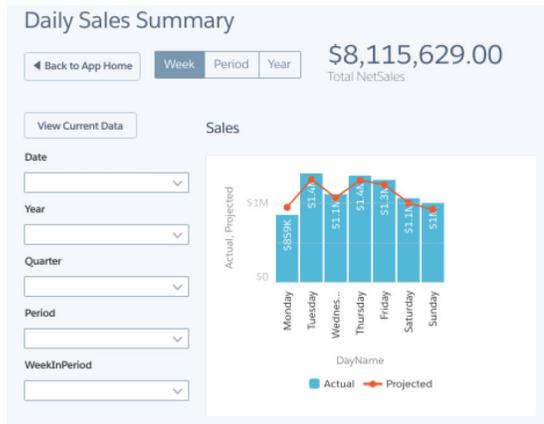
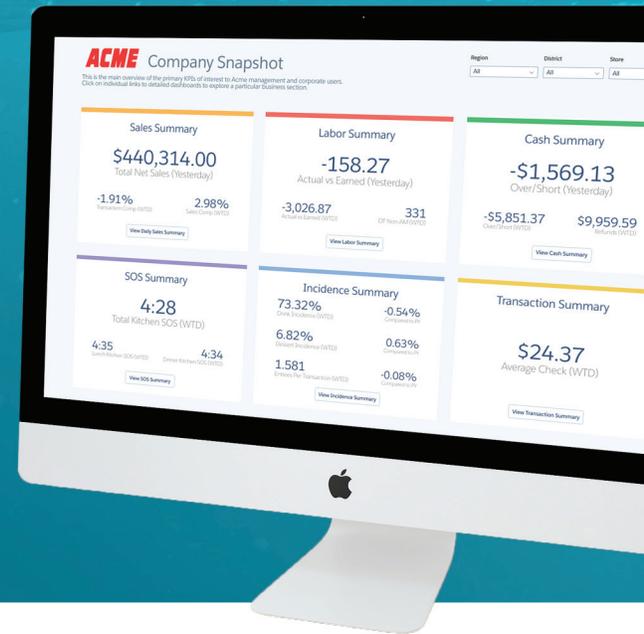


Wave for Retail Accelerator

Essential business insights at your fingertips

Run your Retail business like a finely tuned engine. The only way to do it is to have the right tools for constant performance monitoring so you can act on what matters, at precisely the right times. Wave for Retail delivers state-of-the-art business intelligence, giving you access to powerful insights that help you make smarter decisions – anytime, anywhere.

The Wave for Retail Accelerator is designed to help you get the most out of your Retail business data, quickly and efficiently. Deploy an easy-to-use, mobile analytics solution to empower your entire management team and transform your business store by store.



Boost Sales

Increase store revenue through Retail-specific insights

- Spot trends & uncover opportunities by comparing performance over various periods: *Year-on-Year*, *Month-on-Month*, *Year-to-Date*, *Month-to-Date*
- Increase average ticket size and overall spend per customer
- Identify your best performing products and maximize profits
- Closely monitor the effects of discount strategies and promotions

Manage costs & improve margins

Control inventory and labor costs

- Continuously monitor inventory costs and levels
- Compare actual v.s. ideal materials usage levels
- Track how inventory moves between stores
- Minimize waste caused by poor planning
- View real-time information on critical labor metrics affecting store margins: *Scheduled v.s. Earned Hours*, *Actual v.s. Scheduled*, *Labor cost per store and per transaction*

Monitor cash-flow

Keep a close watch on cash going in & out of your stores

- View and analyze till data
- Track petty cash movement
- Easily identify errors & spot possible cases of fraud or theft
- Manage refunds efficiently
- Track Gift Card/ Coupon sales and redemptions



Discover the optimum product mix

Remove product-matching guesswork

- Find out which products are frequently bought together through relevant trending data
- Examine product performance by category and sub-category groupings
- Uncover promotional opportunities by gaining insight on which product combinations work best
- Compare product mix averages by store, geography and time period



Optimize Speed of Service

Gain valuable insights to improve service delivery

- Measure & compare each store's Speed of Service
- Increase turn-over volume, customer satisfaction & employee productivity
- See the number of orders taken in a given period
- Measure throughput & summarize overall store productivity
- Categorize data by manager on duty

This Groundswell service offering includes:

- Strategy & planning sessions to tailor Wave according to your exact Retail requirements
- Architecture and design of beautiful, intuitive dashboards to easily access & analyze data
- Design & implementation of ETL processes for data source integration
- Set up of various Datasets & assistance with Data Extraction
- Creation of Wave dataflows to transform datasets based on your Retail needs
- Set up of secure logins that follow your organizational chain-of-command
- Deployment of store-level CRM to each outlet with integrated Wave dashboards
- Integration of store-level CRM with 3rd party systems

Augment the value of your Salesforce investment with the addition of a store-level CRM integrated with Wave Analytics plus other 3rd party platforms in your Retail ecosystem. Contact us to find out more.