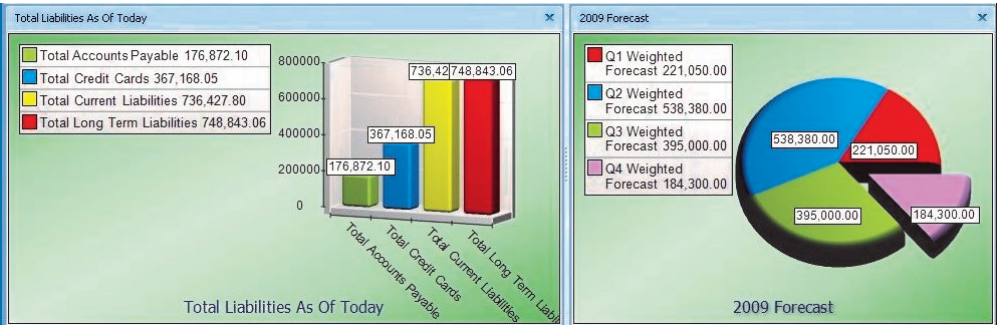


Do you know the critical KPI's you need to monitor to evaluate your Retail organization's overall performance? Are you capturing that information?



Here are some of the over 100 Retail specific metrics that you may choose to deploy:

- ◆ Days of Supply
- ◆ Inventory Turnover
- ◆ Stock to Sales Ratio
- ◆ Sell Thru Percentage
- ◆ Gross Margin Return on Investment
- ◆ Average Revenue per Customer
- ◆ Sales Conversion Rate
- ◆ Customer Satisfaction
- ◆ Interception Rate
- ◆ Sales per Square Foot
- ◆ Wages to Sales Ratio
- ◆ Gross Margin
- ◆ Inventory to Sales Ratio
- ◆ Return on Advertising Investment
- ◆ Net Profit per Transaction
- ◆ Turnover Ranking by Category
- ◆ Wages to Budget
- ◆ Occupancy Cost to Sales Ratio

If there is a Retail metric you need that we don't deliver, we'll help you create it!

Discover how you can deliver true value to your Retail decision makers: Dashboard Gear Retail Management Warehouse!

DECISION SUPPORT:

In our current economic climate, managing a Retail organization is more difficult than ever. Most Retail organizations need to make precise, informed decisions on merchandising, pricing and store expansion to remain competitive. Very likely the information needed to help manage the organization is currently locked up in existing financial, human resources and other IT systems. Unfortunately for most retailers, the current technology is unable to easily deliver the relevant data upon which decisions are made.



Dashboard Gear has the key! Our Retail Management Warehouse is a set of retail specific metrics that perform in concert with your Dashboard Gear Financial and Human Resources Toolkits. The Retail specific metrics that you choose to deploy will unlock the specific information necessary to spot trends, forecast future performance, estimate organizational goal progress and address merchandising and pricing situations before they impact the bottom line.

INTEGRATION:

As part of the installation of the Dashboard Gear solutions, our service team will integrate the Dashboard Gear solutions to your Lawson Enterprise data and optionally to supporting systems such as a point-of-sale system, Kronos, and others.

TOOL INDEPENDENCE:

As with our Reporting Toolkits, your Dashboard Gear Retail metrics can be accessed by all the current reporting tools like LBI Crystal Reports, Cognos, Business Objects, Microsoft Reporting Services and more.