



PICOS IS BUILDING YOUR CREDIBILITY IN STORES

NAMA					BR																									
POSISI					AREA																									
Nama Toko					Kota:																									
Alamat					Kode Fridit																									
Type Channel (diisi dengan tanda "V")	<input type="checkbox"/> HYP	<input type="checkbox"/> SPM-L	<input type="checkbox"/> SPM-S	<input type="checkbox"/> C&C	<input type="checkbox"/> MMC	<input type="checkbox"/> MMS	<input type="checkbox"/> CVS																							
Tanggal Pengecekan	<table border="1"> <tr> <td>Tanggal</td> <td>Bulan</td> <td>Tahun</td> <td>Jam</td> <td>Menit</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>				Tanggal	Bulan	Tahun	Jam	Menit						<table border="1"> <tr> <td colspan="2">MASUK</td> <td colspan="2">KELUAR</td> </tr> <tr> <td>Jam</td> <td>Menit</td> <td>Jam</td> <td>Menit</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>				MASUK		KELUAR		Jam	Menit	Jam	Menit				
Tanggal	Bulan	Tahun	Jam	Menit																										
MASUK		KELUAR																												
Jam	Menit	Jam	Menit																											

Petunjuk pengisian : setiap kolom diisi angka "1" jika ada atau sesuai , dan diisi angka "0" jika tidak ada atau tidak sesuai

SKU	HYP	SPM-L	SPM-S	C&C	MMC	MMS	CVS	Produk ter-listing di toko	OSA	
									Pre	Post
SCM	SCM CAN GOLD	1	1	1	1	1	1	1		
	BKM Can Plain	1	1	1	1	1	1	1		
	SCM Can Cho	1	1	1	1	1	1	1		
	Qmela Can	1	1	1	1	1	1	1		
	SCM Sachet Gold	1	1	1	1	1	1	1		
	BKM Sachet	1	1	1	1	1	1	1		
	SCM Sachet Cho	1	1	1	1	1	1	1		
	Yes Mut-mut Choco 18 gr				1					
	Yes Mut-mut Vanilla 18 gr				1					
	Yes Mut-mut Strawberry 18 gr				1					
IFFO	FF 1 - 200									
	FF 1 - 400	1	1	1	1	1	1	1		
	FF 1 - 800	1	1	1	1	1	1	1		
	FF 2 - 200									
	FF 2 - 400	1	1	1	1	1	1	1		
	FF 2 - 800	1	1	1	1	1	1	1		
	123 Van 400	1	1	1	1	1	1	1		
	123 Van 800	1	1	1	1	1	1	1		
	123 Van 1200	1								
	123 Hon 200									
GUM - Jr	123 Hon 400	1	1	1	1	1	1	1		
	123 Hon 800	1	1	1	1	1	1	1		
	123 Hon 1200	1								
	123 Cho 400	1	1	1	1	1	1	1		
	123 Cho 800	1	1	1	1	1	1	1		
	123 Cho 1200	1								
	456 Van 400	1	1	1	1	1	1	1		
	456 Van 800	1	1	1	1	1	1	1		
	456 Van 1200	1								
	456 Hon 200									
GUM - Sr	456 Hon 400	1	1	1	1	1	1	1		
	456 Hon 800	1	1	1	1	1	1	1		
	456 Hon 1200	1								
	456 Cho 400	1	1	1	1	1	1	1		
	456 Cho 800	1	1	1	1	1	1	1		
	456 Cho 1200	1								
	BB FC 200									
	BB FC 400	1	1	1	1	1	1	1		
	BB FC 800	1	1	1	1	1	1	1		
	BB Inst 200									
MAINSTREAM	BB Inst 400	1	1	1	1	1	1	1		
	BB Inst 800	1	1	1	1	1	1	1		
	BB Honey 400	1	1	1	1	1	1	1		
	BB Honey 800	1	1	1	1	1	1	1		
	BB Cok 200									
	BB Cok 400	1	1	1	1	1	1	1		
	BB Cok 800	1	1	1	1	1	1	1		
	Energio 400									
	Energio 800									
	Bottle FF Choco 190 ml	1	1	1	1	1	1	1		
BOTTLE	Bottle FF Choco 190 ml MP	1	1	1	1	1	1	1		
	Bottle FF Straw 190 ml	1	1	1	1	1	1	1		
	Bottle FF Straw 190 ml MP	1	1	1	1	1	1	1		
	Bottle FF Cho 800 ml	1	1							
	Bottle FF Plain 800 ml	1	1							
	Yes! Bottle Apel 90 ml									
	Yes! Bottle Tutti Fruity 90 ml									
	Yes! Bottle Grape 90 ml	1	1	1	1	1	1	1		
	Yes! Bottle Orange 90 ml									
	Yes! Bottle Straw 90 ml	1	1	1	1	1	1	1		
CARTONPACK & PILOWPACK	CP FF Cho 115 ml Reg									
	CP FF Cho 115 ml Reg MP	1	1							
	CP FF Cho 115 ml Kid									
	CP FF Cho 115 ml Kid MP	1	1							
	CP FF Straw 115 ml Reg									
	CP FF Straw 115 ml Reg MP	1	1							
	CP FF Straw 115 ml Kid									
	CP FF Straw 115 ml Kid MP	1	1							
	CP FF Cho 190 ml Reg	1	1	1	1	1	1	1		
	CP FF Cho 190 ml Reg MP	1	1	1	1	1	1	1		
	CP FF Cho 190 ml School									
	CP FF Cho 190 ml School MP									
	CP FF Straw 190 ml Reg	1	1	1	1	1	1	1		
	CP FF Straw 190 ml Reg MP	1	1	1	1	1	1	1		
	CP FF Straw 190 ml School									
	CP FF Straw 190 ml School MP									
	CP FF Cho 250 ml Reg	1	1	1	1	1	1	1		
	CP FF Cho 250 ml LF	1	1	1	1	1	1	1		
	CP FF Straw 250 ml Reg	1	1	1	1	1	1	1		
	CP FF Straw 250 ml LF	1	1							
	CP FF Plain 250 ml Reg	1	1	1	1	1	1	1		
	CP FF Plain 250 ml LF	1	1							
	CP FF Cho 1000 ml Fam	1	1	1	1	1	1	1		
	CP FF FC 1000 ml	1	1	1	1	1	1	1		
	CP FF Plain 1000 ml LF	1	1							
	Pillow Yes! Straw 80 ml									
	Pillow Yes! Grape 80 ml									
	Pillow Yes! Tutti Fruity 80 ml									
	Pillow Yes! Milky Cho 90 ml									
	Pillow Yes! Milky Straw 90 ml									
	TOTAL MHS BY CHANNEL	59	54	50	53	49	39	16		

MHS	
TOTAL MHS TER LISTING	
TOTAL MHS OBJECTIVE	
% MHS (MT/MO)	

OSA	
TOTAL MHS AVAILABLE	
TOTAL MHS OBJECTIVE	
% OSA (MA/MO)	

SUMMARY	WEIGHTED	ACH	SCORE
STORES	20%		
MHS	20%		
OSA	20%		
SOS	20%		
DISPLAY	20%		
AVERAGE STORE	100%		

SOS			
IFT			
SHELF SHARE			
MACRO SPACE (Total Rak Kategori Susu Formula & Pertumbuhan)	Regular Shelf		shelving
	OTC		shelving
A1		Total Macro Space	shelving
TYPE KEMASAN FRISIAN FLAG 123, 456		Total Shelving*	
BOX		Diukur Setiap 1 bulan sekali	
		Shelf Share Frisian Flag 123, 456	
TOTAL FRISIAN FLAG		N1	N1/A1 %

* diisi dengan jumlah shelving

SCM			
SHELF SHARE			
MACRO SPACE (Total Rak Kategori SCM)	Regular Shelf		shelving
	OTC		shelving
A2		Total Macro Space	shelving
TYPE KEMASAN FRISIAN FLAG SCM		Total Shelving*	
CAN, SACHET, POUCH		Diukur Setiap 1 bulan sekali	
		Shelf Share SCM	
TOTAL FRISIAN FLAG SCM		N2	N2/A2 %

* diisi dengan jumlah shelving

LIQUID			
SHELF SHARE			
MACRO SPACE (Total Rak Kategori Susu Cair)	Regular Shelf		shelving
	OTC		shelving
A3		Total Macro Space	shelving
TYPE KEMASAN FRISIAN FLAG UHT		Total Shelving*	
UHT		Diukur Setiap 1 bulan sekali	
		Shelf Share Frisian Flag UHT	
TOTAL FRISIAN FLAG UHT		B3	B3/A3 %
TYPE KEMASAN LIQUID		Total Shelving*	
BOTOL		Diukur Setiap 1 bulan sekali	
		Shelf Share Frisian Flag Botol	
TOTAL FRISIAN FLAG BOTOL		C3	C3/A3 %
TOTAL SHELF SHARE LIQUID		N3 - B3 + C3	N3/A3 %
TOTAL SHELF OF SHARE (SOS)		SOS = N1+N2+N3/A1+A2+A3	%

* diisi dengan jumlah shelving

DISPLAY			
STANDARD PEMAJANGAN RAK REGULAR			
CATEGORY	BRAND BLOCKING*		
IFT			
SCM			
LIQUID			
TOTAL			

* diisi 1 atau 0