**Scope of work:**

1. Take existing “historical report” which contains the weekly sales figure for each branch since they started, I would like this to display the following:

* Branch on branch comparisons for comparative week in the branch life cycle (NSW Week 1 of its 2nd trading year versus WA Week 1 of its 2nd trading year). I would like to be able to interchange and compare branches against each other at different times in their life cycle.
* Graphics displaying weekly sales trends over time
* Using WA branch as the growth % benchmark, I would like to be able to create a target model based off the long term averages.

1. Take the CSV files that I sent per branch (WA, NSW and QLD) and break the sales down per customer per week and per quarter over time since each branch started. (13 week quarters),

* Create a visual graphic and a report that shows comparison trends on customer spends over time and can alert us when we drop a certain spend level ( say 30% with a customer over a 12 week period). A detailed quarterly spend report per customer with a comparison versus the same quarter the previous year would be excellent.

I am sure more will come up over time, I am happy to hear ideas you have that can elevate what I am trying to do and the scope will grow in correspondence to the outcomes that you deliver for us on this project.

I’m looking forward to working with you.