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# Productivity by Store Report

**Hints and Tips**

- ✓ This report is useful to:
  - identify peak and low trading times to assist with staff rosters
  - plan targeted promotions during slow trading times.

The Productivity by Store report shows an hourly breakdown of sales for a date specified.

You can review the following statistic for each hour:

- Total number of customers
- Total number of items sold
- Total sales \$
- Average sale value
- Average basket size.

1.	From the HOS/BOS <b>Reports</b> menu, select <b>Accountability</b> , then <b>Productivity by Store</b> report.															
2.	Select the required parameters: <div style="border: 1px solid gray; padding: 5px; margin-top: 10px;"> </div> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <thead> <tr> <th style="text-align: left;">Parameter</th> <th style="text-align: left;">Value</th> <th style="text-align: left;">Result</th> </tr> </thead> <tbody> <tr> <td><b>End Date</b></td> <td>The end date you wish to review till (inclusive); select a date option or type a date as dd/mm/yyyy.</td> <td></td> </tr> <tr> <td><b>Start Date</b></td> <td>The start date you wish to review from; select a date option or type a date as dd/mm/yyyy.</td> <td></td> </tr> <tr> <td rowspan="2"><b>Store Number</b></td> <td>Blank</td> <td>Data returns for all stores (if reporting from the HOS), or the store linked to the BOS.</td> </tr> <tr> <td>A store number</td> <td>Will only return data for this store.</td> </tr> </tbody> </table>	Parameter	Value	Result	<b>End Date</b>	The end date you wish to review till (inclusive); select a date option or type a date as dd/mm/yyyy.		<b>Start Date</b>	The start date you wish to review from; select a date option or type a date as dd/mm/yyyy.		<b>Store Number</b>	Blank	Data returns for all stores (if reporting from the HOS), or the store linked to the BOS.	A store number	Will only return data for this store.	
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3.	Click															

**Hints and Tips**

- ✓ **Customers** is the number of customers who purchased items within the time shown.
- ✓ **Items Sold** is the number of items sold within the time shown.
- ✓ **Average Sales** is the Total Sales divided by the number of Customers to give the average sale within the time shown.
- ✓ **Items per Customer** is the Items Sold divided by the number of Customers.
- ✓ **Daily Sales %** is the Total Sales for the hour shown divided by the Total Sales for the day.
- ✓ If this report is run on the HOS, the report displays a grand total for each store at the end of the report.

Productivity By Store						
Store : 0001 SuperStore			Report Date : 19/08/2014		Time : 7:28am	
Selection Parameters		Store Number : 0004	Start Date : 11/08/2014	End Date : 17/08/2014		
Time	Customers	Items Sold	Total Sales	Average Sale	Items Per Cust	Daily Sales %
<b>Sale Date : 11/08/2014</b>						
9 - 10 AM	4	7	\$128.43	\$32.11	1.75	2.44
10 - 11 AM	7	17	\$480.29	\$68.61	2.43	9.14
11 AM - 12 PM	12	41	\$561.67	\$46.81	3.42	10.69
12 PM - 1 PM	9	20	\$427.78	\$47.53	2.22	8.14
1 - 2 PM	11	22	\$671.77	\$61.07	2.00	12.78
2 - 3 PM	12	43	\$468.20	\$39.02	3.38	8.91
3 - 4 PM	11	34	\$845.89	\$76.90	3.09	16.10
4 - 5 PM	16	49	\$1,333.83	\$83.36	3.06	25.38
5 - 6 PM	8	23	\$252.95	\$31.62	2.88	4.81
6 - 7 PM	3	6	\$84.05	\$28.02	2.00	1.60
<b>Daily Totals :</b>	<b>93</b>	<b>262</b>	<b>\$5,254.86</b>	<b>\$56.50</b>	<b>2.82</b>	
<b>Sale Date : 12/08/2014</b>						
9 - 10 AM	3	15	\$102.10	\$34.03	5.00	2.38
10 - 11 AM	4	4	\$265.97	\$66.49	1.00	6.21
11 AM - 12 PM	4	7	\$208.47	\$52.12	1.75	4.86
12 PM - 1 PM	9	29	\$453.48	\$50.39	3.22	10.58
1 - 2 PM	8	31	\$392.12	\$49.02	3.88	13.82
2 - 3 PM	9	41	\$710.08	\$78.90	4.56	16.57
3 - 4 PM	12	30	\$666.75	\$55.56	2.30	15.56
4 - 5 PM	8	12	\$527.55	\$65.94	1.50	12.31
5 - 6 PM	9	32	\$609.26	\$67.75	3.36	14.23
<b>Sale Date : 13/08/2014</b>						
4 - 5 PM	26	83	\$1,662.20	\$63.93	3.19	12.65
5 - 6 PM	1	10	\$55.70	\$55.70	10.00	0.42
<b>Daily Totals :</b>	<b>191</b>	<b>715</b>	<b>\$13,138.54</b>	<b>\$68.79</b>	<b>3.74</b>	
<b>Accumulated Totals:</b>						
8 - 9 AM	1	3	28.38	28.38	3.00	0.06
9 - 10 AM	29	68	1,377.07	47.49	2.94	2.71
10 - 11 AM	63	200	4,062.25	64.48	3.17	8.00
11 - 12 PM	85	276	5,420.80	63.77	3.25	10.67
12 - 1 PM	108	398	6,710.05	62.13	3.69	13.21
1 - 2 PM	113	388	7,946.22	65.01	3.43	14.46
2 - 3 PM	90	317	6,073.34	67.48	3.52	11.96
3 - 4 PM	111	340	7,700.95	69.33	3.06	15.26
4 - 5 PM	108	363	7,323.13	67.81	3.36	14.42
5 - 6 PM	48	202	2,610.94	54.39	4.21	5.14
6 - 7 PM	21	99	1,235.78	58.85	4.71	2.43
7 - 8 PM	9	27	394.81	43.87	3.00	0.78
8 - 9 PM	2	16	330.46	165.23	8.00	0.65
9 - 10 PM	1	1	127.20	127.20	1.00	0.25
<b>Store Totals :</b>	<b>789</b>	<b>2,698</b>	<b>\$50,791.38</b>	<b>\$64.37</b>	<b>3.42</b>	

