

SALES ANALYTICS



WHO WE ARE

Established in 1999, TR Data Strategy was founded on the idea that data, combined with insights and execution, can transform all aspects of an organization. Working with diversified clients from startups to the nation's largest retailers, TR Data Strategy offers a range of services, connections, and industry experience. No matter the industry, the goal remains the same: **to efficiently bring growth and measured value.**

OUR SALES ANALYTICS SERVICES INCLUDE

- Analyzing Data Formatting & Cleanliness
- Analyzing Sales Data to Determine Current Sales Performance
- Analyzing Sales Data to Visualize Current Category and SKU Allocation for Recommending Improvements
- Analyzing Sales by Store and/or Distribution Center for Geographic Analysis
- Analyzing Sales over Time by Products or Category
- Developing Promotional Strategies
- Quadrant Analysis
 - Segmenting retailer data into A, B, & C stores and products in quantiles by sales
 - Analyzing the generated quantiles and providing a summary report
- Analyzing Sales Data on a Regular Basis, Providing Dashboards and a Report of the Company's Sales Performance



	Top 25% Products	Middle 50% Products	Bottom 25% Products	
Top 25% Stores	A/A	B Products A Stores	C Products A Stores	A Stores
Middle 50% Stores	A Products B Stores	B/B	C Products B Stores	B Stores
Bottom 25% Stores	A Products C Stores	B Products C Stores	C/C	C Stores
	A Products	B Products	C Products	Total

IS YOUR ORGANIZATION DATA DRIVEN?

Let TR Data Strategy Help You:

- Understand Your Sales Data
- Evaluate Existing & New Products
- Determine the Right Products
- Increase Sales and Profits

