I-SPI for iSeries

Strategic Performance Indicator

Paul Keogh

Dessa Systems Ltd

I-SPI for iSeries

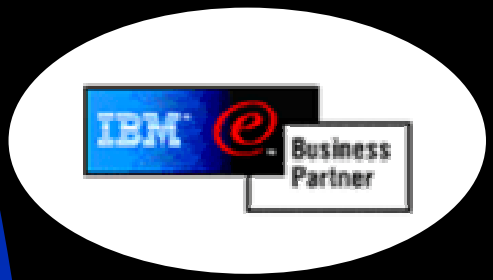
- Retail/Wholesale Specialists
- Based in Dublin
- iSeries Specialists
- IBM Business Partners
- Partners of DCS eIntegration

I-SPI for iSeries

- DCS eIntegration Ltd
- Part of DCS Group PLC
- Premier Partners for iSeries, pSeries, xSeries and Storage
- First IBM e-business accredited partner in EMEA
- Total Solution supplier

I-SPI for iSeries

Strategic Performance Indicator



I-SPI for iSeries

- Application (not a tool)
- Works “with” existing systems
- Cross Platform
  - Native to iSeries
- Fast implementation

I-SPI for iSeries

- Volume Data v Information
- Enterprise Wide
  - Common Information
- Secure Access
  - User Views and Limitations

I-SPI for iSeries

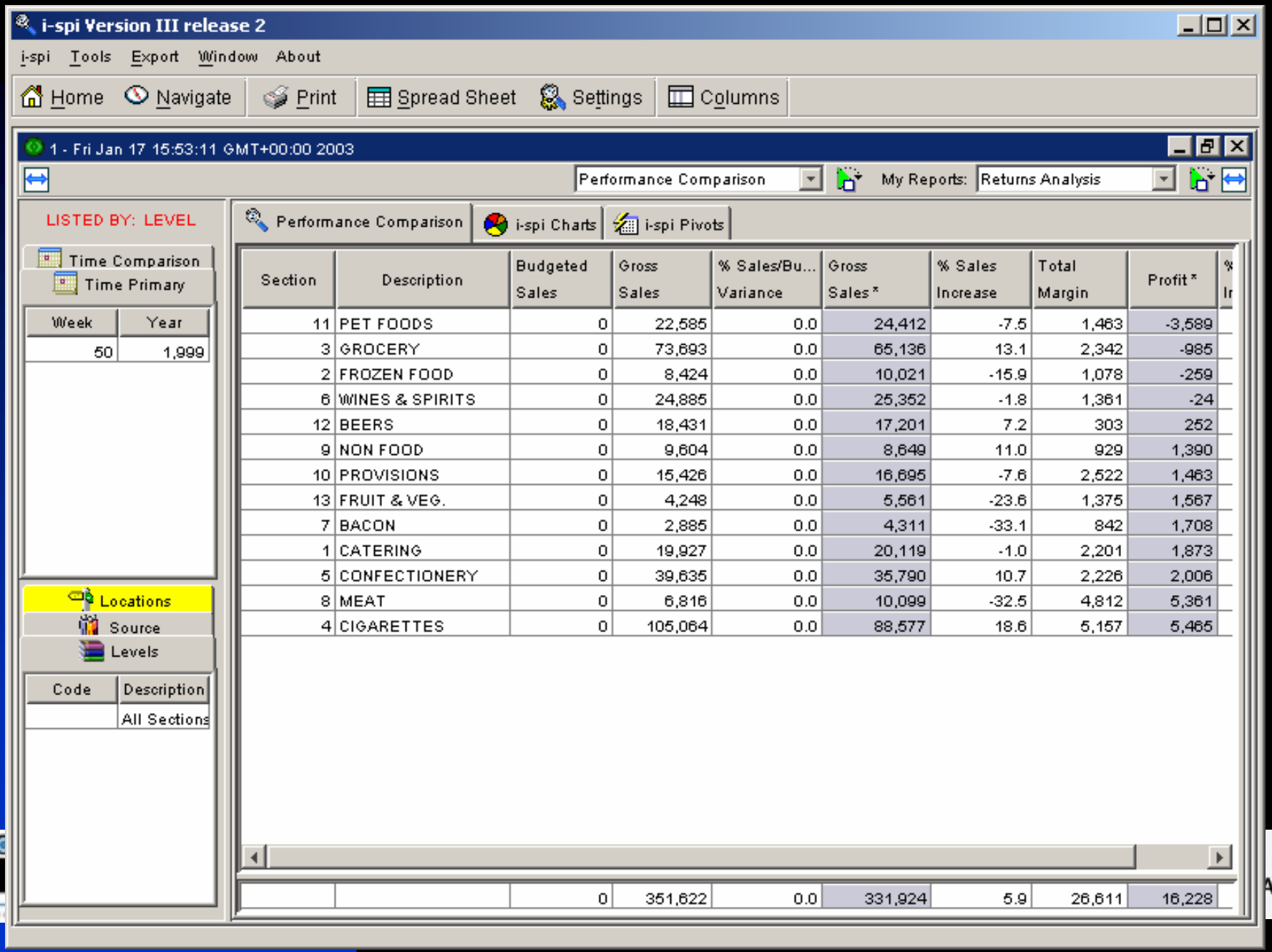
- Sales/Profit/Margin
- Purchases/Attainable Margin
- Stock/Stock Cover
- Budgets/Forecasts
- Supplier Performance

I-SPI for iSeries

- Over Product Hierarchy
- By Location/Channel/Customer
- Across Time
- By Supplier
- Contribution, Mix, Market Share
- Comparisons, Trends

I-SPI for iSeries

- Graphical User Interface
- Common Look and Feel
- Easy to Learn
- Get Results Now


i-spi Version III release 2
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Performance Comparison
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Time Comparison
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Locations
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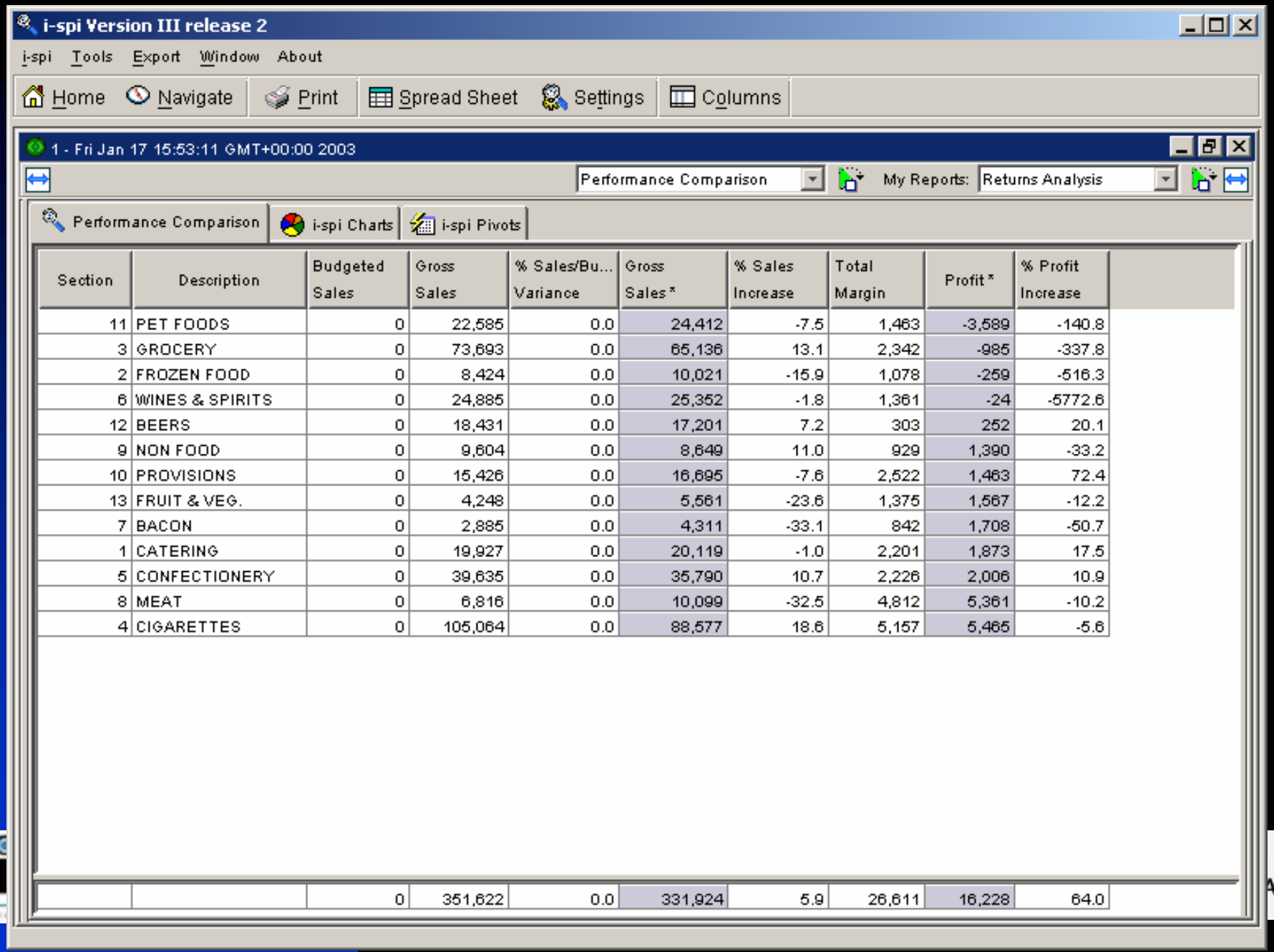
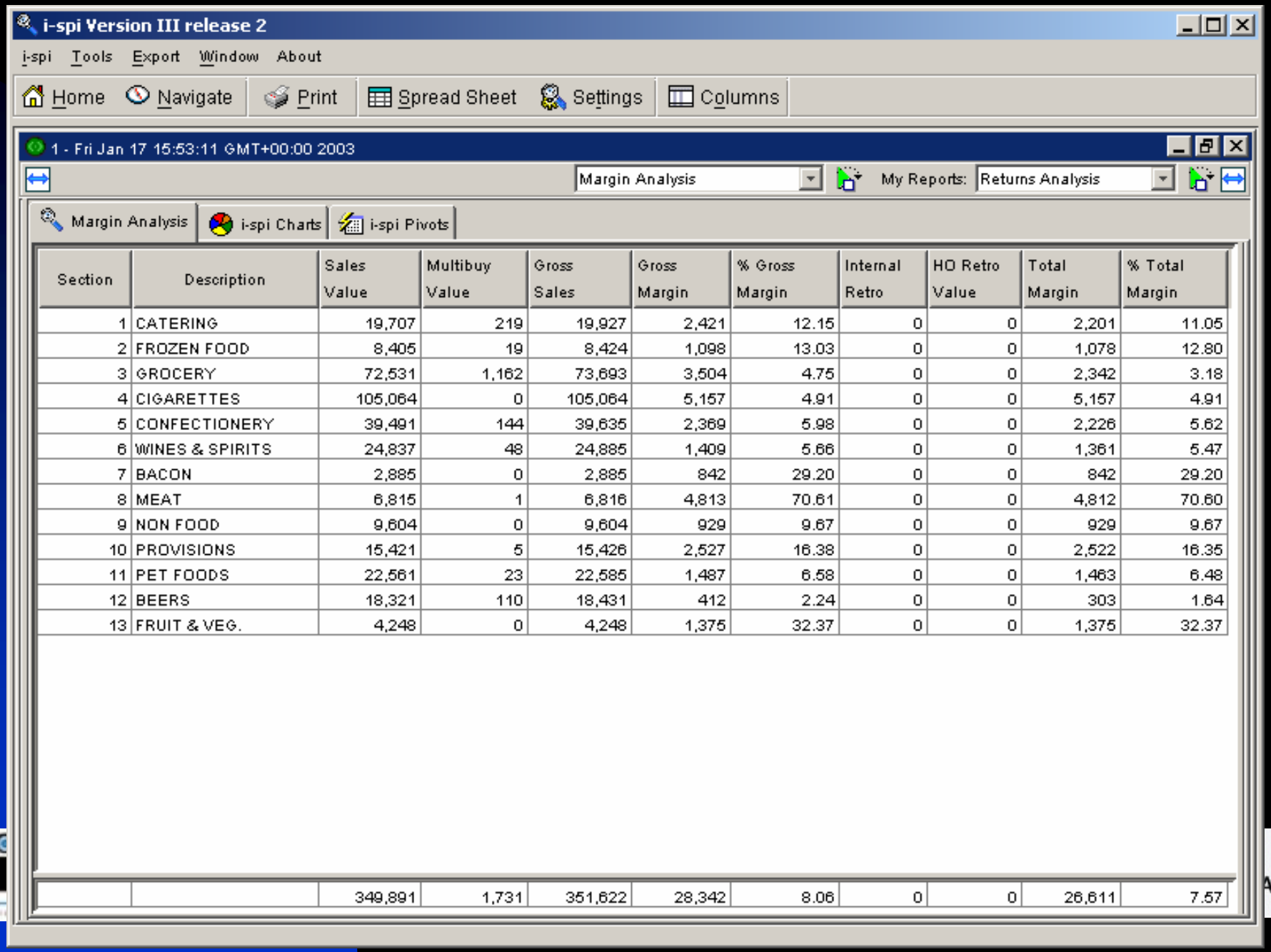
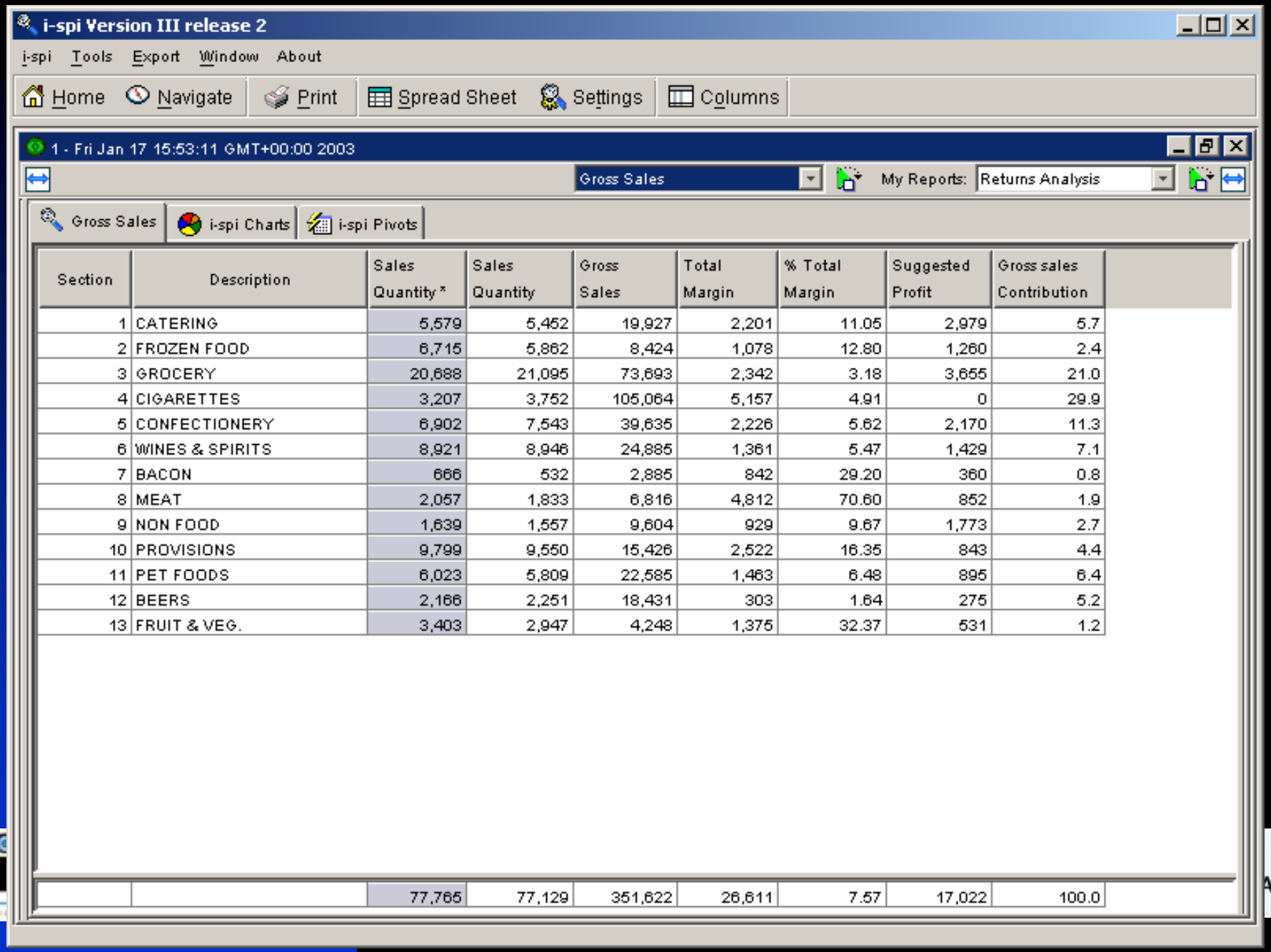
Code Description
All Sections
Performance Comparison
i-spi Charts
i-spi Pivots
Section Description Budgeted Sales Gross Sales % Sales/Bu... Variance Gross Sales * % Sales Increase Total Margin Profit *
11 PET FOODS 0 22,585 0.0 24,412 -7.5 1,463 -3,589
3 GROCERY 0 73,693 0.0 65,136 13.1 2,342 -985
2 FROZEN FOOD 0 8,424 0.0 10,021 -15.9 1,078 -259
6 WINES & SPIRITS 0 24,885 0.0 25,352 -1.8 1,361 -24
12 BEERS 0 18,431 0.0 17,201 7.2 303 252
9 NON FOOD 0 9,604 0.0 8,649 11.0 929 1,390
10 PROVISIONS 0 15,426 0.0 16,695 -7.6 2,522 1,463
13 FRUIT & VEG. 0 4,248 0.0 5,561 -23.6 1,375 1,567
7 BACON 0 2,885 0.0 4,311 -33.1 842 1,708
1 CATERING 0 19,927 0.0 20,119 -1.0 2,201 1,873
5 CONFECTIONERY 0 39,635 0.0 35,790 10.7 2,226 2,006
8 MEAT 0 6,816 0.0 10,099 -32.5 4,812 5,361
4 CIGARETTES 0 105,064 0.0 88,577 18.6 5,157 5,465
0 351,622 0.0 331,924 5.9 26,611 16,228



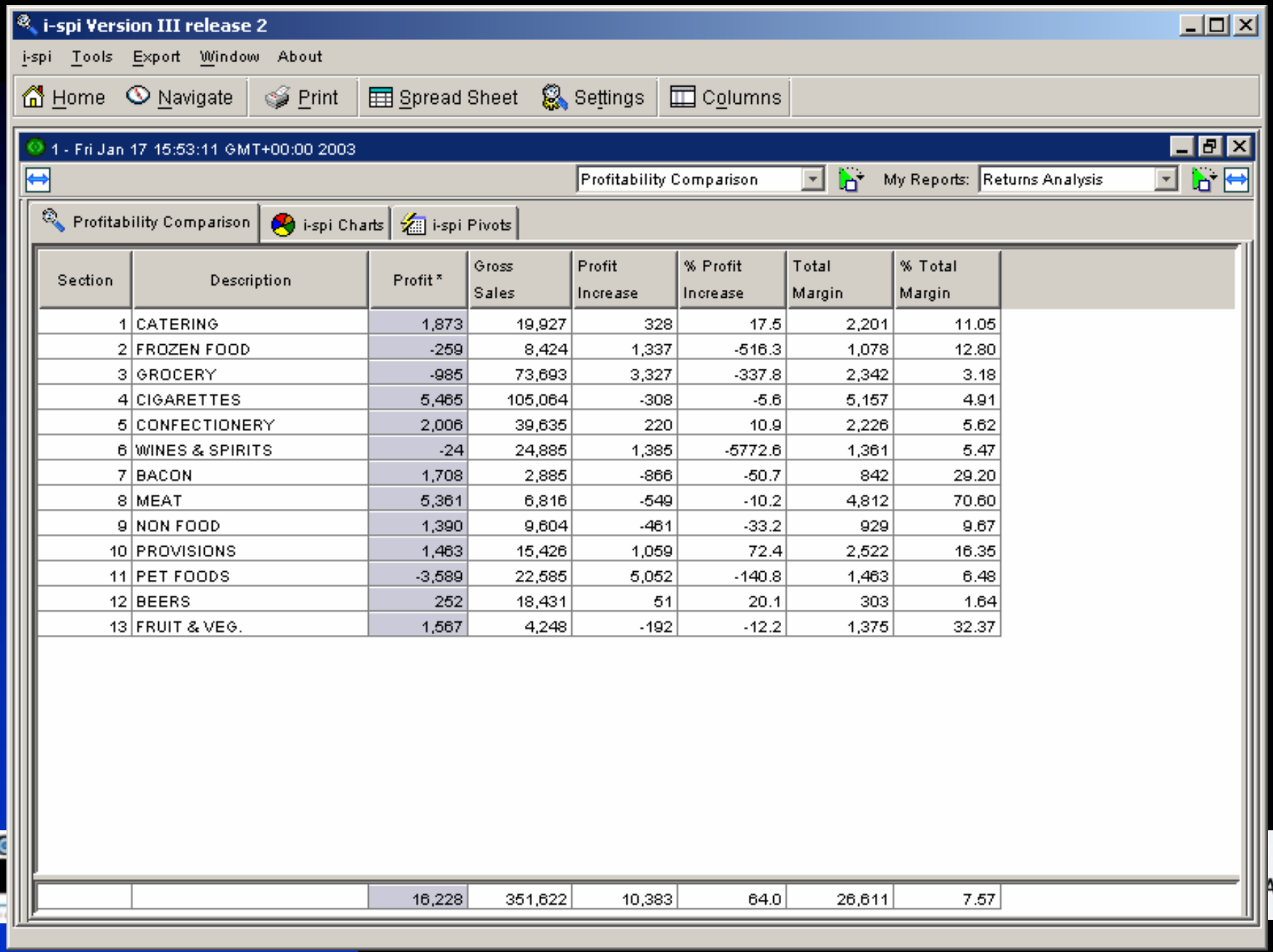
Section	Description	Budgeted Sales	Gross Sales	% Sales/Bu... Variance	Gross Sales*	% Sales Increase	Total Margin	Profit*	% Profit Increase
11	PET FOODS	0	22,585	0.0	24,412	-7.5	1,463	-3,589	-140.8
3	GROCERY	0	73,693	0.0	65,136	13.1	2,342	-985	-337.8
2	FROZEN FOOD	0	8,424	0.0	10,021	-15.9	1,078	-259	-516.3
6	WINES & SPIRITS	0	24,885	0.0	25,352	-1.8	1,361	-24	-5772.6
12	BEERS	0	18,431	0.0	17,201	7.2	303	252	20.1
9	NON FOOD	0	9,604	0.0	8,649	11.0	929	1,390	-33.2
10	PROVISIONS	0	15,426	0.0	16,695	-7.6	2,522	1,463	72.4
13	FRUIT & VEG.	0	4,248	0.0	5,561	-23.6	1,375	1,567	-12.2
7	BACON	0	2,885	0.0	4,311	-33.1	842	1,708	-50.7
1	CATERING	0	19,927	0.0	20,119	-1.0	2,201	1,873	17.5
5	CONFECTIONERY	0	39,635	0.0	35,790	10.7	2,226	2,006	10.9
8	MEAT	0	6,816	0.0	10,099	-32.5	4,812	5,361	-10.2
4	CIGARETTES	0	105,064	0.0	88,577	18.6	5,157	5,465	-5.6
		0	351,622	0.0	331,924	5.9	26,611	16,228	64.0



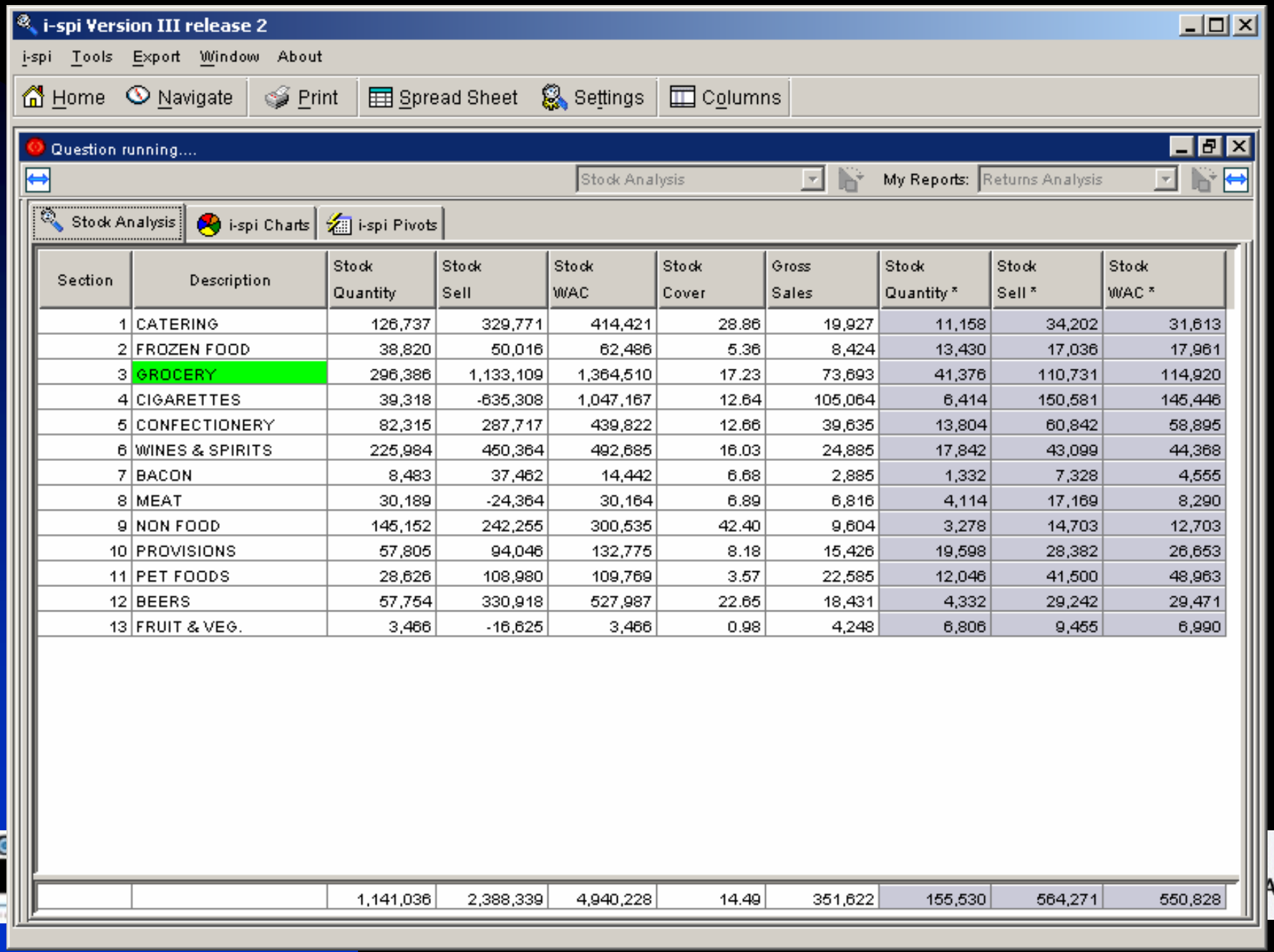
Section	Description	Sales Value	Multibuy Value	Gross Sales	Gross Margin	% Gross Margin	Internal Retro	HO Retro Value	Total Margin	% Total Margin
1	CATERING	19,707	219	19,927	2,421	12.15	0	0	2,201	11.05
2	FROZEN FOOD	8,405	19	8,424	1,098	13.03	0	0	1,078	12.80
3	GROCERY	72,531	1,162	73,693	3,504	4.75	0	0	2,342	3.18
4	CIGARETTES	105,064	0	105,064	5,157	4.91	0	0	5,157	4.91
5	CONFECTIONERY	39,491	144	39,635	2,369	5.98	0	0	2,226	5.62
6	WINES & SPIRITS	24,837	48	24,885	1,409	5.66	0	0	1,361	5.47
7	BACON	2,885	0	2,885	842	29.20	0	0	842	29.20
8	MEAT	6,815	1	6,816	4,813	70.61	0	0	4,812	70.60
9	NON FOOD	9,604	0	9,604	929	9.67	0	0	929	9.67
10	PROVISIONS	15,421	5	15,426	2,527	16.38	0	0	2,522	16.35
11	PET FOODS	22,561	23	22,585	1,487	6.58	0	0	1,463	6.48
12	BEERS	18,321	110	18,431	412	2.24	0	0	303	1.64
13	FRUIT & VEG.	4,248	0	4,248	1,375	32.37	0	0	1,375	32.37
		349,891	1,731	351,622	28,342	8.06	0	0	26,611	7.57



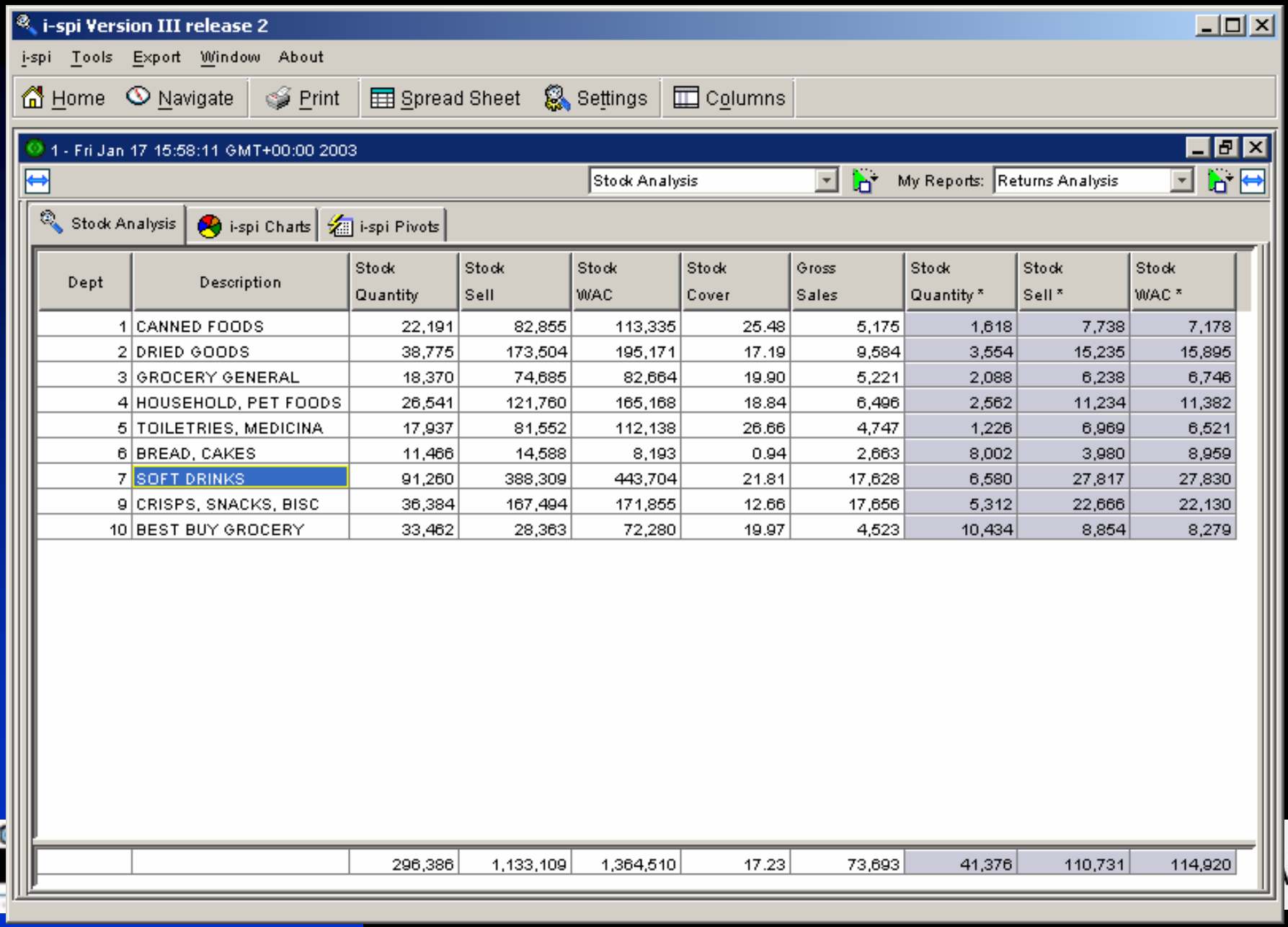
Section	Description	Sales Quantity *	Sales Quantity	Gross Sales	Total Margin	% Total Margin	Suggested Profit	Gross sales Contribution
1	CATERING	5,579	5,452	19,927	2,201	11.05	2,979	5.7
2	FROZEN FOOD	6,715	5,862	8,424	1,078	12.80	1,260	2.4
3	GROCERY	20,688	21,095	73,693	2,342	3.18	3,655	21.0
4	CIGARETTES	3,207	3,752	105,064	5,157	4.91	0	29.9
5	CONFECTIONERY	6,902	7,543	39,635	2,226	5.62	2,170	11.3
6	WINES & SPIRITS	8,921	8,946	24,885	1,361	5.47	1,429	7.1
7	BACON	666	532	2,885	842	29.20	360	0.8
8	MEAT	2,057	1,833	6,816	4,812	70.60	852	1.9
9	NON FOOD	1,639	1,557	9,604	929	9.67	1,773	2.7
10	PROVISIONS	9,799	9,550	15,426	2,522	16.35	843	4.4
11	PET FOODS	6,023	5,809	22,585	1,463	6.48	895	6.4
12	BEERS	2,166	2,251	18,431	303	1.64	275	5.2
13	FRUIT & VEG.	3,403	2,947	4,248	1,375	32.37	531	1.2
		77,765	77,129	351,622	26,611	7.57	17,022	100.0



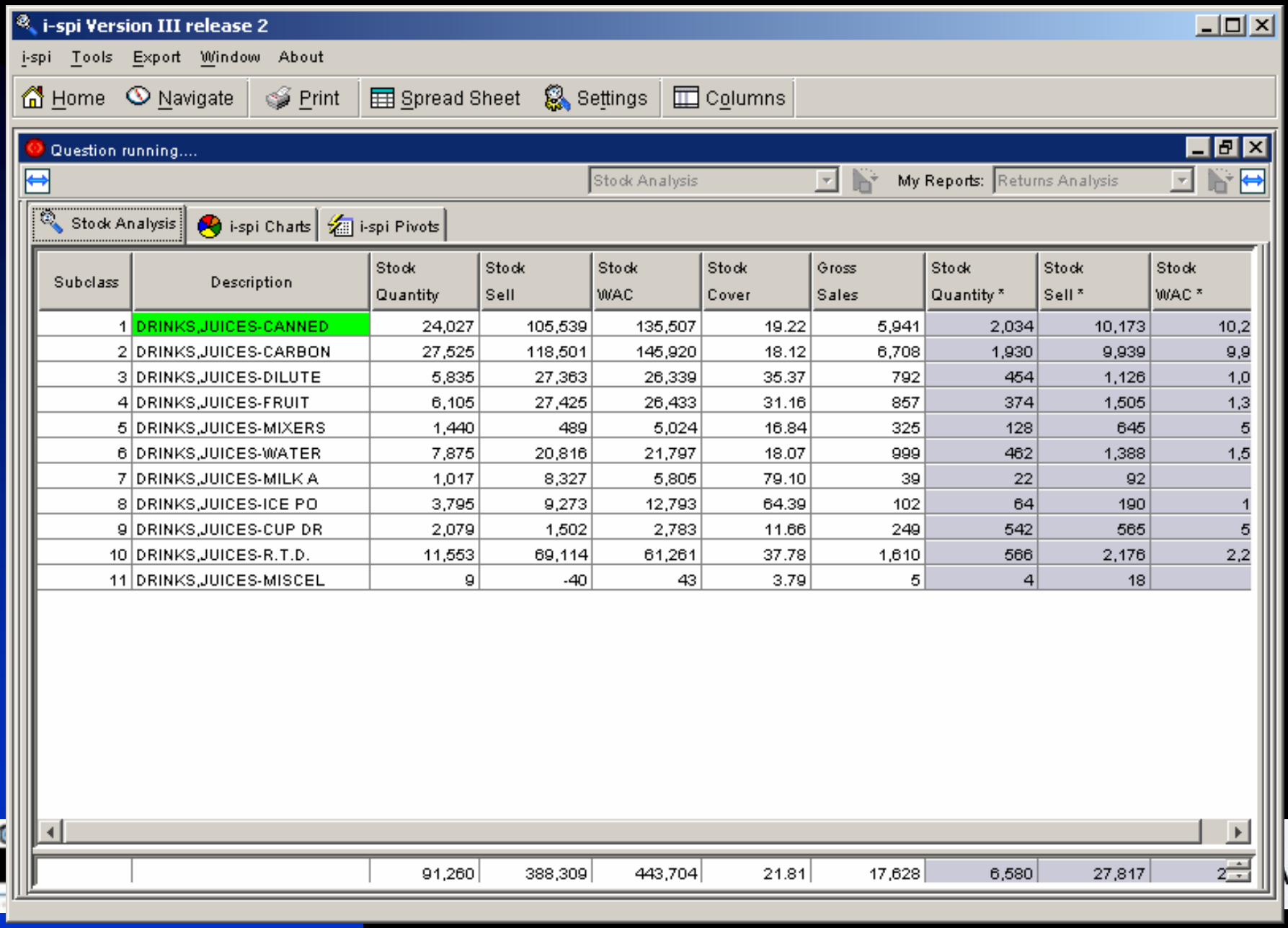
Section	Description	Profit *	Gross Sales	Profit Increase	% Profit Increase	Total Margin	% Total Margin
1	CATERING	1,873	19,927	328	17.5	2,201	11.05
2	FROZEN FOOD	-259	8,424	1,337	-516.3	1,078	12.80
3	GROCERY	-985	73,693	3,327	-337.8	2,342	3.18
4	CIGARETTES	5,465	105,064	-308	-5.6	5,157	4.91
5	CONFECTIONERY	2,006	39,635	220	10.9	2,226	5.62
6	WINES & SPIRITS	-24	24,885	1,385	-5772.6	1,361	5.47
7	BACON	1,708	2,885	-866	-50.7	842	29.20
8	MEAT	5,361	6,816	-549	-10.2	4,812	70.60
9	NON FOOD	1,390	9,604	-461	-33.2	929	9.67
10	PROVISIONS	1,463	15,426	1,059	72.4	2,522	16.35
11	PET FOODS	-3,589	22,585	5,052	-140.8	1,463	6.48
12	BEERS	252	18,431	51	20.1	303	1.64
13	FRUIT & VEG.	1,567	4,248	-192	-12.2	1,375	32.37
		16,228	351,622	10,383	64.0	26,611	7.57



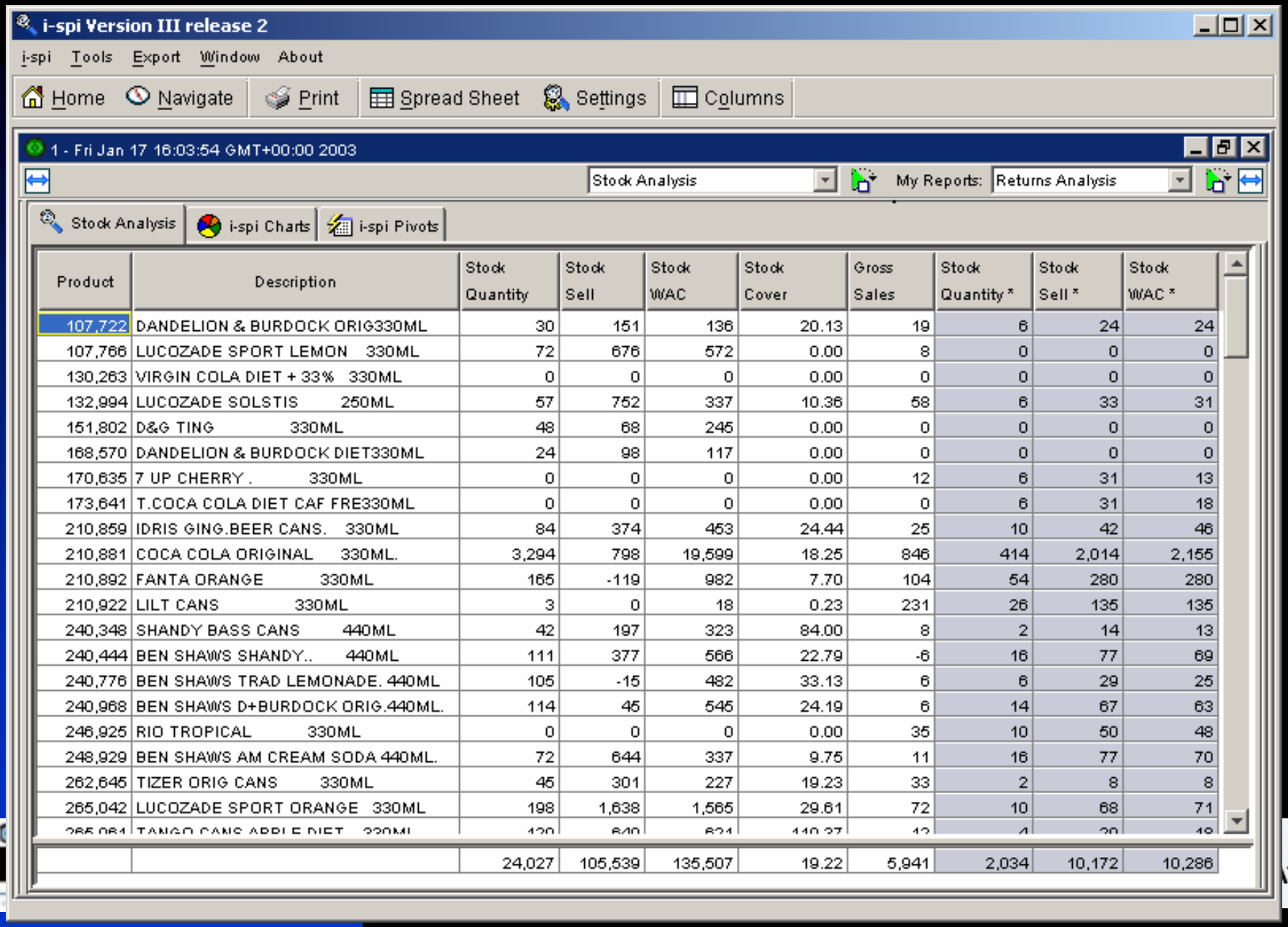
Section	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
1	CATERING	126,737	329,771	414,421	28.86	19,927	11,158	34,202	31,613
2	FROZEN FOOD	38,820	50,016	62,486	5.36	8,424	13,430	17,036	17,961
3	GROCERY	296,386	1,133,109	1,364,510	17.23	73,693	41,376	110,731	114,920
4	CIGARETTES	39,318	-635,308	1,047,167	12.64	105,064	6,414	150,581	145,446
5	CONFECTIONERY	82,315	287,717	439,822	12.66	39,635	13,804	60,842	58,895
6	WINES & SPIRITS	225,984	450,364	492,685	16.03	24,885	17,842	43,099	44,368
7	BACON	8,483	37,462	14,442	6.68	2,885	1,332	7,328	4,555
8	MEAT	30,189	-24,364	30,164	6.89	6,816	4,114	17,169	8,290
9	NON FOOD	145,152	242,255	300,535	42.40	9,604	3,278	14,703	12,703
10	PROVISIONS	57,805	94,046	132,775	8.18	15,426	19,598	28,382	26,653
11	PET FOODS	28,626	108,980	109,769	3.57	22,585	12,046	41,500	48,963
12	BEERS	57,754	330,918	527,987	22.65	18,431	4,332	29,242	29,471
13	FRUIT & VEG.	3,466	-16,625	3,466	0.98	4,248	6,806	9,455	6,990
		1,141,036	2,388,339	4,940,228	14.49	351,622	155,530	564,271	550,828



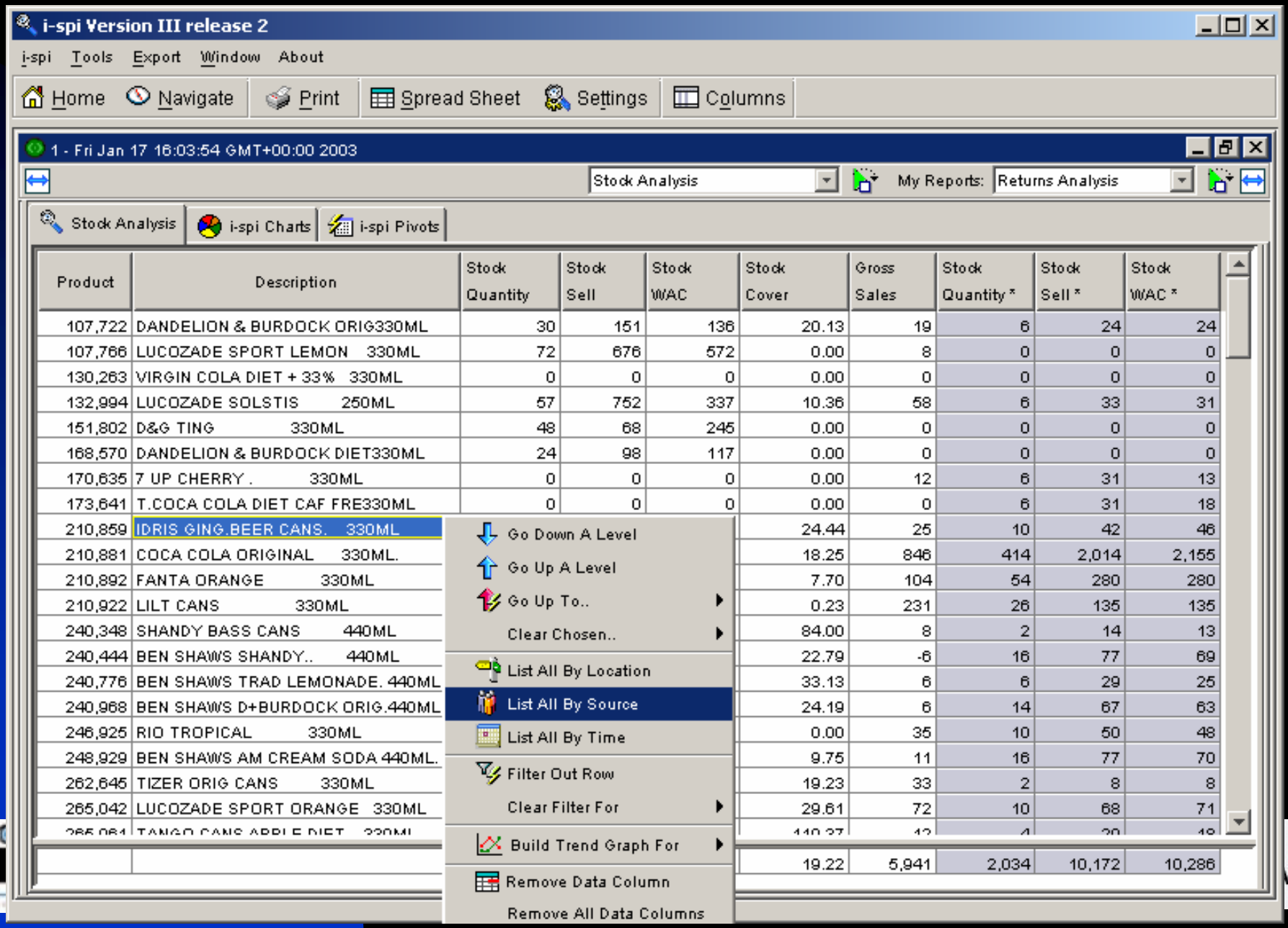
Dept	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
1	CANNED FOODS	22,191	82,855	113,335	25.48	5,175	1,618	7,738	7,178
2	DRIED GOODS	38,775	173,504	195,171	17.19	9,584	3,554	15,235	15,895
3	GROCERY GENERAL	18,370	74,685	82,664	19.90	5,221	2,088	6,238	6,746
4	HOUSEHOLD, PET FOODS	26,541	121,760	165,168	18.84	6,496	2,562	11,234	11,382
5	TOILETRIES, MEDICINA	17,937	81,552	112,138	26.66	4,747	1,226	6,969	6,521
6	BREAD, CAKES	11,466	14,588	8,193	0.94	2,663	8,002	3,980	8,959
7	SOFT DRINKS	91,260	388,309	443,704	21.81	17,628	6,580	27,817	27,830
9	CRISPS, SNACKS, BISC	36,384	167,494	171,855	12.66	17,656	5,312	22,666	22,130
10	BEST BUY GROCERY	33,462	28,363	72,280	19.97	4,523	10,434	8,854	8,279
		296,386	1,133,109	1,364,510	17.23	73,693	41,376	110,731	114,920



Subclass	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
1	DRINKS,JUICES-CANNED	24,027	105,539	135,507	19.22	5,941	2,034	10,173	10,2
2	DRINKS,JUICES-CARBON	27,525	118,501	145,920	18.12	6,708	1,930	9,939	9,9
3	DRINKS,JUICES-DILUTE	5,835	27,363	26,339	35.37	792	454	1,126	1,0
4	DRINKS,JUICES-FRUIT	6,105	27,425	26,433	31.16	857	374	1,505	1,3
5	DRINKS,JUICES-MIXERS	1,440	489	5,024	16.84	325	128	645	5
6	DRINKS,JUICES-WATER	7,875	20,816	21,797	18.07	999	462	1,388	1,5
7	DRINKS,JUICES-MILK A	1,017	8,327	5,805	79.10	39	22	92	
8	DRINKS,JUICES-ICE PO	3,795	9,273	12,793	64.39	102	64	190	1
9	DRINKS,JUICES-CUP DR	2,079	1,502	2,783	11.66	249	542	565	5
10	DRINKS,JUICES-R.T.D.	11,553	69,114	61,261	37.78	1,610	566	2,176	2,2
11	DRINKS,JUICES-MISCEL	9	-40	43	3.79	5	4	18	
		91,260	388,309	443,704	21.81	17,628	6,580	27,817	2



Product	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
107,722	DANDELION & BURDOCK ORIG330ML	30	151	136	20.13	19	6	24	24
107,766	LUCOZADE SPORT LEMON 330ML	72	676	572	0.00	8	0	0	0
130,263	VIRGIN COLA DIET + 33% 330ML	0	0	0	0.00	0	0	0	0
132,994	LUCOZADE SOLSTIS 250ML	57	752	337	10.36	58	6	33	31
151,802	D&G TING 330ML	48	68	245	0.00	0	0	0	0
168,570	DANDELION & BURDOCK DIET330ML	24	98	117	0.00	0	0	0	0
170,635	7 UP CHERRY . 330ML	0	0	0	0.00	12	6	31	13
173,641	T.COCA COLA DIET CAF FRE330ML	0	0	0	0.00	0	6	31	18
210,859	IDRIS GING.BEER CANS. 330ML	84	374	453	24.44	25	10	42	46
210,881	COCA COLA ORIGINAL 330ML.	3,294	798	19,599	18.25	846	414	2,014	2,155
210,892	FANTA ORANGE 330ML	165	-119	982	7.70	104	54	280	280
210,922	LILT CANS 330ML	3	0	18	0.23	231	26	135	135
240,348	SHANDY BASS CANS 440ML	42	197	323	84.00	8	2	14	13
240,444	BEN SHAWS SHANDY.. 440ML	111	377	566	22.79	-6	16	77	69
240,776	BEN SHAWS TRAD LEMONADE. 440ML	105	-15	482	33.13	6	6	29	25
240,968	BEN SHAWS D+BURDOCK ORIG.440ML.	114	45	545	24.19	6	14	67	63
246,925	RIO TROPICAL 330ML	0	0	0	0.00	35	10	50	48
248,929	BEN SHAWS AM CREAM SODA 440ML.	72	644	337	9.75	11	16	77	70
262,645	TIZER ORIG CANS 330ML	45	301	227	19.23	33	2	8	8
265,042	LUCOZADE SPORT ORANGE 330ML	198	1,638	1,565	29.61	72	10	68	71
265,061	TANGO CANS APPLE DIET 330ML	120	640	621	110.37	12	4	20	18
		24,027	105,539	135,507	19.22	5,941	2,034	10,172	10,286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Stock Analysis
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Product Description Stock Quantity Stock Sell Stock WAC Stock Cover Gross Sales Stock Quantity * Stock Sell * Stock WAC *
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107,766 LUCOZADE SPORT LEMON 330ML 72 676 572 0.00 8 0 0 0
130,263 VIRGIN COLA DIET + 33% 330ML 0 0 0 0.00 0 0 0 0
132,994 LUCOZADE SOLSTIS 250ML 57 752 337 10.36 58 6 33 31
151,802 D&G TING 330ML 48 68 245 0.00 0 0 0 0
168,570 DANDELION & BURDOCK DIET330ML 24 98 117 0.00 0 0 0 0
170,635 7 UP CHERRY . 330ML 0 0 0 0.00 12 6 31 13
173,641 T.COCA COLA DIET CAF FRE330ML 0 0 0 0.00 0 6 31 18
210,859 IDRIS GING.BEER CANS. 330ML 24.44 25 10 42 46
210,881 COCA COLA ORIGINAL 330ML. 18.25 846 414 2,014 2,155
210,892 FANTA ORANGE 330ML 7.70 104 54 280 280
210,922 LILT CANS 330ML 0.23 231 26 135 135
240,348 SHANDY BASS CANS 440ML 84.00 8 2 14 13
240,444 BEN SHAWS SHANDY.. 440ML 22.79 -6 16 77 69
240,776 BEN SHAWS TRAD LEMONADE. 440ML 33.13 6 6 29 25
240,968 BEN SHAWS D+BURDOCK ORIG.440ML 24.19 6 14 67 63
246,925 RIO TROPICAL 330ML 0.00 35 10 50 48
248,929 BEN SHAWS AM CREAM SODA 440ML. 9.75 11 16 77 70
262,645 TIZER ORIG CANS 330ML 19.23 33 2 8 8
265,042 LUCOZADE SPORT ORANGE 330ML 29.61 72 10 68 71
19.22 5,941 2,034 10,172 10,286
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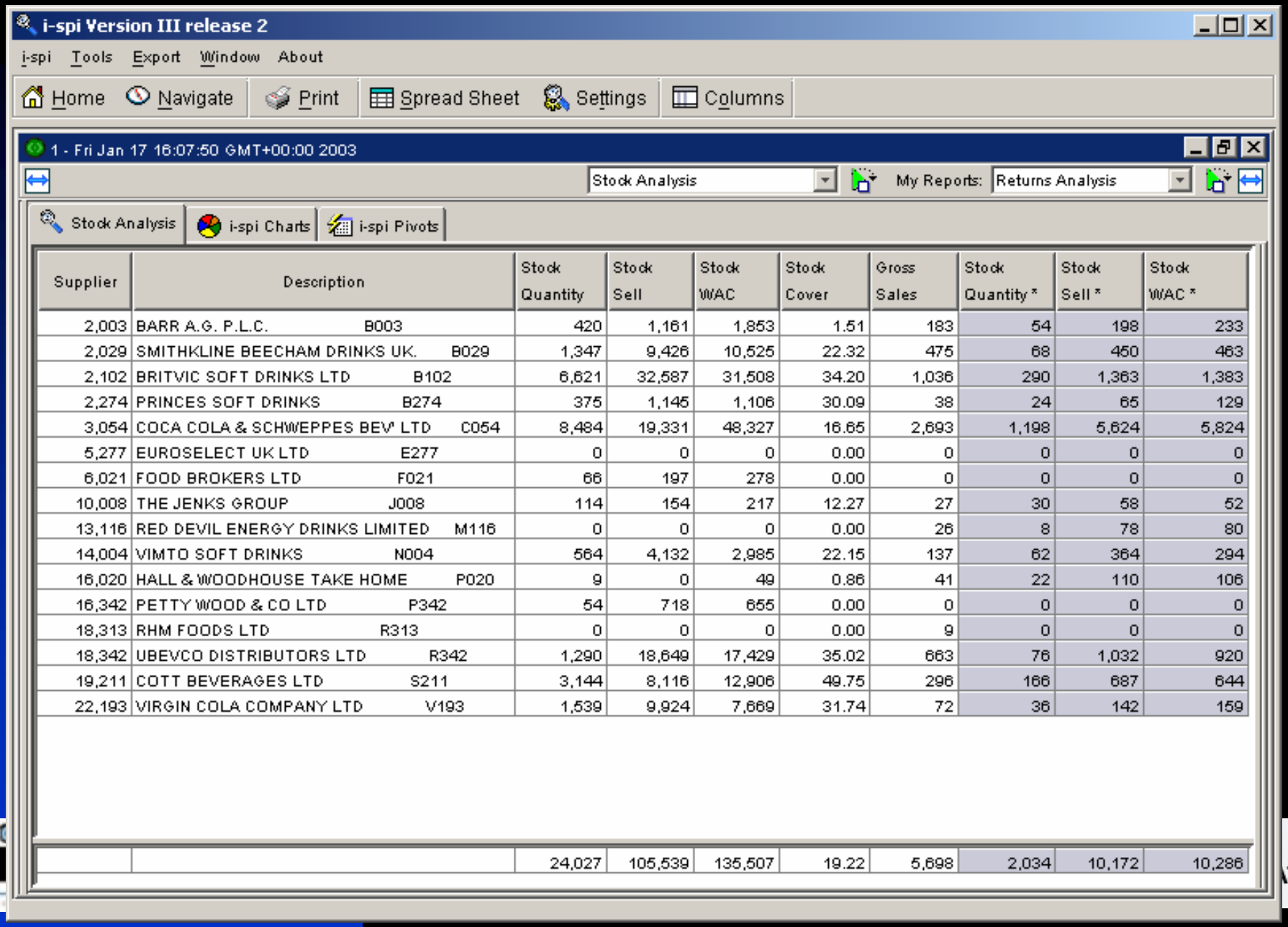
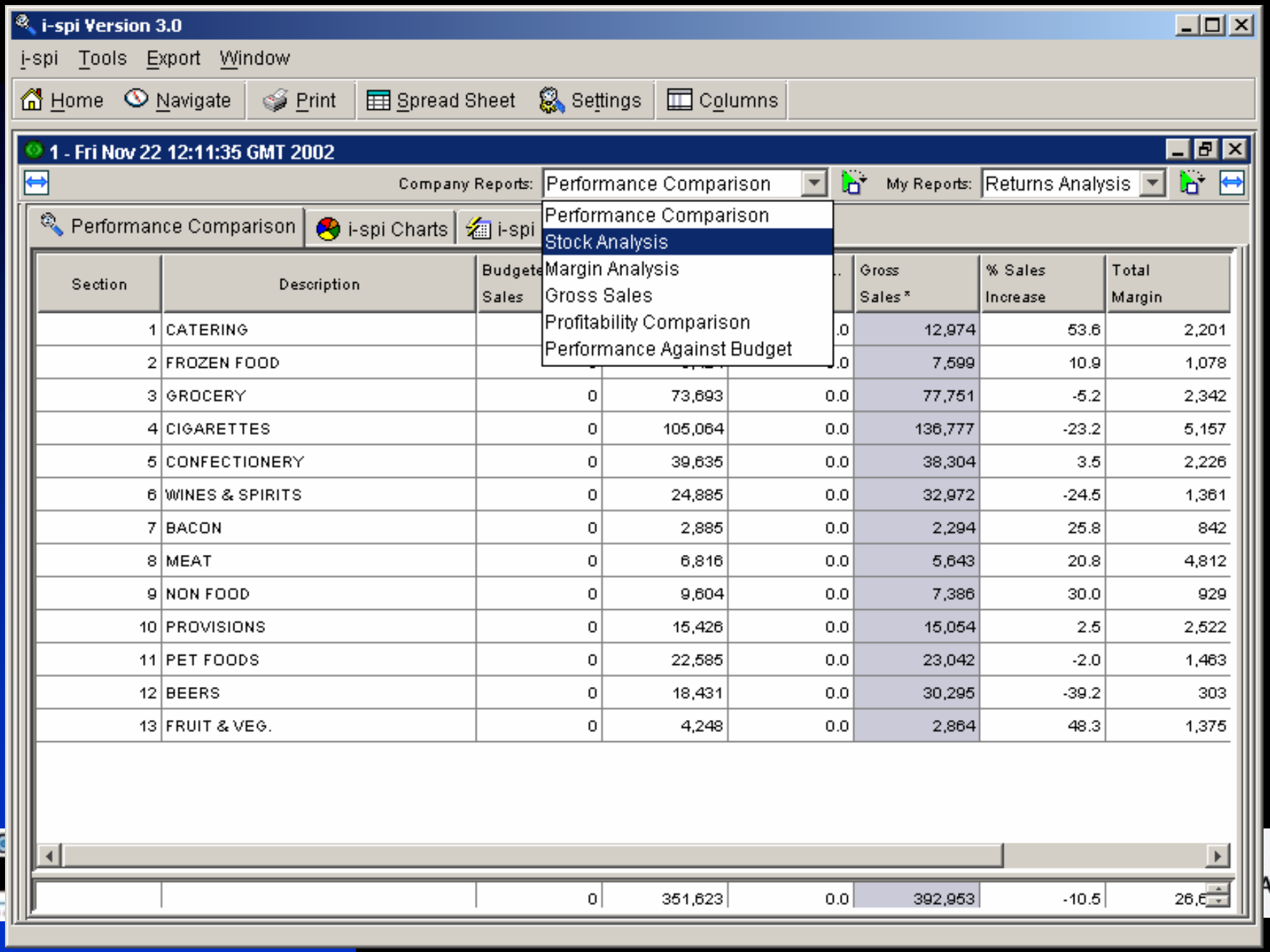
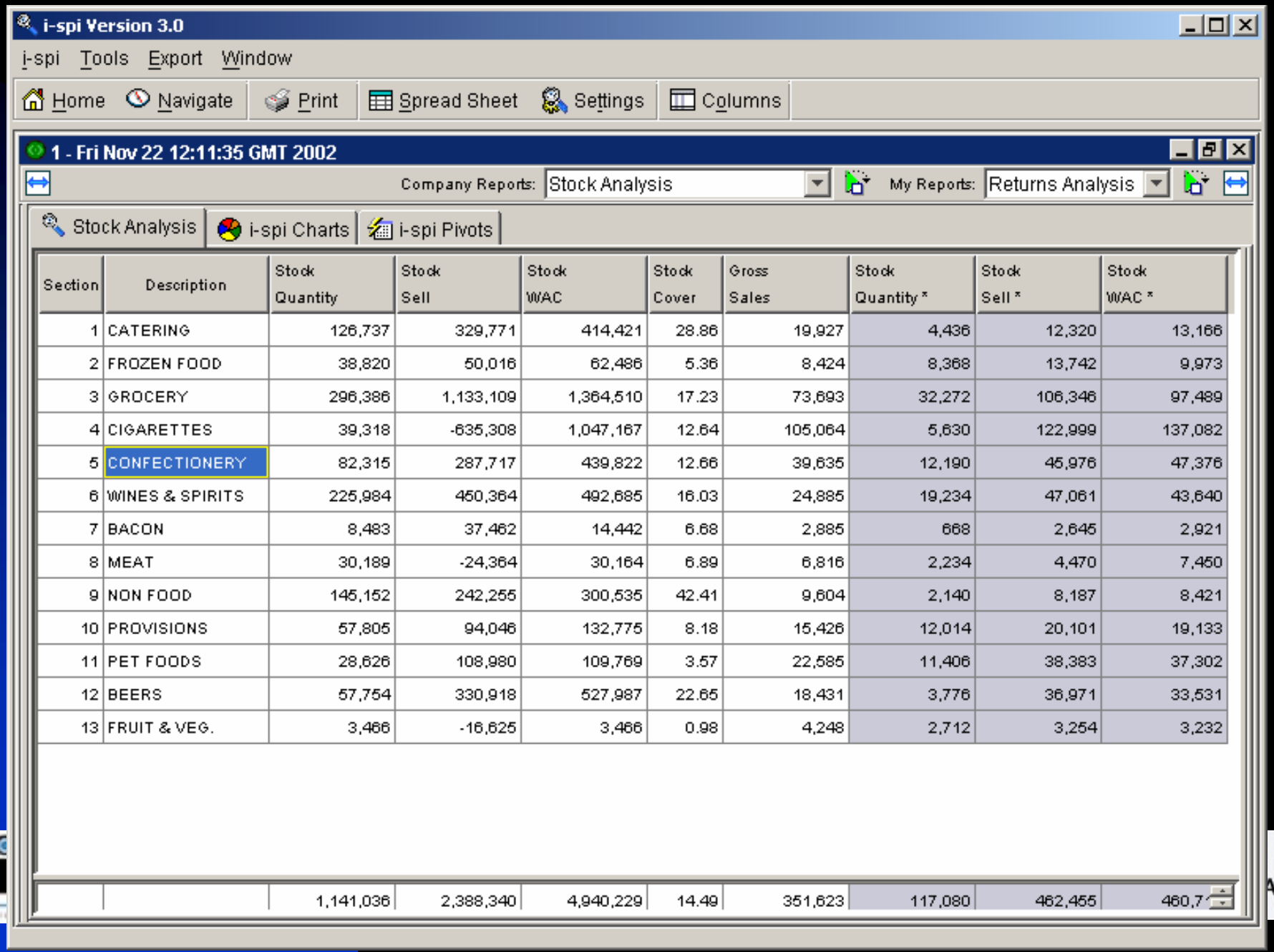
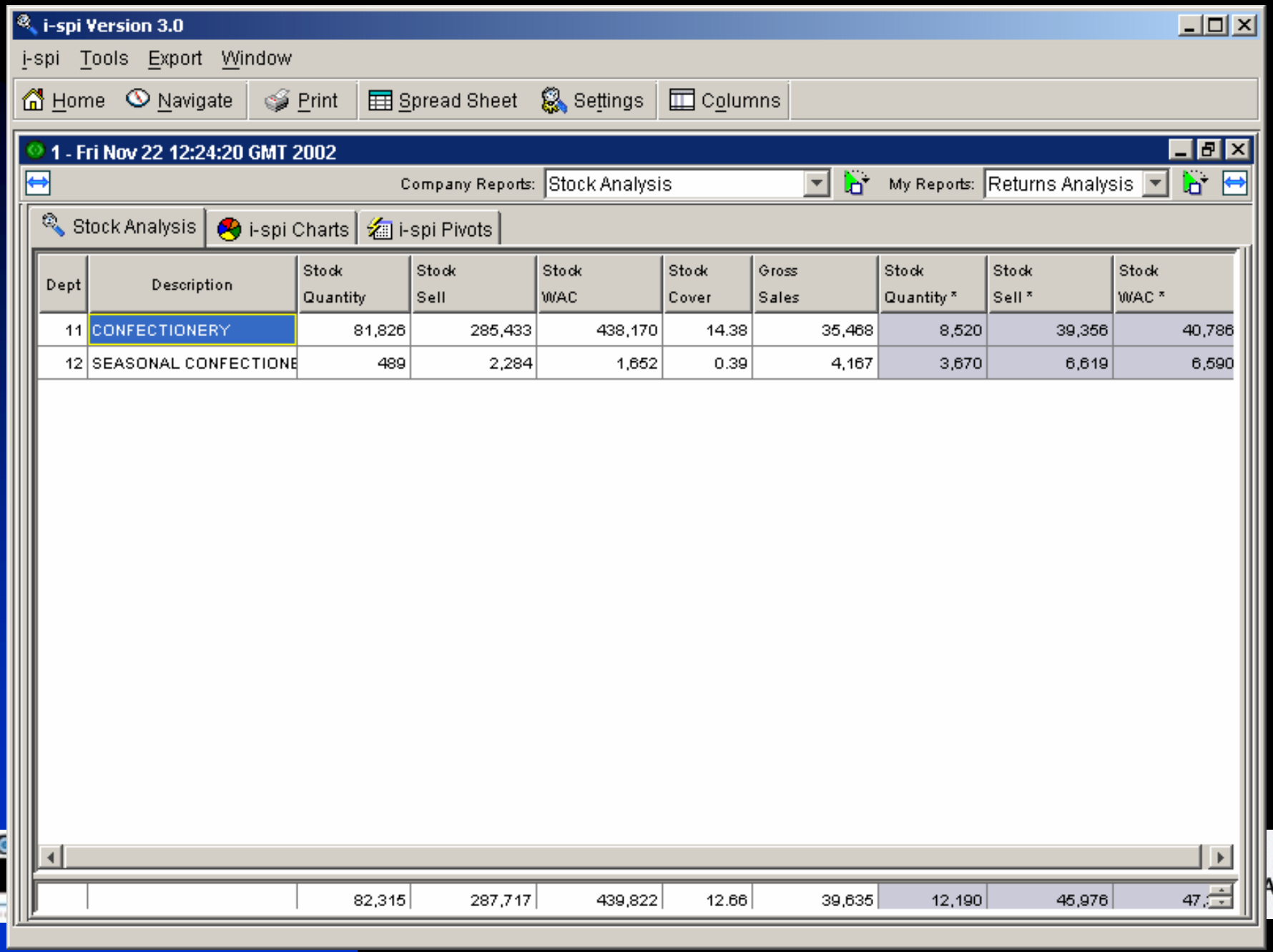


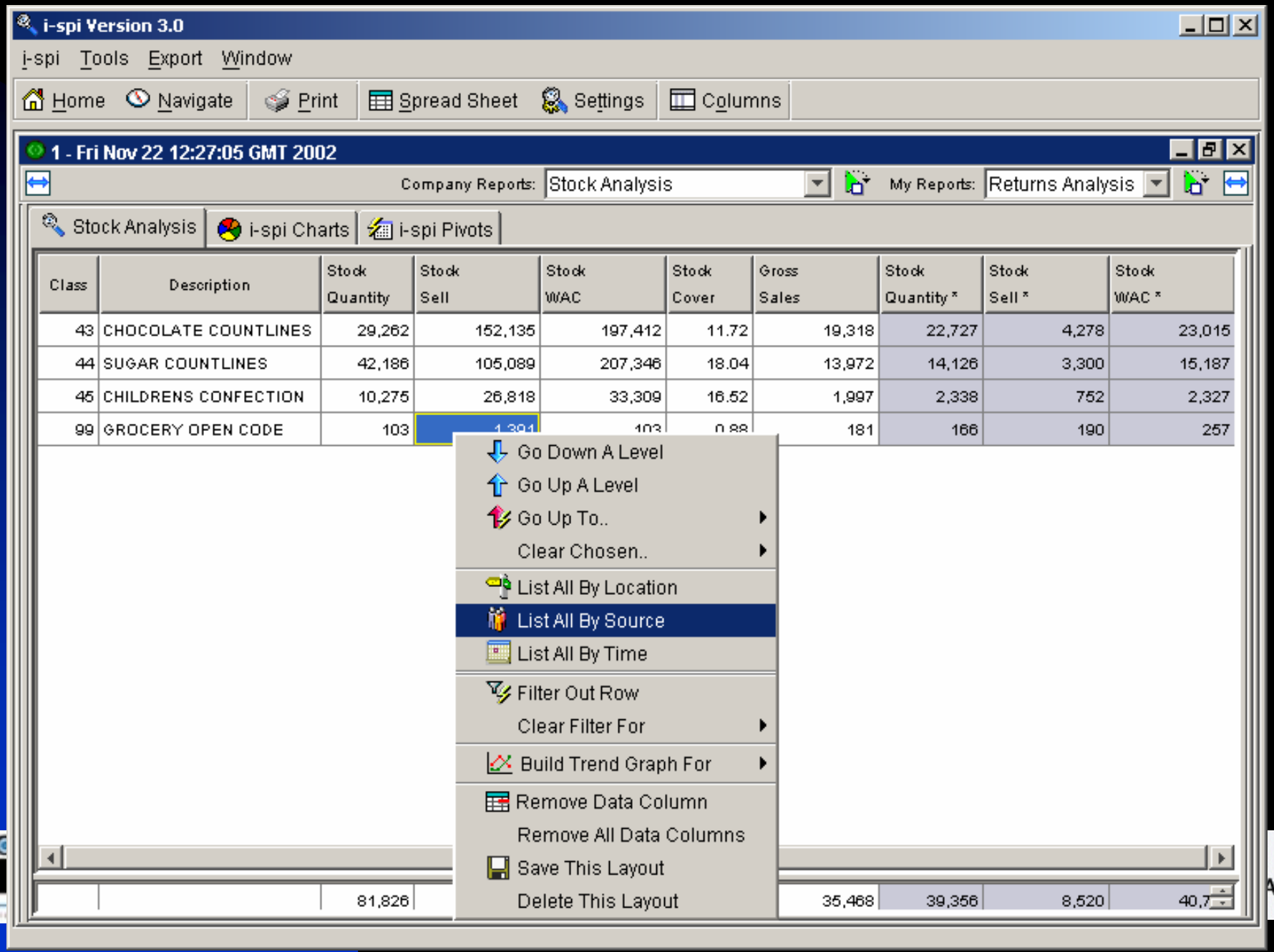
Supplier	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
2,003	BARR A.G. P.L.C. B003	420	1,161	1,853	1.51	183	54	198	233
2,029	SMITHKLINE BEECHAM DRINKS UK. B029	1,347	9,426	10,525	22.32	475	68	450	463
2,102	BRITVIC SOFT DRINKS LTD B102	6,621	32,587	31,508	34.20	1,036	290	1,363	1,383
2,274	PRINCES SOFT DRINKS B274	375	1,145	1,106	30.09	38	24	65	129
3,054	COCA COLA & SCHWEPPES BEV' LTD C054	8,484	19,331	48,327	16.65	2,693	1,198	5,624	5,824
5,277	EUROSELECT UK LTD E277	0	0	0	0.00	0	0	0	0
6,021	FOOD BROKERS LTD F021	66	197	278	0.00	0	0	0	0
10,008	THE JENKS GROUP J008	114	154	217	12.27	27	30	58	52
13,116	RED DEVIL ENERGY DRINKS LIMITED M116	0	0	0	0.00	26	8	78	80
14,004	VIMTO SOFT DRINKS N004	564	4,132	2,985	22.15	137	62	364	294
16,020	HALL & WOODHOUSE TAKE HOME P020	9	0	49	0.86	41	22	110	106
16,342	PETTY WOOD & CO LTD P342	54	718	655	0.00	0	0	0	0
18,313	RHM FOODS LTD R313	0	0	0	0.00	9	0	0	0
18,342	UBEVCO DISTRIBUTORS LTD R342	1,290	18,649	17,429	35.02	663	76	1,032	920
19,211	COTT BEVERAGES LTD S211	3,144	8,116	12,906	49.75	296	166	687	644
22,193	VIRGIN COLA COMPANY LTD V193	1,539	9,924	7,669	31.74	72	36	142	159
		24,027	105,539	135,507	19.22	5,698	2,034	10,172	10,286


i-spi Version 3.0
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:11:35 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Performance Comparison
Stock Analysis
Margin Analysis
Gross Sales
Profitability Comparison
Performance Against Budget
Performance Comparison
i-spi Charts
i-spi
Section
Description
Budgete Sales
Gross Sales *
% Sales Increase
Total Margin
1 CATERING 12,974 53.6 2,201
2 FROZEN FOOD 7,599 10.9 1,078
3 GROCERY 0 73,693 0.0 77,751 -5.2 2,342
4 CIGARETTES 0 105,064 0.0 136,777 -23.2 5,157
5 CONFECTIONERY 0 39,635 0.0 38,304 3.5 2,226
6 WINES & SPIRITS 0 24,885 0.0 32,972 -24.5 1,361
7 BACON 0 2,885 0.0 2,294 25.8 842
8 MEAT 0 6,816 0.0 5,643 20.8 4,812
9 NON FOOD 0 9,604 0.0 7,386 30.0 929
10 PROVISIONS 0 15,426 0.0 15,054 2.5 2,522
11 PET FOODS 0 22,585 0.0 23,042 -2.0 1,463
12 BEERS 0 18,431 0.0 30,295 -39.2 303
13 FRUIT & VEG. 0 4,248 0.0 2,864 48.3 1,375
0 351,623 0.0 392,953 -10.5



Section	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
1	CATERING	126,737	329,771	414,421	28.86	19,927	4,436	12,320	13,166
2	FROZEN FOOD	38,820	50,016	62,486	5.36	8,424	8,368	13,742	9,973
3	GROCERY	296,386	1,133,109	1,364,510	17.23	73,693	32,272	106,346	97,489
4	CIGARETTES	39,318	-635,308	1,047,167	12.64	105,064	5,630	122,999	137,082
5	CONFECTIONERY	82,315	287,717	439,822	12.66	39,635	12,190	45,976	47,376
6	WINES & SPIRITS	225,984	450,364	492,685	16.03	24,885	19,234	47,061	43,640
7	BACON	8,483	37,462	14,442	6.68	2,885	668	2,645	2,921
8	MEAT	30,189	-24,364	30,164	6.89	6,816	2,234	4,470	7,450
9	NON FOOD	145,152	242,255	300,535	42.41	9,604	2,140	8,187	8,421
10	PROVISIONS	57,805	94,046	132,775	8.18	15,426	12,014	20,101	19,133
11	PET FOODS	28,626	108,980	109,769	3.57	22,585	11,406	38,383	37,302
12	BEERS	57,754	330,918	527,987	22.65	18,431	3,776	36,971	33,531
13	FRUIT & VEG.	3,466	-16,625	3,466	0.98	4,248	2,712	3,254	3,232
		1,141,036	2,388,340	4,940,229	14.49	351,623	117,080	462,455	460,7


i-spi Version 3.0
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:24:20 GMT 2002
Company Reports: Stock Analysis
My Reports: Returns Analysis
Stock Analysis i-spi Charts i-spi Pivots
Dept | Description | Stock Quantity | Stock Sell | Stock WAC | Stock Cover | Gross Sales | Stock Quantity * | Stock Sell * | Stock WAC *
11 | CONFECTIONERY | 81,826 | 285,433 | 438,170 | 14.38 | 35,468 | 8,520 | 39,356 | 40,786
12 | SEASONAL CONFECTIONE | 489 | 2,284 | 1,652 | 0.39 | 4,167 | 3,670 | 6,619 | 6,590
82,315 | 287,717 | 439,822 | 12.66 | 39,635 | 12,190 | 45,976 | 47,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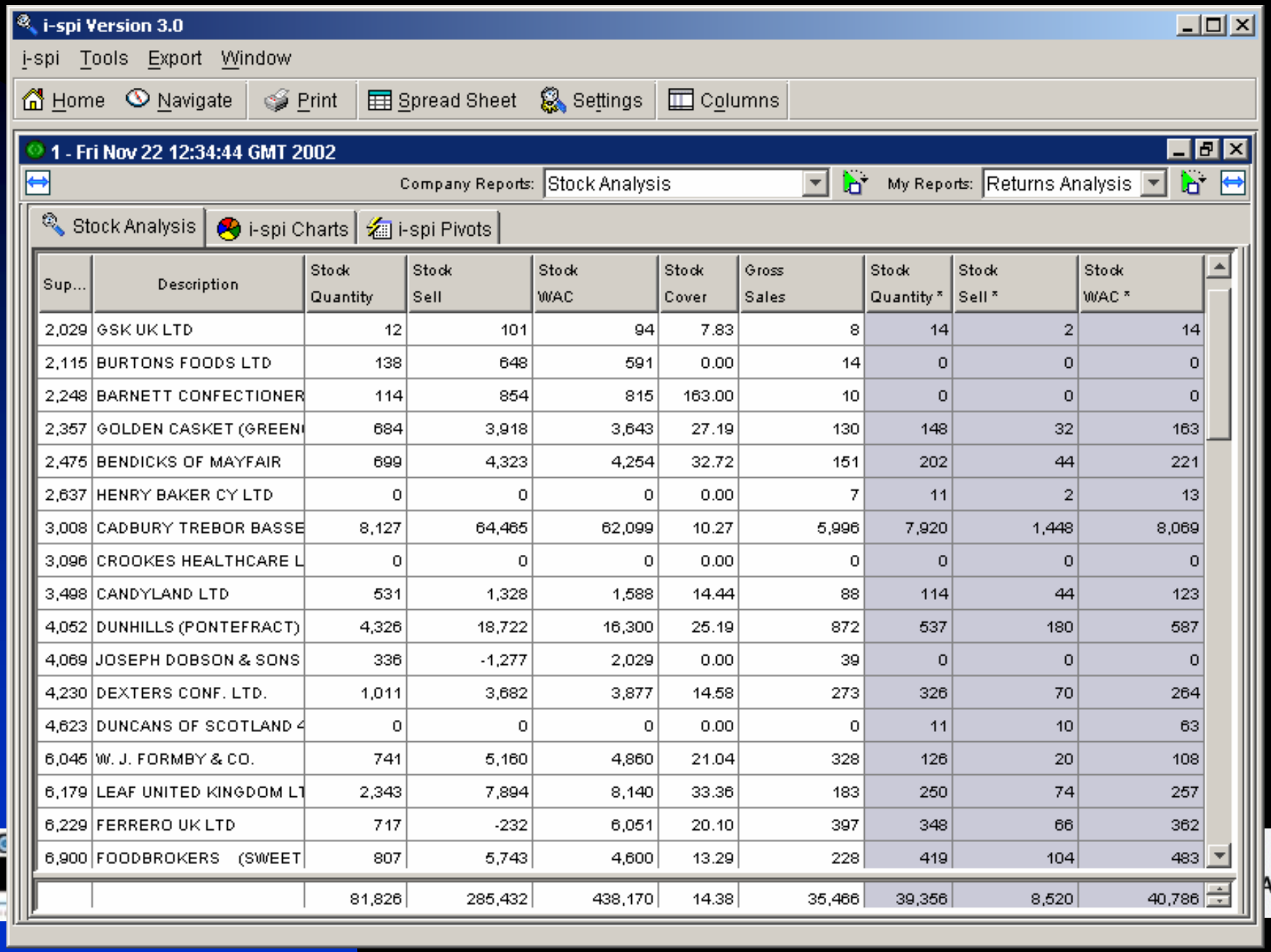
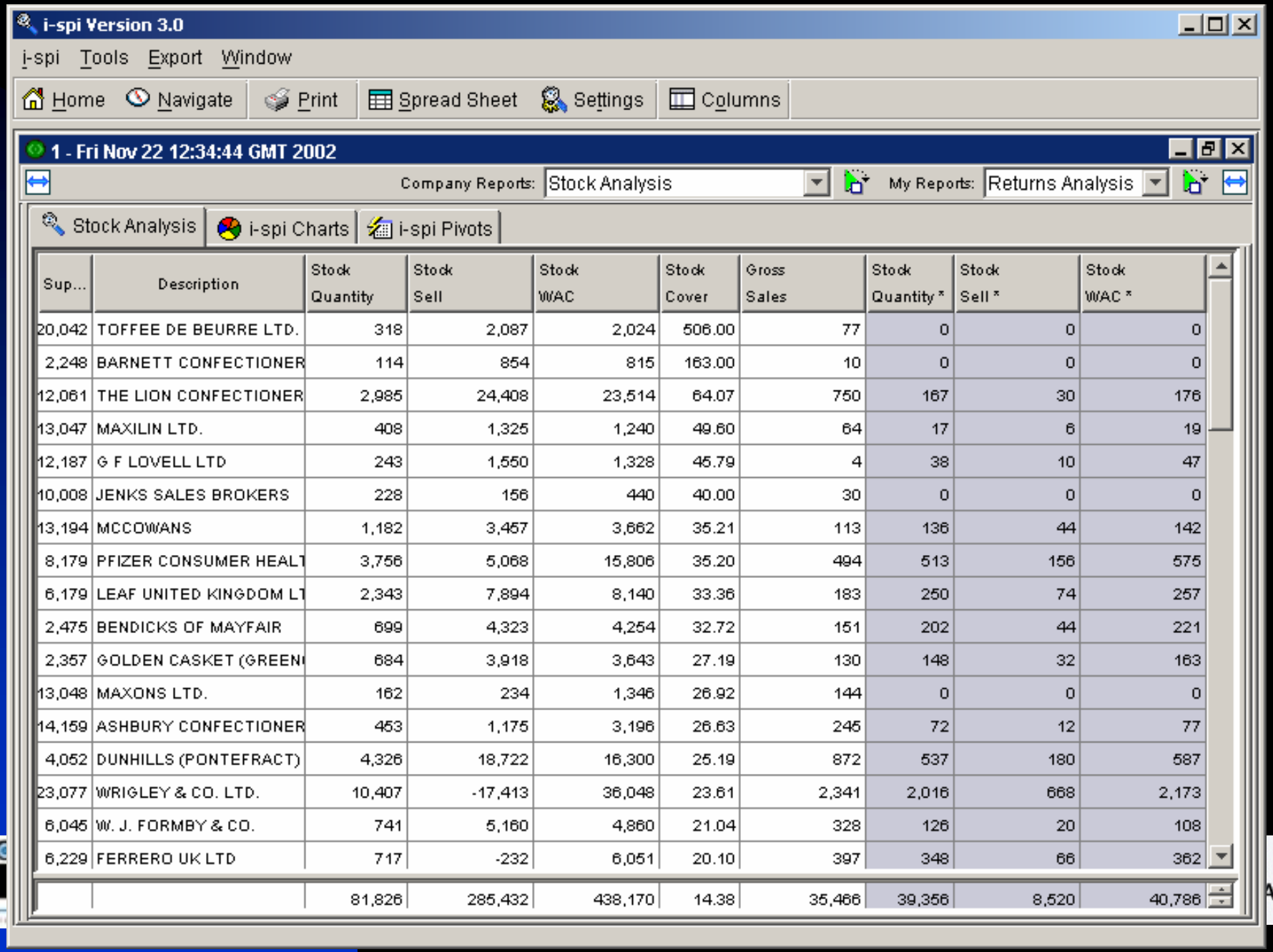
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:27:05 GMT 2002
Company Reports: Stock Analysis
My Reports: Returns Analysis
Stock Analysis i-spi Charts i-spi Pivots
Class Description Stock Quantity Stock Sell Stock WAC Stock Cover Gross Sales Stock Quantity * Stock Sell * Stock WAC *
43 CHOCOLATE COUNTLINES 29,262 152,135 197,412 11.72 19,318 22,727 4,278 23,015
44 SUGAR COUNTLINES 42,186 105,089 207,346 18.04 13,972 14,126 3,300 15,187
45 CHILDRENS CONFECTION 10,275 26,818 33,309 16.52 1,997 2,338 752 2,327
99 GROCERY OPEN CODE 103 181 166 190 257
Go Down A Level
Go Up A Level
Go Up To..
Clear Chosen..
List All By Location
List All By Source
List All By Time
Filter Out Row
Clear Filter For
Build Trend Graph For
Remove Data Column
Remove All Data Columns
Save This Layout
Delete This Layout
81,826
35,468 39,356 8,520



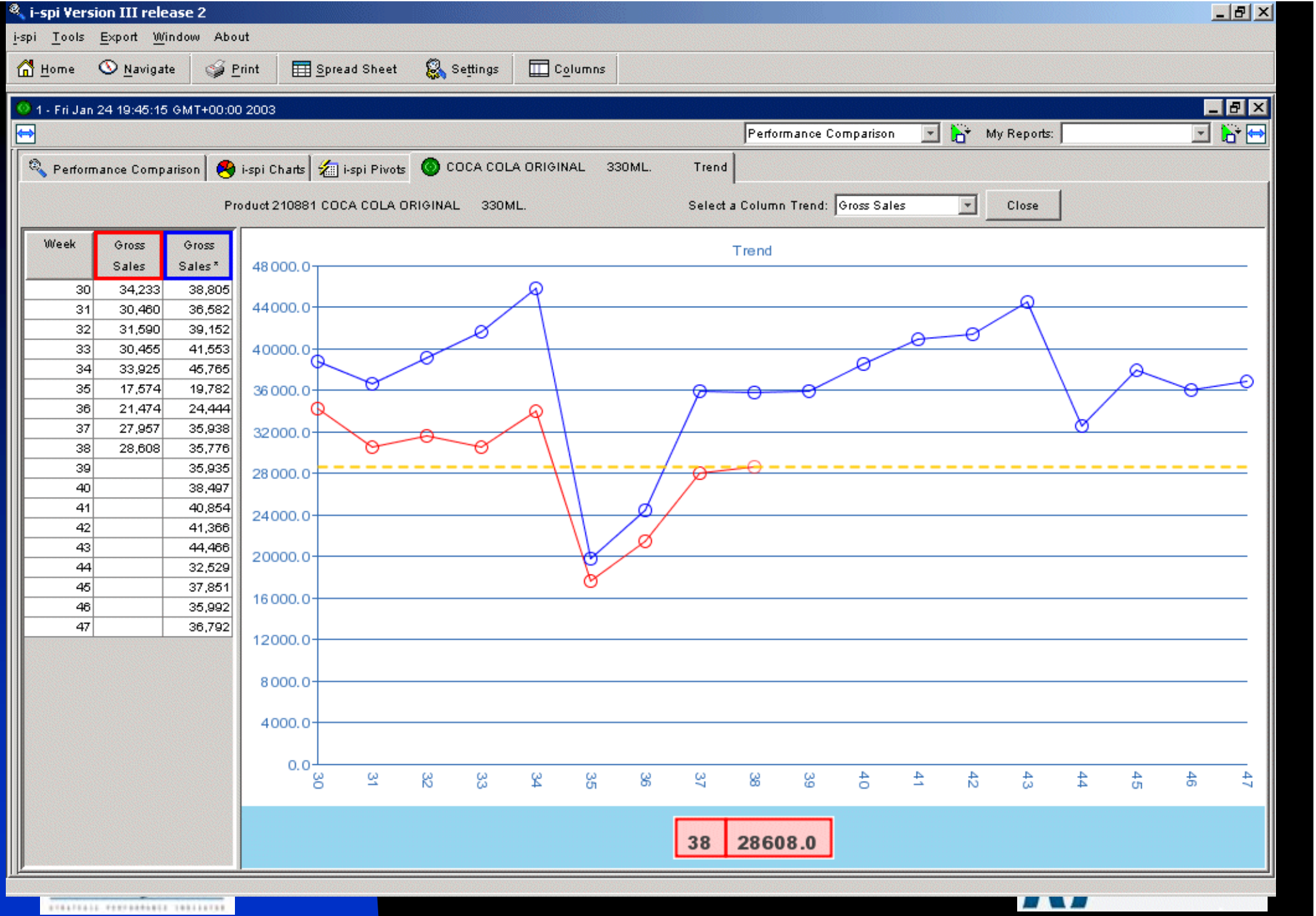
Sup...	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
2,029	GSK UK LTD	12	101	94	7.83	8	14	2	14
2,115	BURTONS FOODS LTD	138	648	591	0.00	14	0	0	0
2,248	BARNETT CONFECTIONER	114	854	815	163.00	10	0	0	0
2,357	GOLDEN CASKET (GREEN	684	3,918	3,643	27.19	130	148	32	163
2,475	BENDICKS OF MAYFAIR	699	4,323	4,254	32.72	151	202	44	221
2,637	HENRY BAKER CY LTD	0	0	0	0.00	7	11	2	13
3,008	CADBURY TREBOR BASSE	8,127	64,465	62,099	10.27	5,996	7,920	1,448	8,069
3,096	CROOKES HEALTHCARE L	0	0	0	0.00	0	0	0	0
3,498	CANDYLAND LTD	531	1,328	1,588	14.44	88	114	44	123
4,052	DUNHILLS (PONTEFRACT)	4,326	18,722	16,300	25.19	872	537	180	587
4,069	JOSEPH DOBSON & SONS	336	-1,277	2,029	0.00	39	0	0	0
4,230	DEXTERS CONF. LTD.	1,011	3,682	3,877	14.58	273	326	70	264
4,623	DUNCANS OF SCOTLAND 4	0	0	0	0.00	0	11	10	63
6,045	W. J. FORMBY & CO.	741	5,160	4,860	21.04	328	126	20	108
6,179	LEAF UNITED KINGDOM LT	2,343	7,894	8,140	33.36	183	250	74	257
6,229	FERRERO UK LTD	717	-232	6,051	20.10	397	348	66	362
6,900	FOODBROKERS (SWEET	807	5,743	4,600	13.29	228	419	104	483
		81,826	285,432	438,170	14.38	35,466	39,356	8,520	40,786

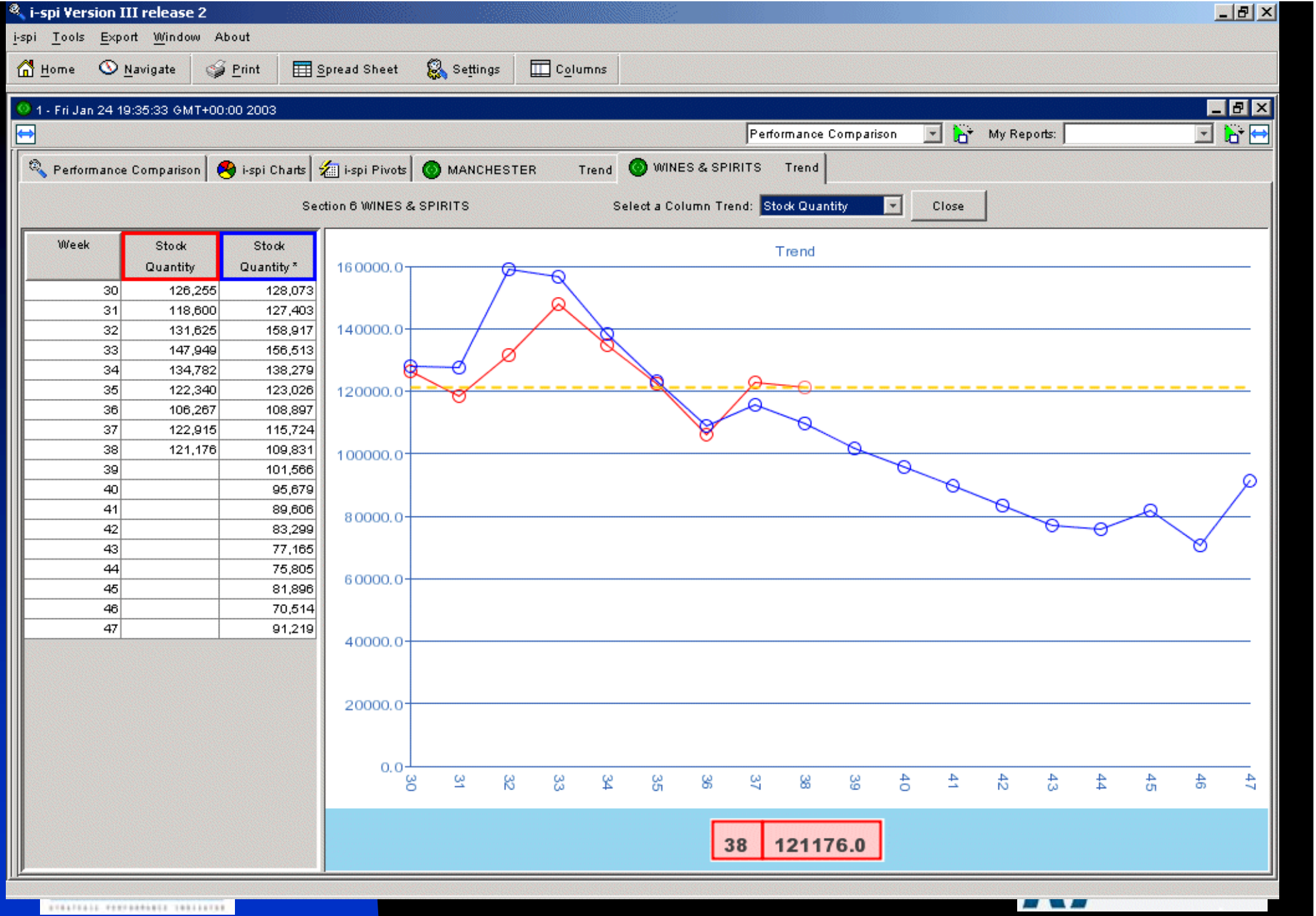


Sup...	Description	Stock Quantity	Stock Sell	Stock WAC	Stock Cover	Gross Sales	Stock Quantity *	Stock Sell *	Stock WAC *
20,042	TOFFEE DE BEURRE LTD.	318	2,087	2,024	506.00	77	0	0	0
2,248	BARNETT CONFECTIONER	114	854	815	163.00	10	0	0	0
12,061	THE LION CONFECTIONER	2,985	24,408	23,514	64.07	750	167	30	176
13,047	MAXILIN LTD.	408	1,325	1,240	49.60	64	17	6	19
12,187	G F LOVELL LTD	243	1,550	1,328	45.79	4	38	10	47
10,008	JENKS SALES BROKERS	228	156	440	40.00	30	0	0	0
13,194	MCCOWANS	1,182	3,457	3,662	35.21	113	136	44	142
8,179	PFIZER CONSUMER HEALT	3,756	5,068	15,806	35.20	494	513	156	575
6,179	LEAF UNITED KINGDOM LT	2,343	7,894	8,140	33.36	183	250	74	257
2,475	BENDICKS OF MAYFAIR	699	4,323	4,254	32.72	151	202	44	221
2,357	GOLDEN CASKET (GREEN	684	3,918	3,643	27.19	130	148	32	163
13,048	MAXONS LTD.	162	234	1,346	26.92	144	0	0	0
14,159	ASHBURY CONFECTIONER	453	1,175	3,196	26.63	245	72	12	77
4,052	DUNHILLS (PONTEFRACT)	4,326	18,722	16,300	25.19	872	537	180	587
23,077	WRIGLEY & CO. LTD.	10,407	-17,413	36,048	23.61	2,341	2,016	668	2,173
6,045	W. J. FORMBY & CO.	741	5,160	4,860	21.04	328	126	20	108
6,229	FERRERO UK LTD	717	-232	6,051	20.10	397	348	66	362
		81,826	285,432	438,170	14.38	35,466	39,356	8,520	40,786

I-SPI for iSeries

- Trend Analysis
  - Tabular
  - Graphic


i-spi Version III release 2
i-spi Tools Export Window About
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Jan 24 19:45:15 GMT+00:00 2003
Performance Comparison
My Reports:
Performance Comparison
i-spi Charts
i-spi Pivots
COCA COLA ORIGINAL 330ML.
Trend
Product 210881 COCA COLA ORIGINAL 330ML.
Select a Column Trend: Gross Sales
Close
Week
Gross Sales
Gross Sales *
30 34,233 38,805
31 30,460 36,582
32 31,590 39,152
33 30,455 41,553
34 33,925 45,765
35 17,574 19,782
36 21,474 24,444
37 27,957 35,938
38 28,608 35,776
39 35,935
40 38,497
41 40,854
42 41,366
43 44,466
44 32,529
45 37,851
46 35,992
47 36,792
Trend
48000.0
44000.0
40000.0
36000.0
32000.0
28000.0
24000.0
20000.0
16000.0
12000.0
8000.0
4000.0
0.0
30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47
38 28608.0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i-spi Tools Export Window About
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Performance Comparison
My Reports:
Performance Comparison
i-spi Charts
i-spi Pivots
MANCHESTER Trend
WINES & SPIRITS Trend
Section 6 WINES & SPIRITS
Select a Column Trend: Stock Quantity
Close
Week
Stock Quantity
Stock Quantity *
30 126,255 128,073
31 118,600 127,403
32 131,625 158,917
33 147,949 156,513
34 134,782 138,279
35 122,340 123,026
36 106,267 108,897
37 122,915 115,724
38 121,176 109,831
39 101,566
40 95,679
41 89,606
42 83,299
43 77,165
44 75,805
45 81,896
46 70,514
47 91,219
Trend
160000.0
140000.0
120000.0
100000.0
80000.0
60000.0
40000.0
20000.0
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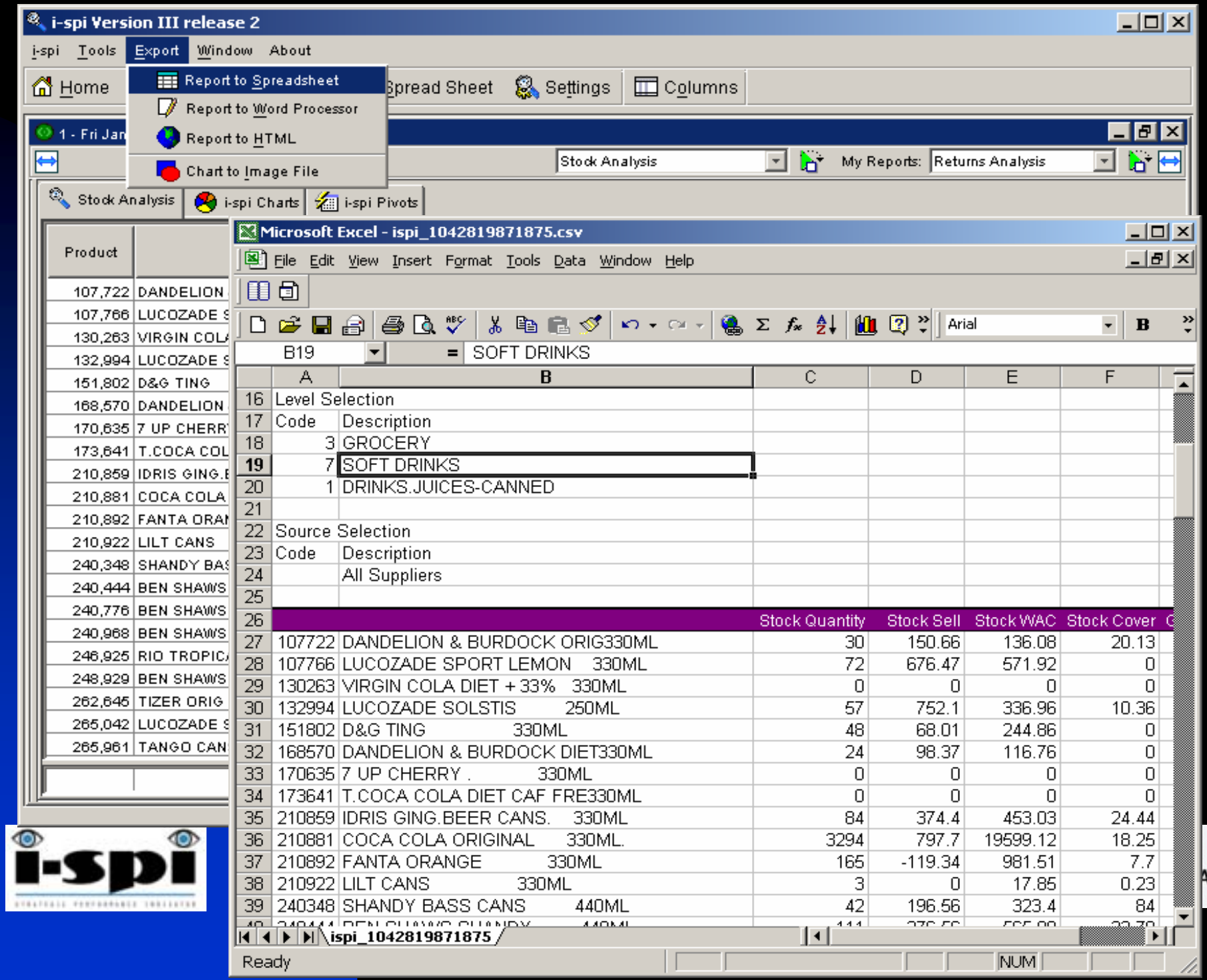
38 121176.0

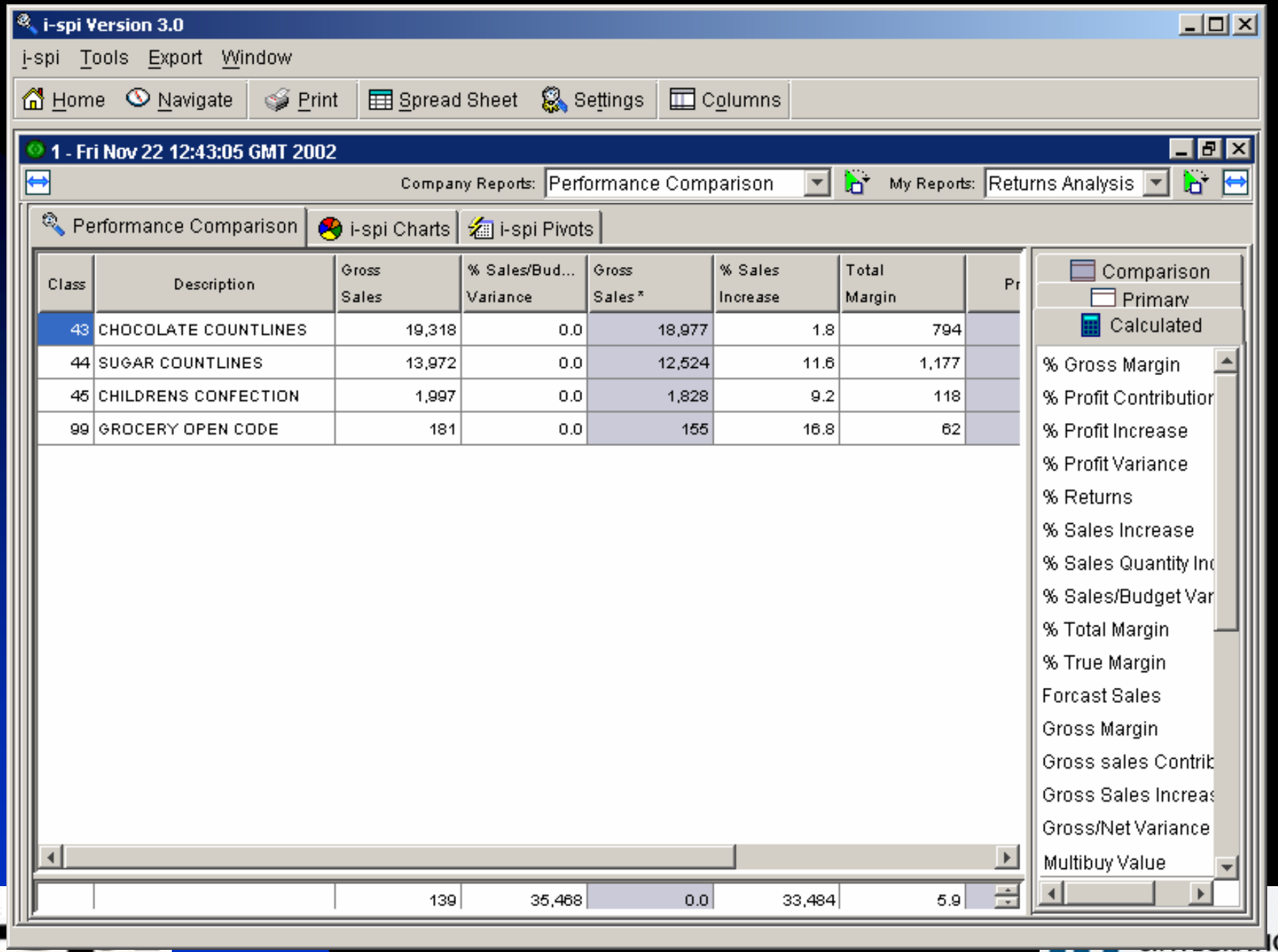
I-SPI for iSeries

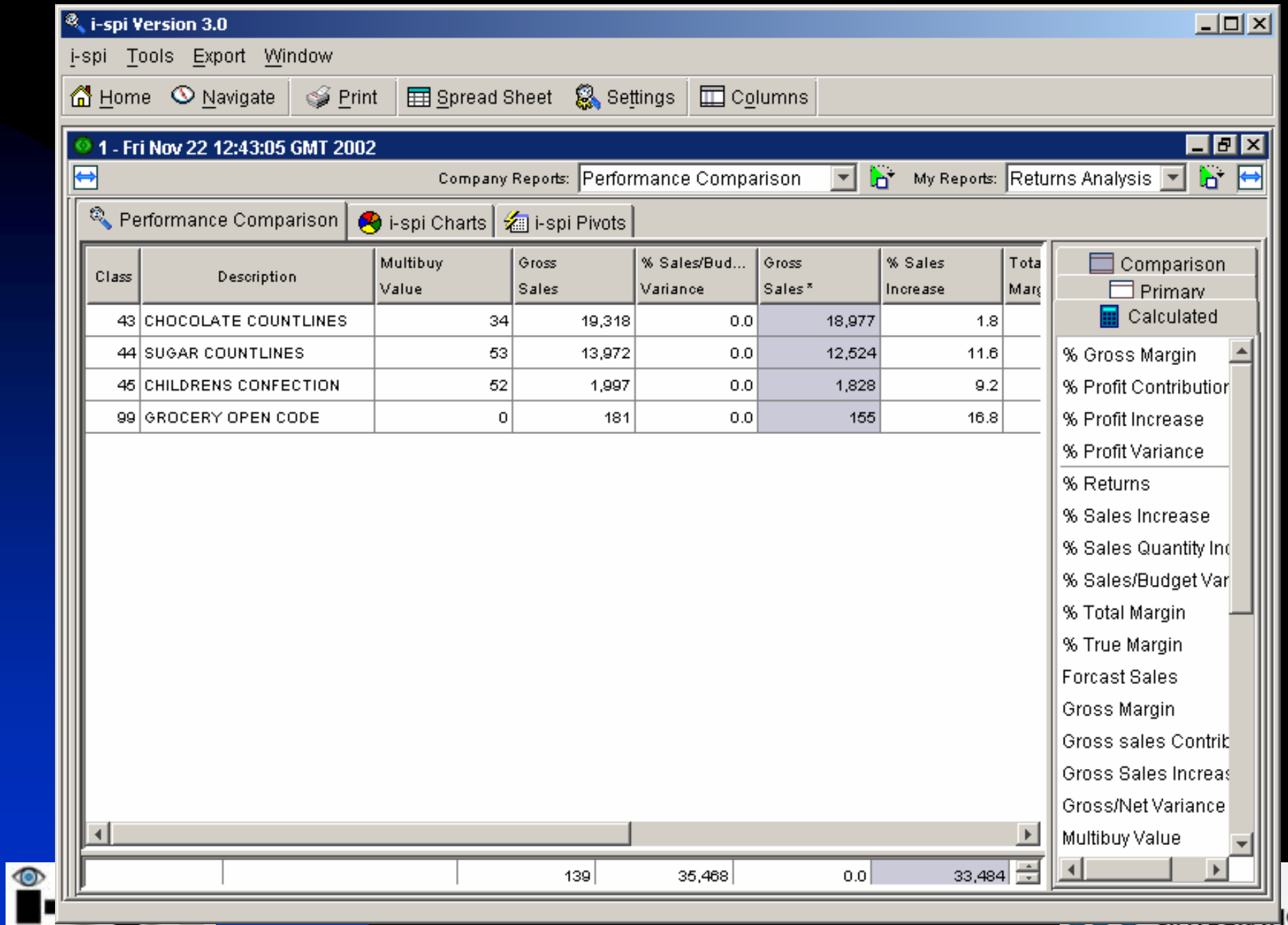
- Print Report
  - All selected information
- Export to Excel


i-spi Version III release 2
i-spi Tools Export Window About
Report to Spreadsheet
Report to Word Processor
Report to HTML
Chart to Image File
Home
Spread Sheet
Settings
Columns
Stock Analysis
My Reports:
Returns Analysis
Stock Analysis
i-spi Charts
i-spi Pivots
Product
107,722 DANDELION
107,766 LUCOZADE
130,263 VIRGIN COL
132,994 LUCOZADE
151,802 D&G TING
168,570 DANDELION
170,635 7 UP CHERR
173,641 T.COCA COL
210,859 IDRIS GING.
210,881 COCA COLA
210,892 FANTA ORA
210,922 LILT CANS
240,348 SHANDY BA
240,444 BEN SHAWS
240,776 BEN SHAWS
240,968 BEN SHAWS
246,925 RIO TROPIC
248,929 BEN SHAWS
262,645 TIZER ORIG
265,042 LUCOZADE
265,961 TANGO CAN
Microsoft Excel - ispi_1042819871875.csv
File Edit View Insert Format Tools Data Window Help
Arial
B19 = SOFT DRINKS
Level Selection
Code Description
3 GROCERY
7 SOFT DRINKS
1 DRINKS.JUICES-CANNED
Source Selection
Code Description
All Suppliers
Stock Quantity Stock Sell Stock WAC Stock Cover
107722 DANDELION & BURDOCK ORIG330ML 30 150.66 136.08 20.13
107766 LUCOZADE SPORT LEMON 330ML 72 676.47 571.92 0
130263 VIRGIN COLA DIET + 33% 330ML 0 0 0 0
132994 LUCOZADE SOLSTIS 250ML 57 752.1 336.96 10.36
151802 D&G TING 330ML 48 68.01 244.86 0
168570 DANDELION & BURDOCK DIET330ML 24 98.37 116.76 0
170635 7 UP CHERRY . 330ML 0 0 0 0
173641 T.COCA COLA DIET CAF FRE330ML 0 0 0 0
210859 IDRIS GING.BEER CANS. 330ML 84 374.4 453.03 24.44
210881 COCA COLA ORIGINAL 330ML. 3294 797.7 19599.12 18.25
210892 FANTA ORANGE 330ML 165 -119.34 981.51 7.7
210922 LILT CANS 330ML 3 0 17.85 0.23
240348 SHANDY BASS CANS 440ML 42 196.56 323.4 84
ispi_1042819871875
Ready
NUM

I-SPI for iSeries

- User Defined Custom Enquiries


i-spi Version 3.0
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:43:05 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Performance Comparison
i-spi Charts
i-spi Pivots
Class
Description
Gross Sales
% Sales/Bud... Variance
Gross Sales *
% Sales Increase
Total Margin
Pr
43 CHOCOLATE COUNTLINES 19,318 0.0 18,977 1.8 794
44 SUGAR COUNTLINES 13,972 0.0 12,524 11.6 1,177
45 CHILDRENS CONFECTION 1,997 0.0 1,828 9.2 118
99 GROCERY OPEN CODE 181 0.0 155 16.8 62
139 35,468 0.0 33,484 5.9
Comparison
Primary
Calculated
% Gross Margin
% Profit Contributior
% Profit Increase
% Profit Variance
% Returns
% Sales Increase
% Sales Quantity Inc
% Sales/Budget Var
% Total Margin
% True Margin
Forcast Sales
Gross Margin
Gross sales Contrib
Gross Sales Increas
Gross/Net Variance
Multibuy Value


i-spi Version 3.0
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:43:05 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Performance Comparison
i-spi Charts
i-spi Pivots
Class
Description
Multibuy Value
Gross Sales
% Sales/Bud... Variance
Gross Sales *
% Sales Increase
Tota Marg
43 CHOCOLATE COUNTLINES 34 19,318 0.0 18,977 1.8
44 SUGAR COUNTLINES 53 13,972 0.0 12,524 11.6
45 CHILDRENS CONFECTION 52 1,997 0.0 1,828 9.2
99 GROCERY OPEN CODE 0 181 0.0 155 16.8
139 35,468 0.0 33,484
Comparison
Primary
Calculated
% Gross Margin
% Profit Contributior
% Profit Increase
% Profit Variance
% Returns
% Sales Increase
% Sales Quantity Inc
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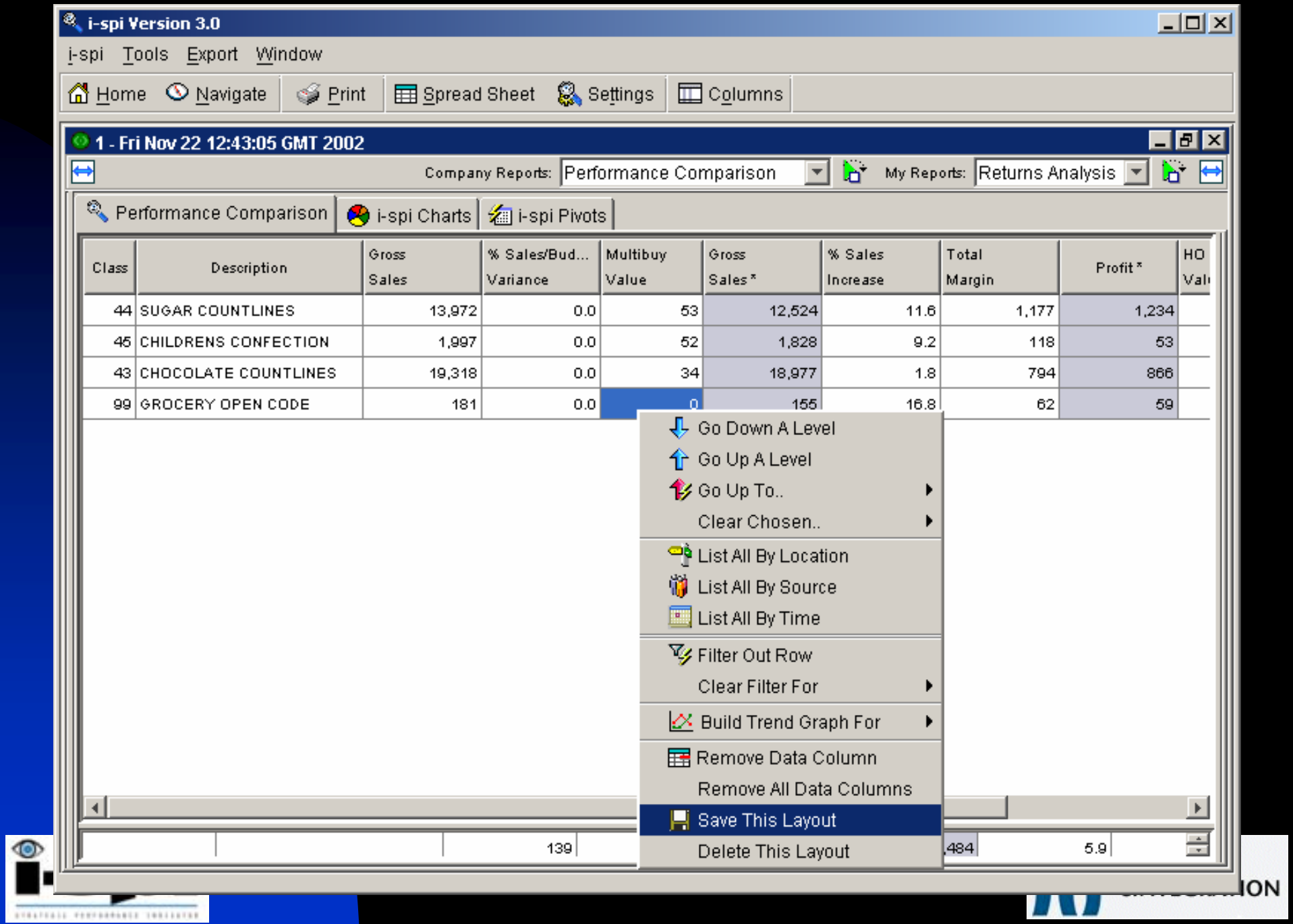
Gross Margin
Gross sales Contrib
Gross Sales Increas
Gross/Net Variance
Multibuy Value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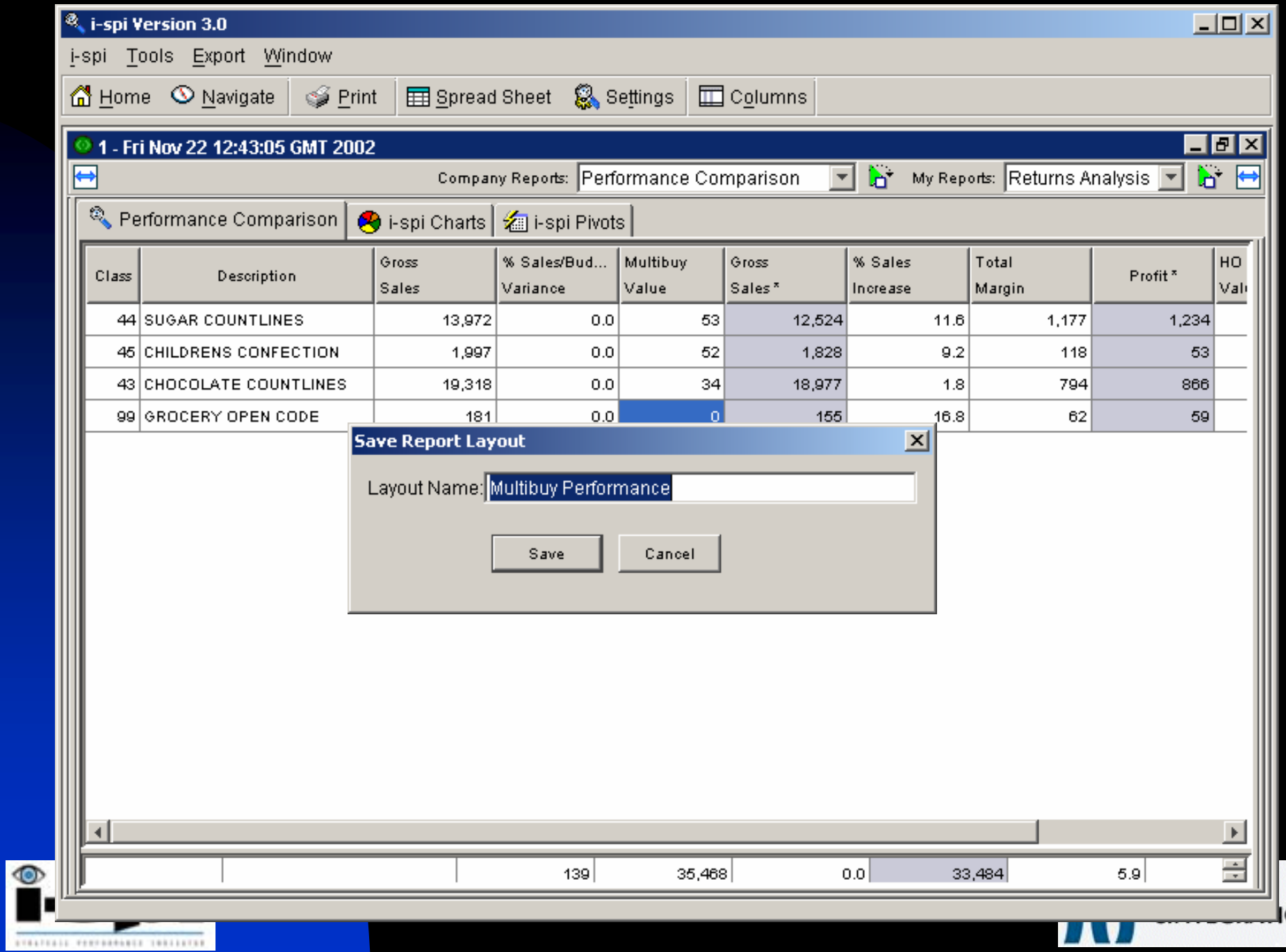
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:43:05 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Performance Comparison
i-spi Charts
i-spi Pivots
Class
Description
Gross Sales
% Sales/Bud... Variance
Multibuy Value
Gross Sales *
% Sales Increase
Total Margin
Profit *
HO Val
44 SUGAR COUNTLINES 13,972 0.0 53 12,524 11.6 1,177 1,234
45 CHILDRENS CONFECTION 1,997 0.0 52 1,828 9.2 118 53
43 CHOCOLATE COUNTLINES 19,318 0.0 34 18,977 1.8 794 866
99 GROCERY OPEN CODE 181 0.0 0 155 16.8 62 59
Go Down A Level
Go Up A Level
Go Up To..
Clear Chosen..
List All By Location
List All By Source
List All By Time
Filter Out Row
Clear Filter For
Build Trend Graph For
Remove Data Column
Remove All Data Columns
Save This Layout
Delete This Layout
139
484
5.9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Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:43:05 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Performance Comparison
i-spi Charts
i-spi Pivots
Class
Description
Gross Sales
% Sales/Bud... Variance
Multibuy Value
Gross Sales *
% Sales Increase
Total Margin
Profit *
HO Val
44 SUGAR COUNTLINES 13,972 0.0 53 12,524 11.6 1,177 1,234
45 CHILDRENS CONFECTION 1,997 0.0 52 1,828 9.2 118 53
43 CHOCOLATE COUNTLINES 19,318 0.0 34 18,977 1.8 794 866
99 GROCERY OPEN CODE 181 0.0 0 155 16.8 62 59
Save Report Layout
Layout Name: Multibuy Performance
Save
Cancel
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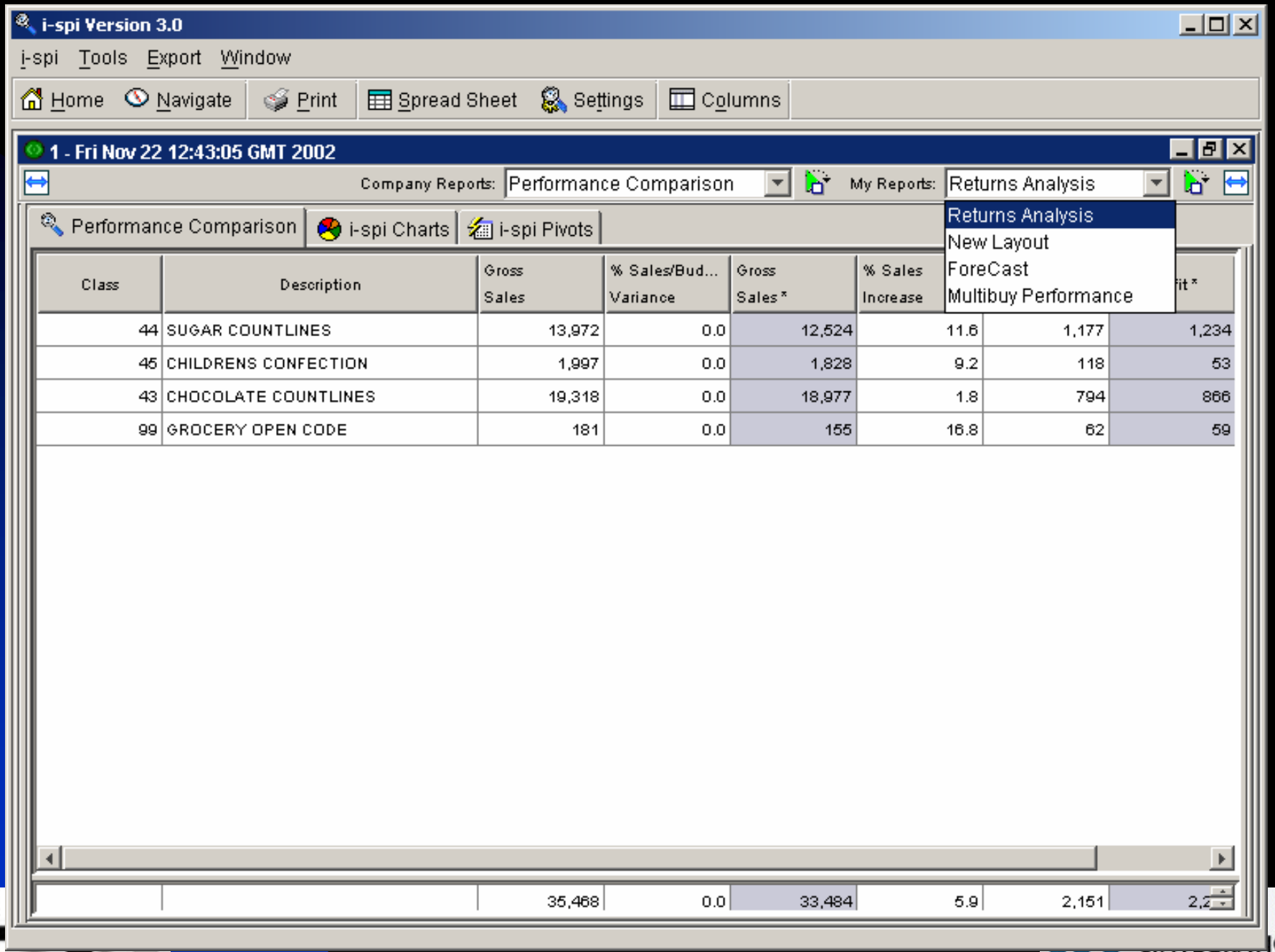
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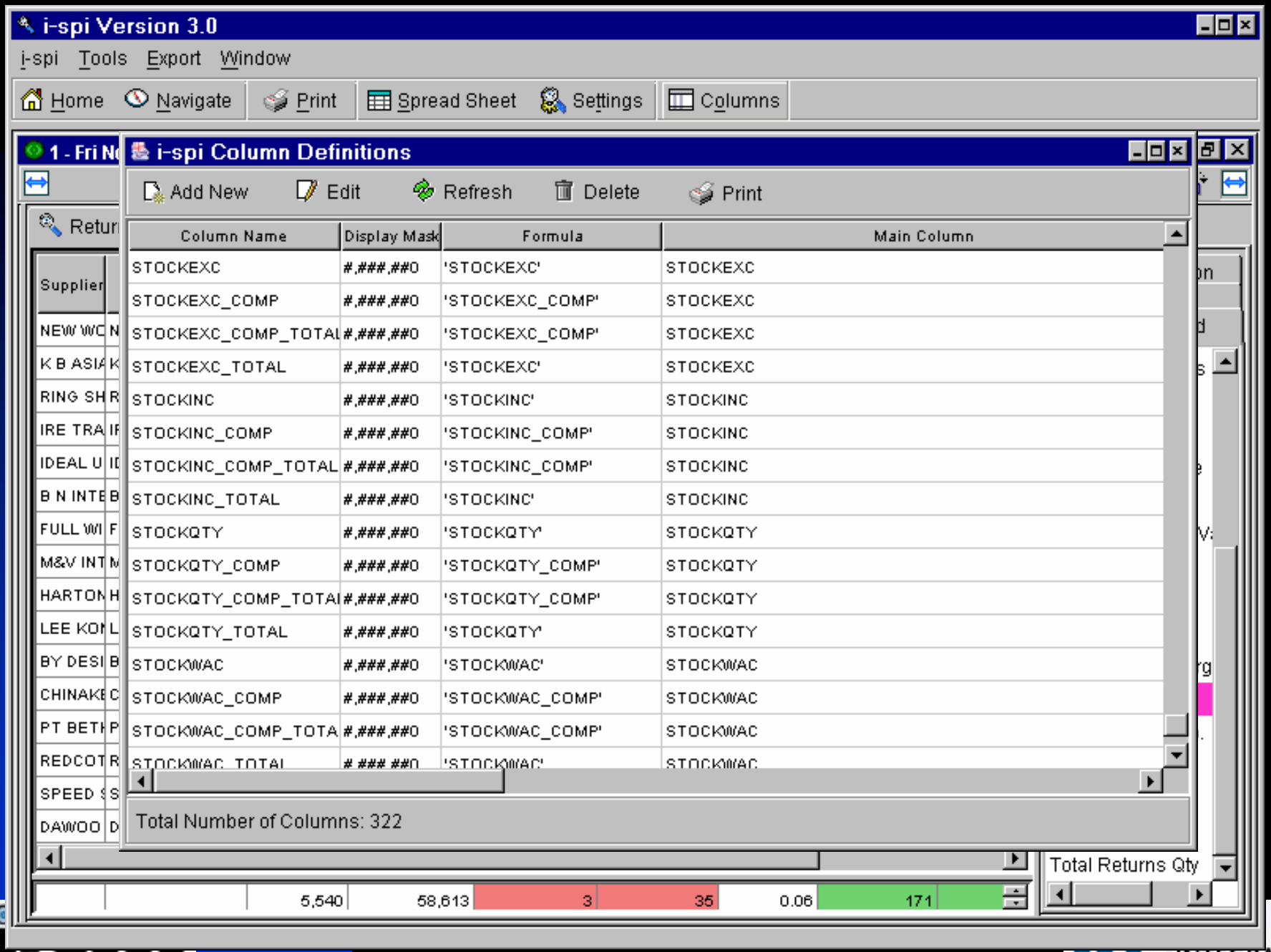
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
1 - Fri Nov 22 12:43:05 GMT 2002
Company Reports: Performance Comparison
My Reports: Returns Analysis
Returns Analysis
New Layout
ForeCast
Multibuy Performance
Performance Comparison
i-spi Charts
i-spi Pivots
Class
Description
Gross Sales
% Sales/Bud... Variance
Gross Sales *
% Sales Increase
44 SUGAR COUNTLINES 13,972 0.0 12,524 11.6 1,177 1,234
45 CHILDRENS CONFECTION 1,997 0.0 1,828 9.2 118 53
43 CHOCOLATE COUNTLINES 19,318 0.0 18,977 1.8 794 866
99 GROCERY OPEN CODE 181 0.0 155 16.8 62 59
35,468 0.0 33,484 5.9 2,151

I-SPI for iSeries

- User defined Columns
- Dynamic Calculations


i-spi Version 3.0
i-spi Tools Export Window
Home Navigate Print Spread Sheet Settings Columns
i-spi Column Definitions
Add New Edit Refresh Delete Print
Column Name | Display Mask | Formula | Main Column
STOCKEXC | #,###,##0 | 'STOCKEXC' | STOCKEXC
STOCKEXC_COMP | #,###,##0 | 'STOCKEXC_COMP' | STOCKEXC
STOCKEXC_COMP_TOTAL | #,###,##0 | 'STOCKEXC_COMP' | STOCKEXC
STOCKEXC_TOTAL | #,###,##0 | 'STOCKEXC' | STOCKEXC
STOCKINC | #,###,##0 | 'STOCKINC' | STOCKINC
STOCKINC_COMP | #,###,##0 | 'STOCKINC_COMP' | STOCKINC
STOCKINC_COMP_TOTAL | #,###,##0 | 'STOCKINC_COMP' | STOCKINC
STOCKINC_TOTAL | #,###,##0 | 'STOCKINC' | STOCKINC
STOCKQTY | #,###,##0 | 'STOCKQTY' | STOCKQTY
STOCKQTY_COMP | #,###,##0 | 'STOCKQTY_COMP' | STOCKQTY
STOCKQTY_COMP_TOTAL | #,###,##0 | 'STOCKQTY_COMP' | STOCKQTY
STOCKQTY_TOTAL | #,###,##0 | 'STOCKQTY' | STOCKQTY
STOCKWAC | #,###,##0 | 'STOCKWAC' | STOCKWAC
STOCKWAC_COMP | #,###,##0 | 'STOCKWAC_COMP' | STOCKWAC
STOCKWAC_COMP_TOTA | #,###,##0 | 'STOCKWAC_COMP' | STOCKWAC
Total Number of Columns: 322
Total Returns Qty
5,540 58,613 3 35 0.06 171