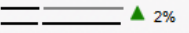
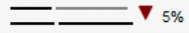


	<75% of Hourly Avg		125-200% of Hourly Avg		>200% of Hourly Avg		
	Thursday	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday
Daily Avg	24	20	20	9	25	22	18
8 AM							
9 AM							
10 AM							
11 AM							
12 PM							
1 PM							
2 PM							
3 PM							
4 PM							
5 PM							
6 PM							
7 PM							
8 PM							
9 PM							

## Report 2: Sales Dashboard

- Dynamic trending to take into account variations in sales volume as the holiday season progresses
- See your top 10 devices this year and last year
- Check out Coupon usage to identify successful campaigns
- Look at your performance groups progress to date and trending compared to last year

### Seasonal Sales Comparison

Total Boxes	AT&T Next	Accessories	Strategic Product	MPP/MDPP
	<b>Profit</b> ▲ 20.0% \$129K of \$315K (trend) 2015  2014  <b>Quantity</b> ▼ 2.5% 888 of 2,30K (trend) 2015  2014 	<b>Profit</b> \$236K of \$727K  ▼ 55%	<b>Profit</b> \$32.5K of \$84.7K  ▼ 11%	<b>Profit</b> \$25.3K of \$70.5K  ▲ 56%
	<b>Quantity</b> 1.87K of 4.88K  ▼ 44%	<b>Quantity</b> 2.47K of 6.59K  ▼ 2%	<b>Quantity</b> 374 of 1.11K  ▲ 2%	<b>Quantity</b> 856 of 2.27K  ▼ 5%
	<b>Category Share</b> 34%	<b>Category Share</b> 44%	<b>Category Share</b> 7%	<b>Category Share</b> 15%

#### ↑ Top 10 Activated Devices - This Year

	Products	QTY	Profit
1	iPhone 6s 64GB - Space Gray	169	\$30,693
2	LG G PAD F 8.0	130	\$3,969
3	Apple iPhone 6 16GB Space Gray	101	\$18,290
4	iPhone 6s 16GB Space Gray	84	\$14,634
5	AT&T Z222 PIB	75	\$1,456
6	HTC Desire 626	73	\$14,039
7	Apple iPhone 6 16GB Silver	66	\$11,677
8	Apple iPhone 6 64GB Space Gray	66	\$11,546
9	iPhone 6s 64GB - Silver	63	\$11,037
10	LG Escape 2	61	\$11,271

#### ↑ Top 10 Activated Devices - Last Year

	Products	QTY	Profit
1	LG G Pad 7" LTE	608	\$32,811
2	Apple iPhone 5s 16GB Space Gray	322	\$44,610
3	Apple iPhone 6 16GB Space Gray	277	\$39,258
4	Apple iPhone 5s 16GB Silver	239	\$34,536
5	Samsung Galaxy S5 Charcoal Black	184	\$26,739
6	Apple iPhone 5s 16GB Gold	183	\$26,396
7	LG G3 Titanium	157	\$22,425
8	Amazon Kindle Fire HDX 7" LTE	150	\$51
9	Samsung Galaxy Note 4 Black	121	\$18,130
10	Samsung Galaxy S5 Shimmery White	120	\$17,564

#### ✂️ Coupons Used

This Year	Last Year
28	367

Coupon Description	QTY	Value
\$10 off an Accessory Purchase - Upgrade Mailer	6	\$55
\$25 off a Phone, Tablet or AT&T Digital Life purchase. Phone purchase good with AT&T	3	\$75