



Assortment

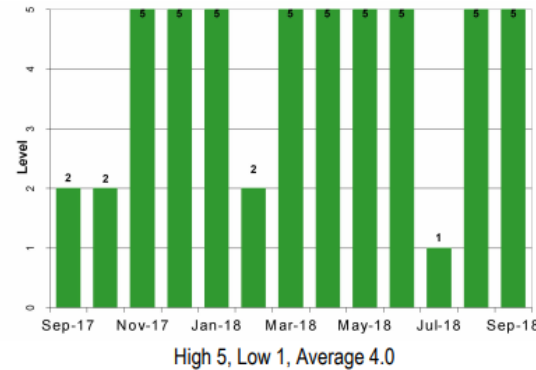
Nick Byma

support@mangoreport.com

Inventory Dashboard

- ▶ PL2 Goal: 3% and less
- ▶ Sales opportunity if you added new product

Inventory Operations

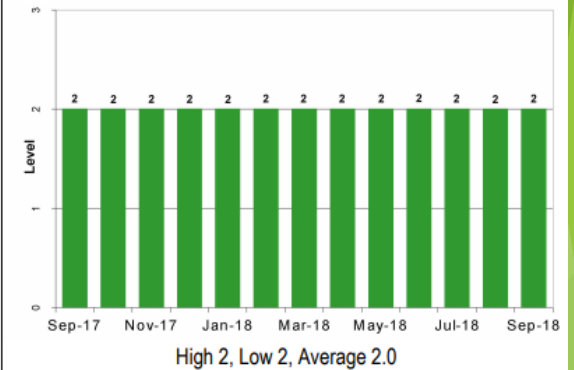


Operational Level	Store	Target	
0	Completion	99%	95% and higher ✓
1	IRA	80%	80% and higher ✓
2	Dollar Accuracy	96%	95% and higher ✓
3	Shrink	-0.3%	Between -0.5% and 0.1% ✓
4	Efficiency	100%	95% and higher ✓

Congratulation on making it to Operational Level 5! Your store has some of the best inventory operations we have seen--keep up the good work!



Inventory Productivity



Productivity Level	Store	Target	
0	Unproductive	4.3%	7% and lower ✓
1	In Stock	0.3%	1% and lower ✓
2	Assortment	5.6%	3% and lower ✗

Your store is currently at Productivity Level 2. You are almost there! Continue to work on your Assortment. Click the link below for more help.

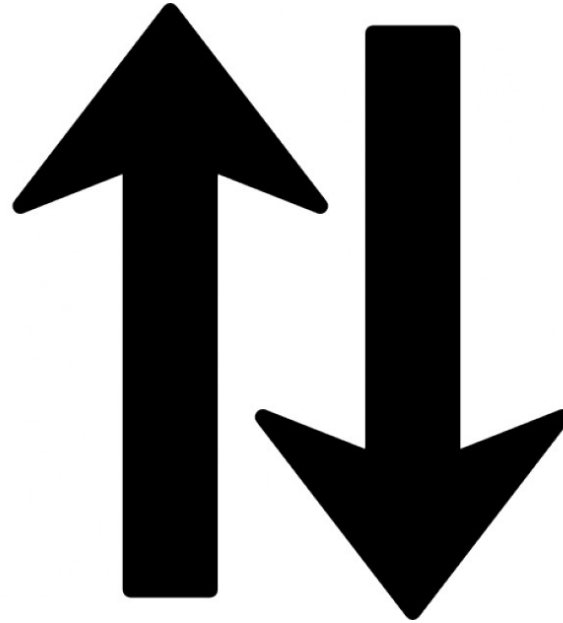
[? Productivity Level 2 Help](#)

Add Type

- ▶ Top PG SKU
 - ▶ Top selling SKU in the Product Group
- ▶ Popular
 - ▶ Over 80% of store's in your peer group carry the item
- ▶ Add Associated
 - ▶ Sell a relational item
- ▶ New RSC Item
 - ▶ New to the RSC but selling well in stores who have begun carrying it

Format Excel

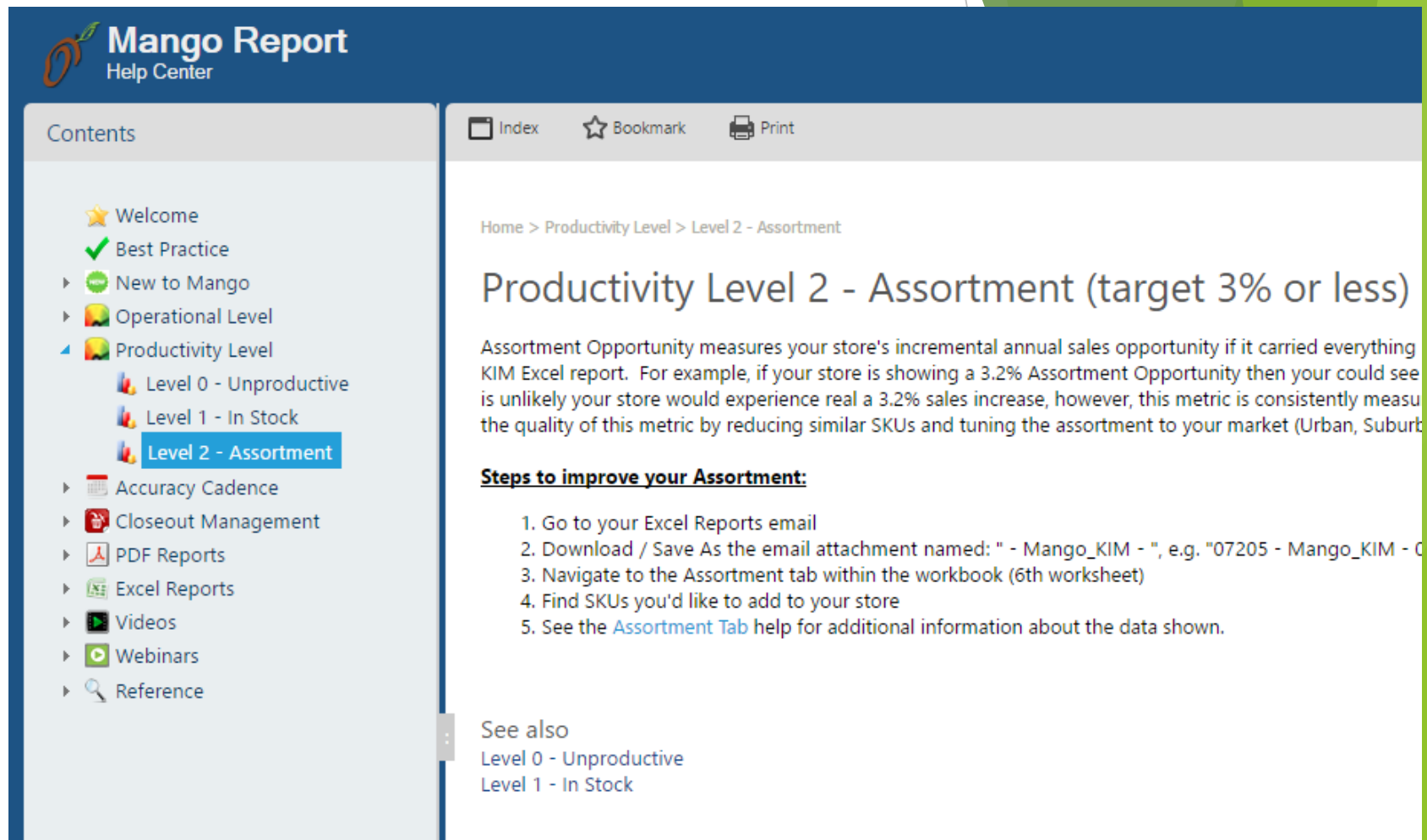
- ▶ Default sorting: Estimated Location (Column H)
- ▶ Filter on
 - ▶ Location?
 - ▶ Sales Opportunity?
 - ▶ Discovery?
 - ▶ Newly Reported?



Support

▶ support@mangoreport.com

▶ 734.301.4510



The screenshot shows the Mango Report Help Center interface. The header includes the Mango Report logo and 'Help Center' text. A navigation menu on the left lists various topics, with 'Level 2 - Assortment' highlighted. The main content area features a breadcrumb trail, a title, a detailed description of the metric, and a list of steps to improve the assortment. A 'See also' section is located at the bottom of the main content area.

Mango Report
Help Center

Contents

- Welcome
- Best Practice
- New to Mango
- Operational Level
- Productivity Level
 - Level 0 - Unproductive
 - Level 1 - In Stock
 - Level 2 - Assortment**
- Accuracy Cadence
- Closeout Management
- PDF Reports
- Excel Reports
- Videos
- Webinars
- Reference

Index Bookmark Print

Home > Productivity Level > Level 2 - Assortment

Productivity Level 2 - Assortment (target 3% or less)

Assortment Opportunity measures your store's incremental annual sales opportunity if it carried everything in your KIM Excel report. For example, if your store is showing a 3.2% Assortment Opportunity then you could see that you are unlikely your store would experience real a 3.2% sales increase, however, this metric is consistently measured. The quality of this metric is improved by reducing similar SKUs and tuning the assortment to your market (Urban, Suburban, etc.).

Steps to improve your Assortment:

1. Go to your Excel Reports email
2. Download / Save As the email attachment named: " - Mango_KIM - ", e.g. "07205 - Mango_KIM - C"
3. Navigate to the Assortment tab within the workbook (6th worksheet)
4. Find SKUs you'd like to add to your store
5. See the [Assortment Tab](#) help for additional information about the data shown.

See also

- Level 0 - Unproductive
- Level 1 - In Stock