

- PRICING PERFORMANCE TRACKER

Overview Metrics

items sold

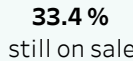
revenue generated

production to **sale** on average

items pulled

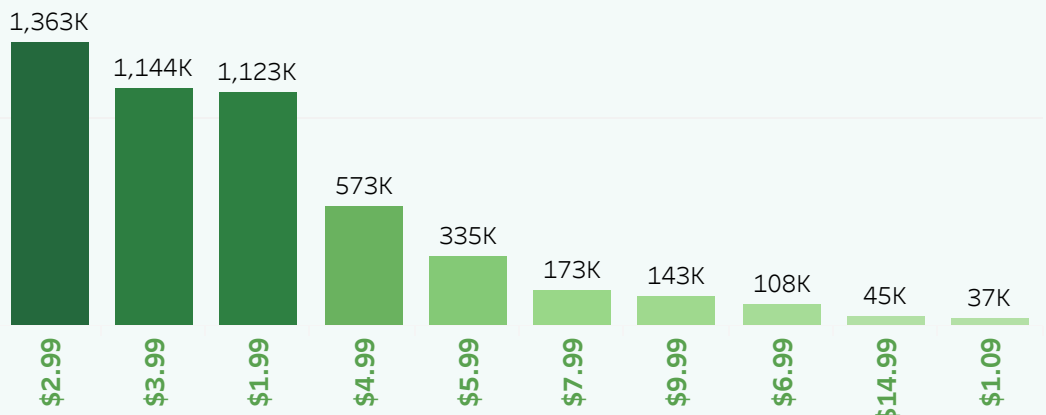
revenue **lost**

production to **pull** on average

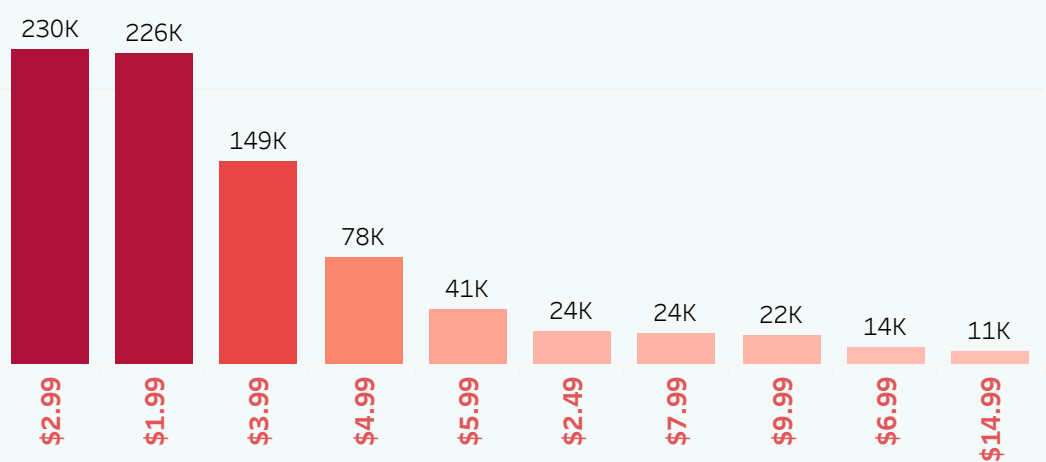


Price Point Metrics (Hover over the bars for details)

Total Sold Items by Price Point

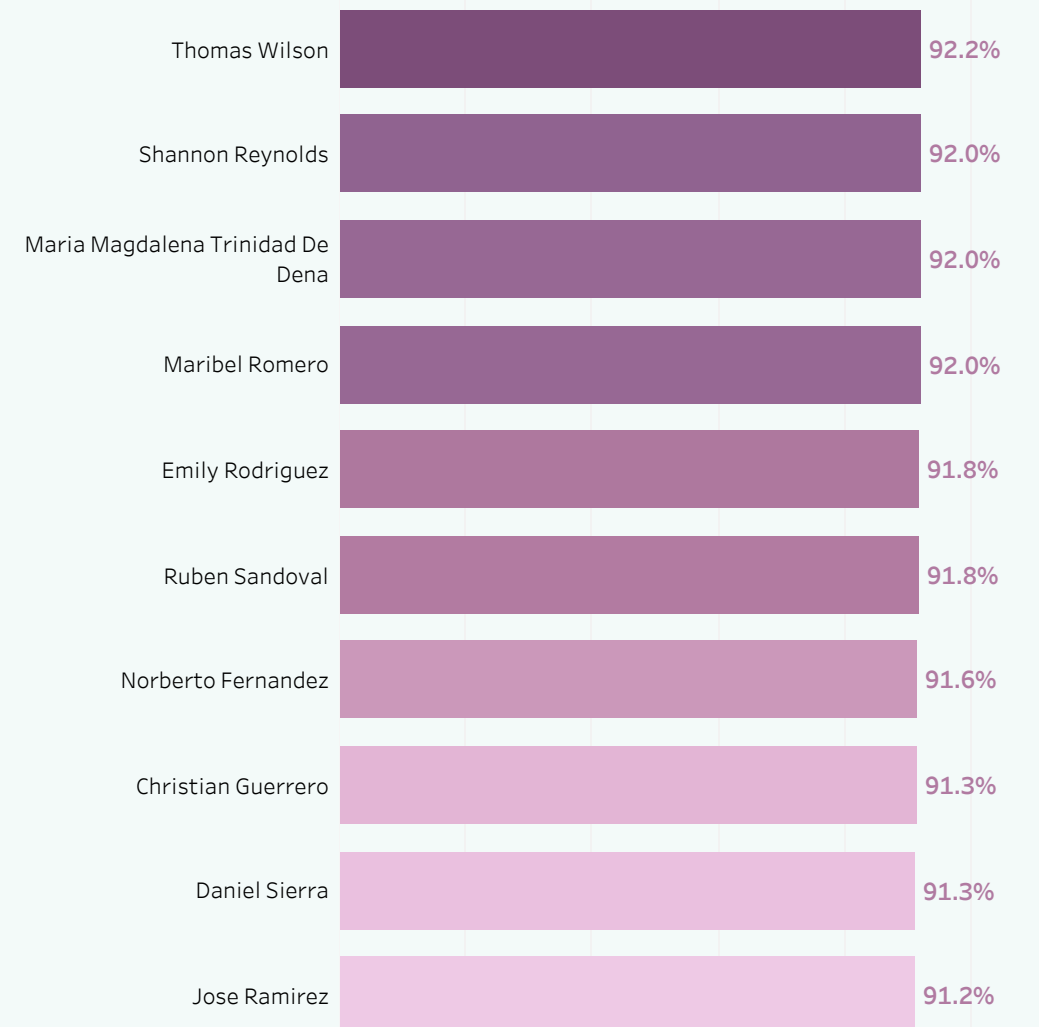


Total Pulled Items by Price Point



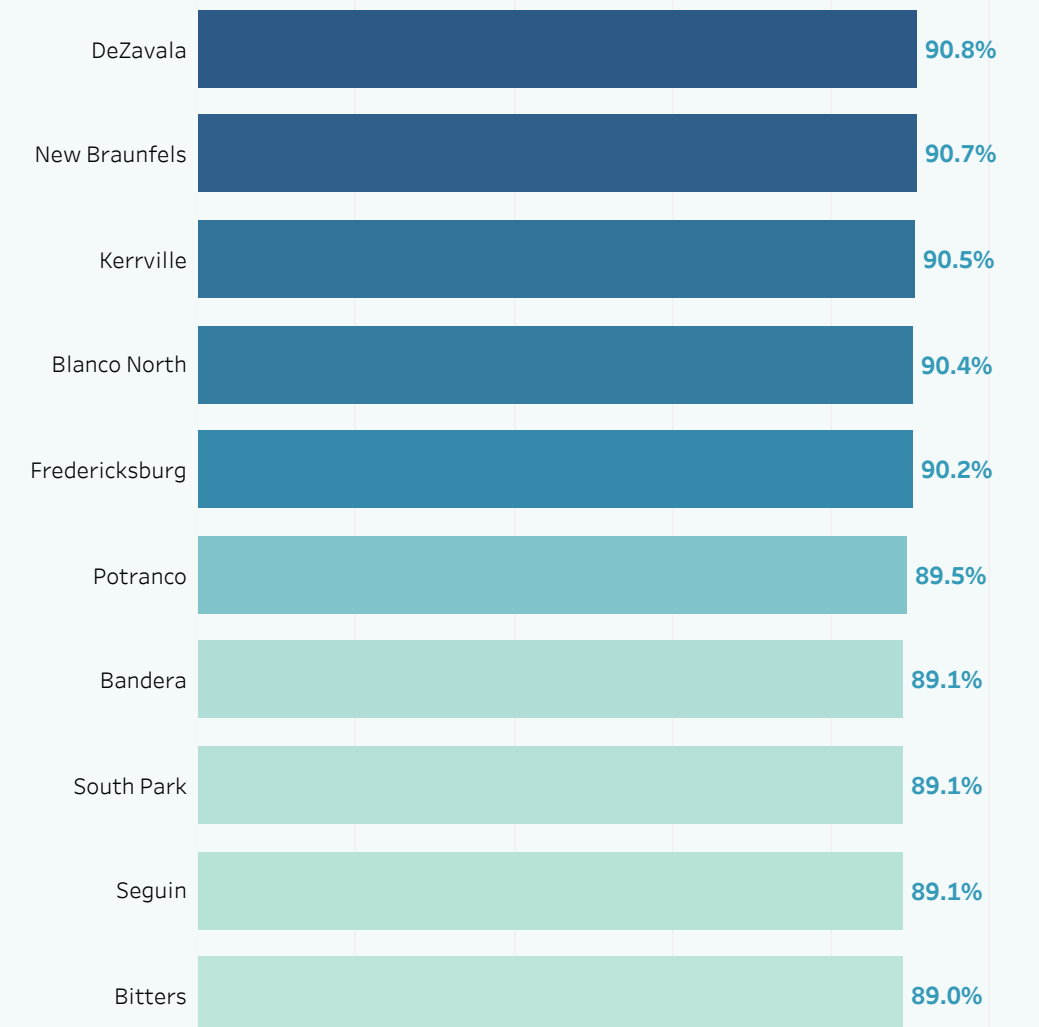
Employee Metrics (Hover over the bars for details)

Employees' Pricing Effectiveness



Store Metrics (Hover over the bars for details)

Stores' Pricing Effectiveness



What is this dashboard about?

The **Pricing Performance Tracker** provides comprehensive analytics on sales performance and pricing strategies for an anonymous store across its retail locations. With this dashboard, users can identify top-performing employees, stores and SKUs, as well as areas for improvement to optimize the merchandising and pricing strategies.

What is Pricing Effectiveness?

Pricing Effectiveness represents the ratio of the actual selling price of an item to its set price point, expressed as a percentage, providing a measure of how closely the actual selling price aligns with the intended pricing strategy.

How to use this dashboard?

Top/Bottom
Top

Top N Price Points for Sold and Pulled Items

	\$1.09	\$1.99	\$2.99	\$3.99	\$4.99	\$5.99	\$6.99	\$7.99	\$9.99	\$14.99	\$1.99	\$2.49	\$2.99	\$3.99	\$4.99	\$5.99	\$6.99	\$7.99	\$9.99	\$14.99
Bed/Bath	1	6	101,115	90,109	28	29,580	1	9,718			2,766	458	14,221	8,682	856	3,135	87	808	83	44
Cups/Glass		173,947	121,255	53,421	26,560	1		5,705			71,940	11,999	31,426	10,248	3,288	213	72	638	78	30
Dishes		74,279	87,206	71,519	5	3	21,163		6,921		20,633	1,748	18,311	10,515	1,425	502	2,473	190	680	54
Games		9,456	33,864	16	16,071		2,528	1	806		1,891	73	5,854	1,011	2,312	115	262	14	88	5
Large Wares		1	4	2	31,017	12		20,371	15,890	9,047	55	17	127	159	1,472	193	69	966	760	507
Metal		5	78,861	86,989	4	53,469	3	2		5,858	1,515	362	12,105	9,263	942	3,917	208	108	111	365
Office	2	94,144	9	72,465	1	21,050		6,558	3,851		18,474	738	3,440	11,026	709	2,572	47	615	325	32
Pictures/Frames			86,069	8	67,120	3	1	4	21,185	8	1,060	422	22,917	1,501	14,248	546	439	328	3,039	191
Plastic	1	102,899	106,601	60,376	28,523	13,895	1				28,184	1,931	20,097	6,906	2,534	807	70	71	59	12
Pots/Pans	1	3	53,679	3	48,412		1	20,378	1		791	196	6,973	877	3,843	241	95	1,168	58	28
Seasonal		3	87,780	7	48,700	1	15,865	74	6,384	1,829	4,555	997	22,125	1,558	7,556	168	1,712	36	633	233
Sports		2	23,731	34,632	11	23,471	1	11,087			367	98	3,939	4,698	810	2,732	82	1,070	125	94
Toys	1	104,145	33	156,329	5	47,267	2	15,363	9,144		18,254	555	5,092	24,224	981	5,004	47	1,257	574	26
Vases/Figurines		95,676	33	145,691	3	7	43,430	2	15,252	2	15,309	584	3,864	23,552	1,114	295	4,206	111	1,214	62
Wares	36,991	468,897	482,694	372,695	224,189	146,322	473	77,073	61,261	28,046	38,621	3,307	40,094	32,287	25,447	20,420	1,573	15,967	14,086	9,038
Wicker			26,051	7	23,007	7		6,567	2,468	1	480	151	4,092	749	2,275	173	48	384	125	23
Wood		1	73,680	8	59,261	3	24,057	1	1	2	1,446	387	15,094	1,666	8,495	329	2,300	57	61	39

N
10

Date _____

All values

Store Name

All

Employee Name

All

SKU

All

Quantity Threshold for PE

From 1,000

Store Location (Hover over the points for details)

