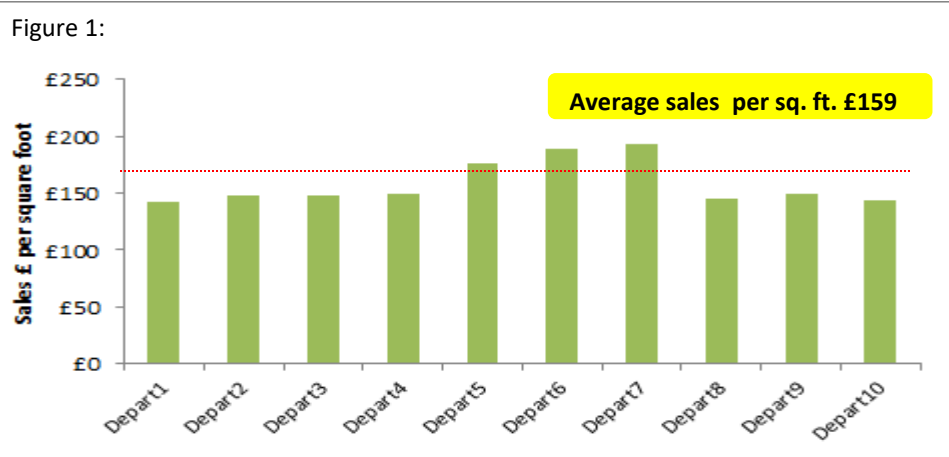


Space analysis – sales per square foot

Sales per square foot by Department >

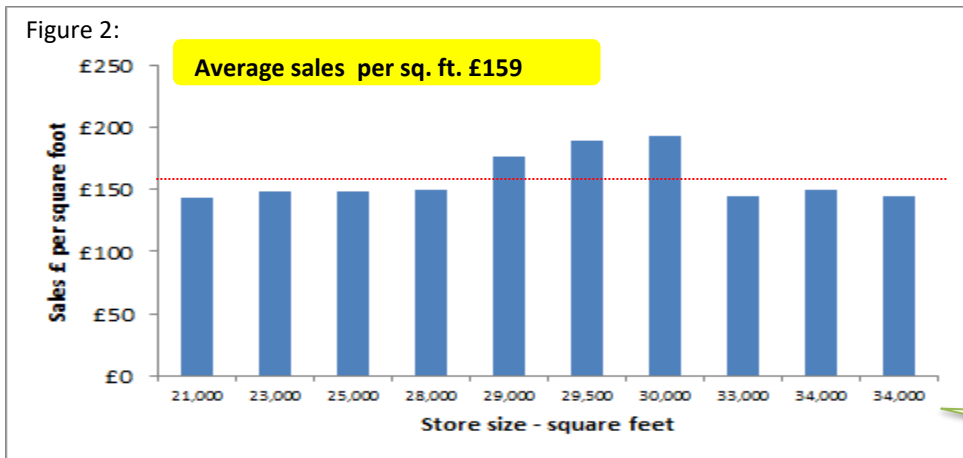


Why: Find out which space is productive

Department 5, 6 & 7 have a sales per square foot that is higher than the £159 company average.

Departments 1 and 2 have lower square foot results – have these departments been given too much space? or are these essential products? that customers would expect (despite being slower sellers), or are they larger products that need more space?

Sales per square foot by Store size



Why: What is the optimum store size

There are 10 stores in “this Company”, by lining up all the stores, with the smallest (by square footage) first, it shows which store sizes drive the highest sales per square foot.

Stores between the sizes of 29,000 square feet and 30,000 square feet have a sales per square foot result that is higher than the average.

Why not substitute Sales for Profit per square foot or Costs per square foot