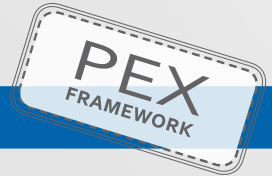


# PERFORMANCE EXCELLANCE FRAMEWORK FOR RETAIL

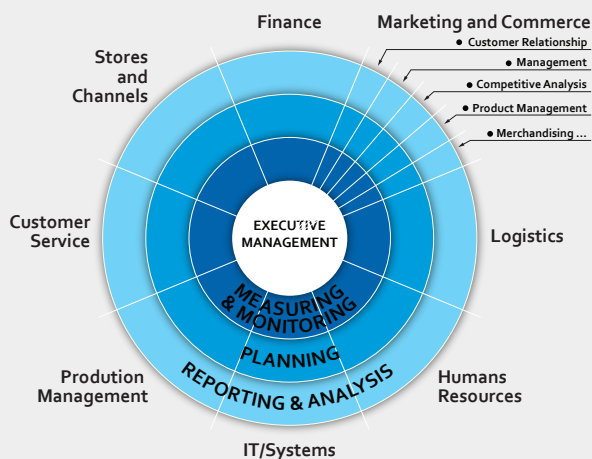


## DRIVE YOUR PERFORMANCE

Do we understand how our Logistics influence our business? Is it efficient?  
 Are our KPIs transparent for everyone in the company?  
 Why figures in my Revenue report from Finance and Marketing departments differ?  
 Do we know how Discounts influence Profit of our company?

### IT'S A HASSLE TO ANSWER SUCH QUESTIONS WHEN:

- KPIs are not defined = It makes your decision making intuitive, not fact based
- KPIs relations are not clear = Losses while searching for problems' cause
- Reporting is Contradictory = Low company performance and extra costs



### WHAT'S IN THE BOX?



9 Functions



22 Decision Areas



More than 500 Indicators

#### PEX FRAMEWORK BENEFITS:

- KPIs are interrelated • It gives you understanding of reasons for KPIs changes
- KPIs are defined • No contradictions in reporting
- KPIs are structured • Full control over your business performance

#### OUR PROPOSITION:

- Out-of-the-box PEX framework
- Customised framework to meet your specific needs
- Automated PEX framework for efficient KPI management

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