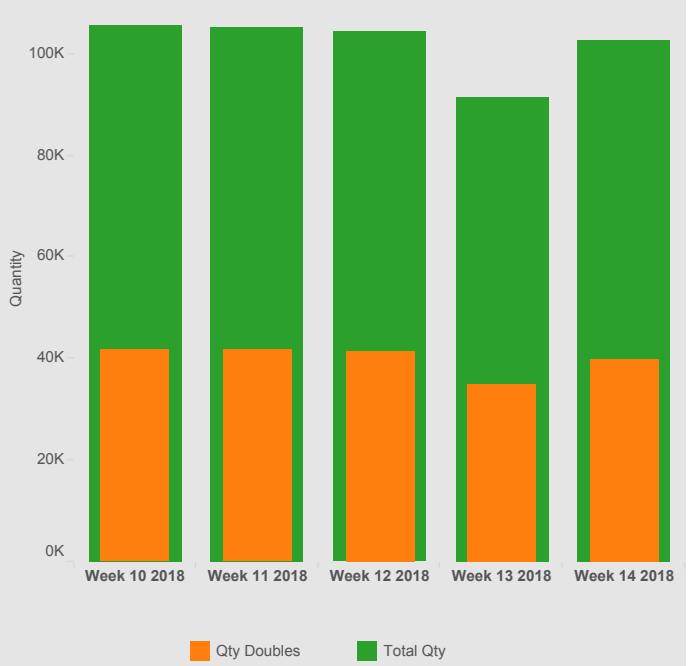
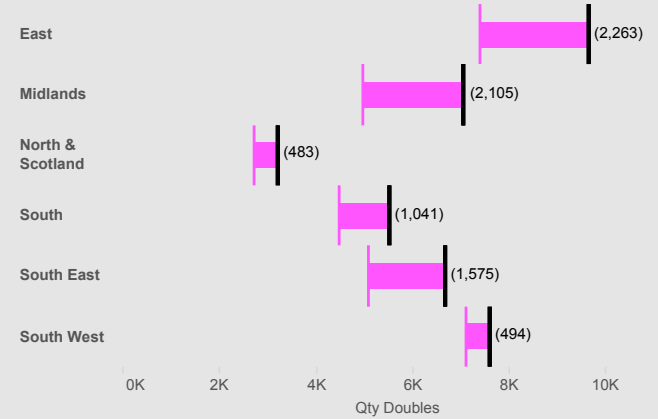


Site Name	Fullname.	Qty Singles	Qty Doubles	%Doubles	Cash
Andover Cameo	Adam Young	30	24	44%	£2.40
	Amanda Young - 1246..	130	26	17%	£0.00
	Chelsi Rees - 128986	97	29	23%	£0.00
	Ella Rees	107	23	18%	£0.00
	James Cooper - 103091	155	27	15%	£0.00
	Joanna Lonergan - 13..	64	51	44%	£5.10
	Martin Cox - 124042	103	24	19%	£0.00
	Nikita Sams - 132492	127	33	21%	£0.00
	Scott Jackson	43	14	25%	£0.00
	Shannon Jasper - 132..	86	19	18%	£0.00
	Shayne Edwards - 129..	68	30	31%	£0.00
	Suzanne Cooper	18	10	36%	£1.00
	Ashford Cameo	Alice Peel 109855	97	66	40%
Charlotte Causebrook ..		124	46	27%	£0.00
Daniel Woodgate 1304..		87	124	59%	£12.40
Hannah o'hare 123251		16	4	20%	£0.00
Jamie Morton 123281		77	51	40%	£5.10
John Giles 132062		112	53	32%	£0.00
Jolie Ann Thistleton 13..		7	8	53%	£0.80
Martin Cohen 107348		49	32	40%	£3.20
Mel Reilly 114200		93	44	32%	£0.00
Nathan Birchall 122393		53	37	41%	£3.70
Phebe Reid 125063		1	3	75%	£0.30
Shannon Martin 131294		41	52	56%	£5.20
Simon Bowry 111971		102	47	32%	£0.00
Sinaide Simmions 127..		64	35	35%	£0.00
Basildon Chicagos		Ashley Townsend 128..	25	4	14%
	Callum Bowman 1287..	98	17	15%	£0.00
	Carl Lagman	125	26	17%	£0.00
	Eleanor Spencer-Dam..	120	28	19%	£0.00
	Jake Bromley 130320	108	20	16%	£0.00
	Jessica Baxter 125462	56	36	39%	£3.60
	Jessica H Howlett	100	40	29%	£0.00
	Jessica Howlett	111	27	20%	£0.00
	Julia St Pierre 129216	17	21	55%	£2.10
	Tarrant Phillips	50	21	30%	£0.00
Basildon Unit 7	Andrew Baker 114150	23	18	44%	£1.80
	Billy Oliver 122294	23	5	18%	£0.00
	Carl Johnson 122944	29	10	26%	£0.00
	Corissa Hunter 126833	71	50	41%	£5.00
	Greg Cox 125348	125	32	20%	£0.00
	Jake Arnold	142	24	14%	£0.00
	Jordan Linsley 125233	84	15	15%	£0.00
	Katie Clarkson 132095	64	91	59%	£9.10



Regional Differences between Doubles Target & Actuals



Region All

Venue Name All

	This time LY	Today	LY Total
Ticket Total	£2,021	£127	£541,303
Booths Total	£2,062	£90	£56,388
UpSellTotal	£4,695	£103	£92,206
Other Sales	£195	£1	£7,358
Discount Total	-£1,886	-£37	-£47,310
Total Revenue	£7,087	£283	£649,945
AvgTicketPrice	£7.04	£5.08	£10.92
Tickets Sold	287	25	49,577
Booths Quantity	33	2	857
UpSellQty	26	1	623

Money in the Bank

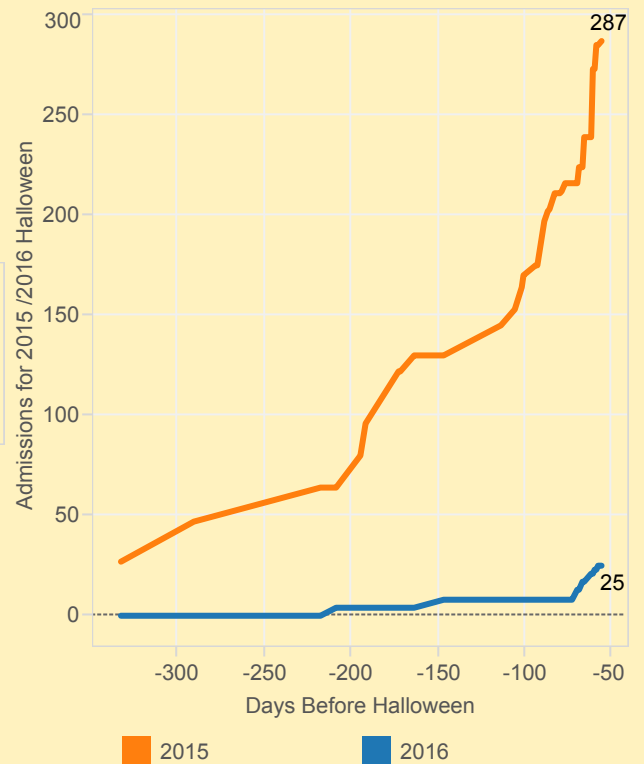
£236

Booths Left to SELL

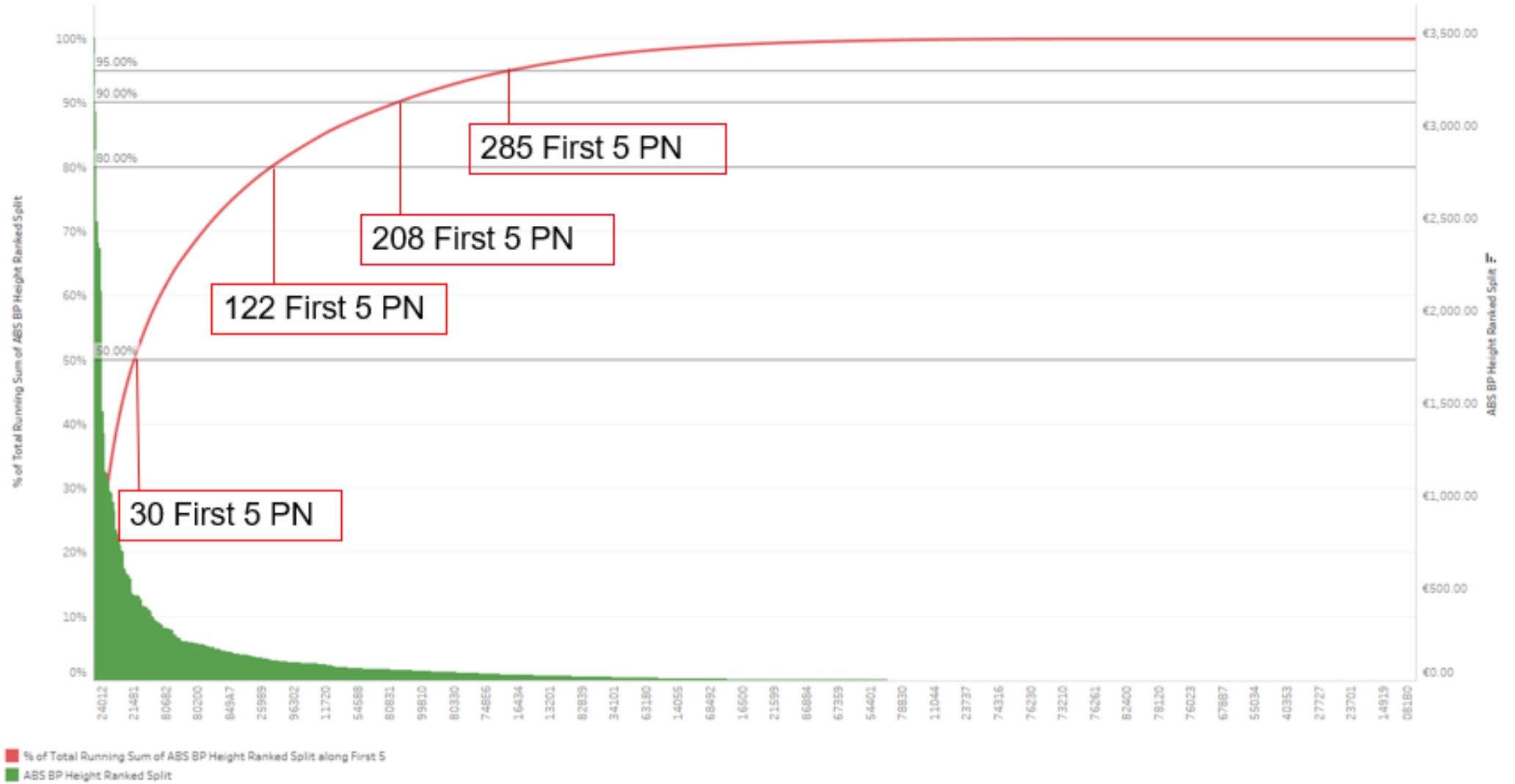
50



■ Number today ■ Target



J11 First 5 Part Numbers Pareto Chart - Height/First 5 PN



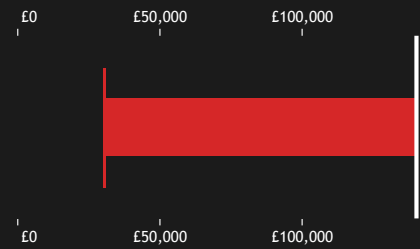
Sales Incentive Dashboard

Venue Birmingham PRYZM

Individual Sales

Operator Name	TotalSales
Null	£7,298
gemma graham	£4,514
tiffany crampton	£4,234
Becky Platts	£4,214
Saffron Balfour	£3,200
Nicole Dutt	£2,422
Kirsty Morris	£1,030
	£580
Lucy Parnell	£578
Isabelle Twilley	£357
Claire Sutton	£350
Jay Broughton	£244
Ashley Baker	£176
Kevin Calderon	£176
Jessica Ford	£157
Adam Harrington	£138
Alex Bearman	£138
Robyn Davis	£138
Jeremy Peacock	£64
Luke Preedy	£56

Cash £30,062
 Target 140,000
 Variance -£109,938



At the present run rate, your bonus will be **£0**

You need to take **£9,161** per week to hit target

You have earned **£0** bonus

and your discount was **17%**

Reduce your discount by 10% and earn **£0**

2017 Christmas Bookings



Christmas Food & Drinks



Service

Qty

Cash

3 Course Meal

153 £4,139

Fork Buffet

272 £3,400

Finger Food

551 £3,228

All Drink Vouchers

1,143 £2,819



Totals



Service

Qty

Cash

All Deltic Events

2,119 £13,586

Confirmed Booking

1,580 £41,593

Other Bookings

-£3,563

Total Christmas Bookings

3,699 £56,383



Enquiries Outstanding



Service

Qty

Cash

Outstanding Enquiries

1,013 £8,262

Sector

- Communications
- Energy
- Financial
- Healthcare
- Manufacturing
- Retail
- Technology

Region

- Central
- East
- West

Product

- ABC
- DEF
- XYZ

Year

- 2008
- 2009

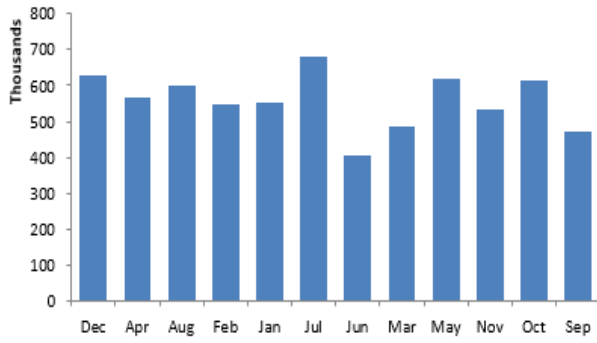
Month

- Apr
- Aug
- Dec
- Feb
- Jan
- Jul
- Jun
- Mar
- May
- Nov
- Oct
- Sep

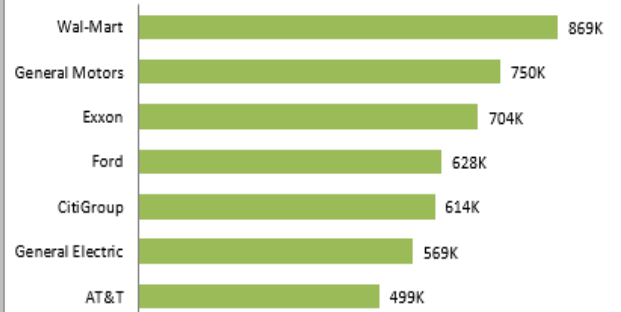
Customer

- AIG
- AT&T
- Bank of America
- Boeing
- Chevron
- CitiGroup
- Compaq
- Duke Energy
- Exxon
- Ford
- General Electric
- General Motors
- Home Depot
- HP
- IBM
- Kroger
- Lucent
- Merck
- Motorola
- P&G
- Phillip Morris
- SBC Communicat...
- Sears
- State Farm
- Texaco
- Verizon
- Wal-Mart

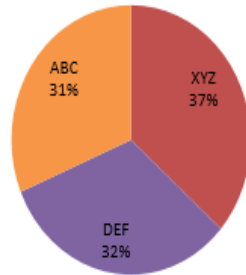
Sales by Month



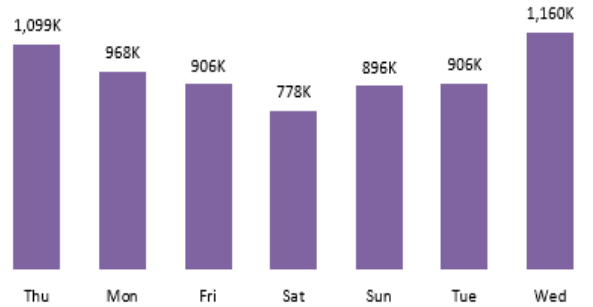
Top Seven Customers



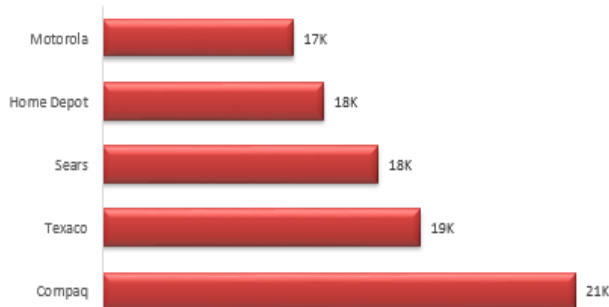
Sales by Product



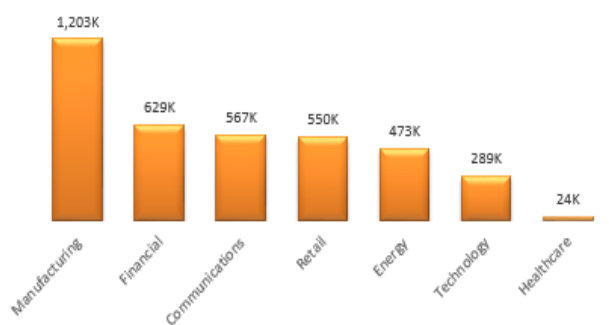
Sales by Weekday



Least Profitable Customers



Profitability by Sector



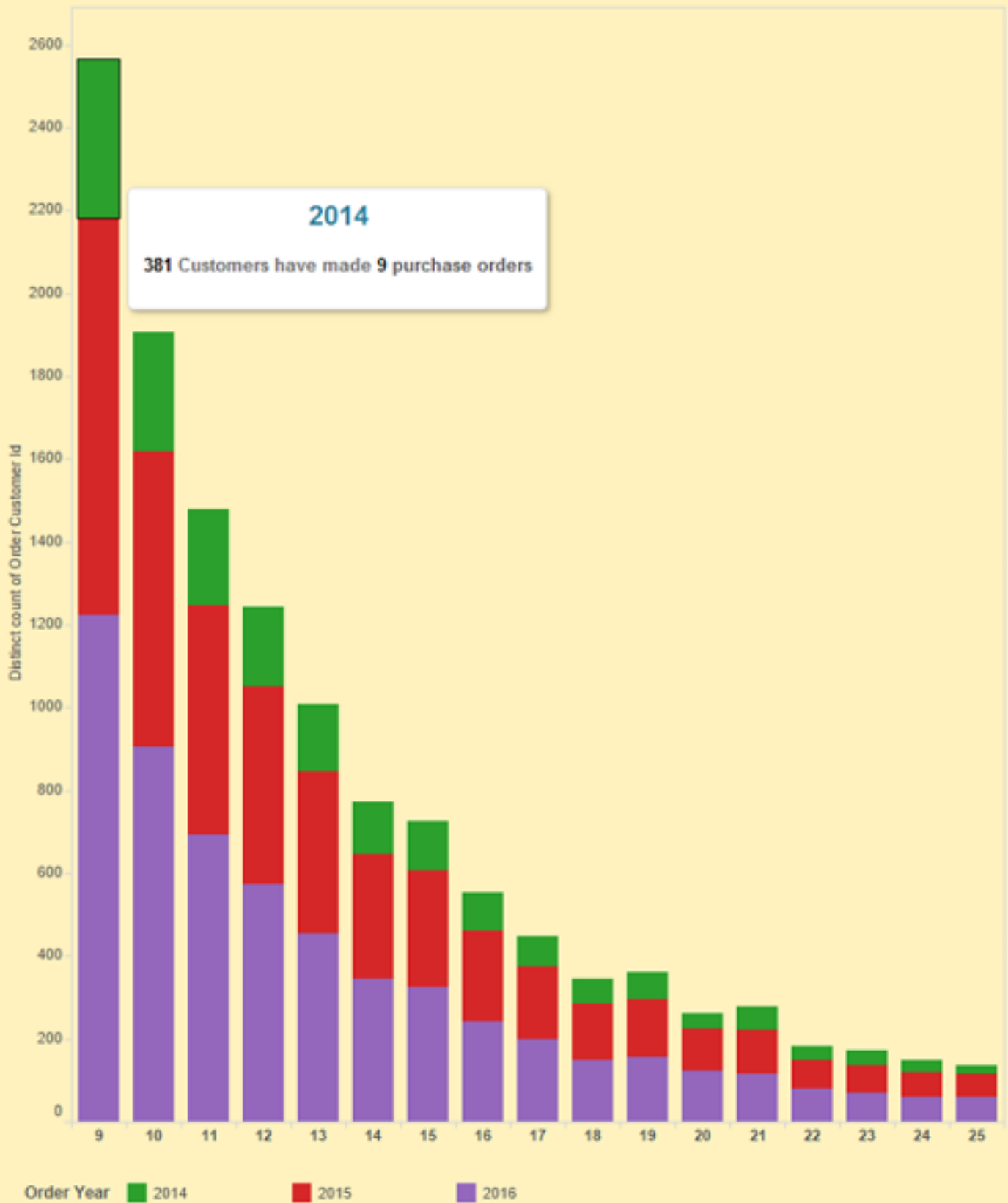
Number of Orders per Customer per Year

Orders per Customer

(Multiple values)

Order Year

(Multiple values)



Region

(All)

Venue

(All)

Start Date

04/03/2018

End Date

09/03/2018

Choose Date Type

Order Dates

£87,215
Money in the Bank

Ticket Cash

£30,231

Ticket Qty

6,562

Booths Total

£43,864

Booths Quantity

622

UpSellTotal

£32,931

UpSell Qty

484

Discount Total

(£50,352)

%Discount

44%

OtherRevenue

(£2,369)

AvgTicketPrice

£2.86

Region

(All)

Venue

(All)

KPI

Other

Choose Day

Fri Only



£5,199
Current Sales



-79%

over previous
Week

KPI totals

thisWeekSales

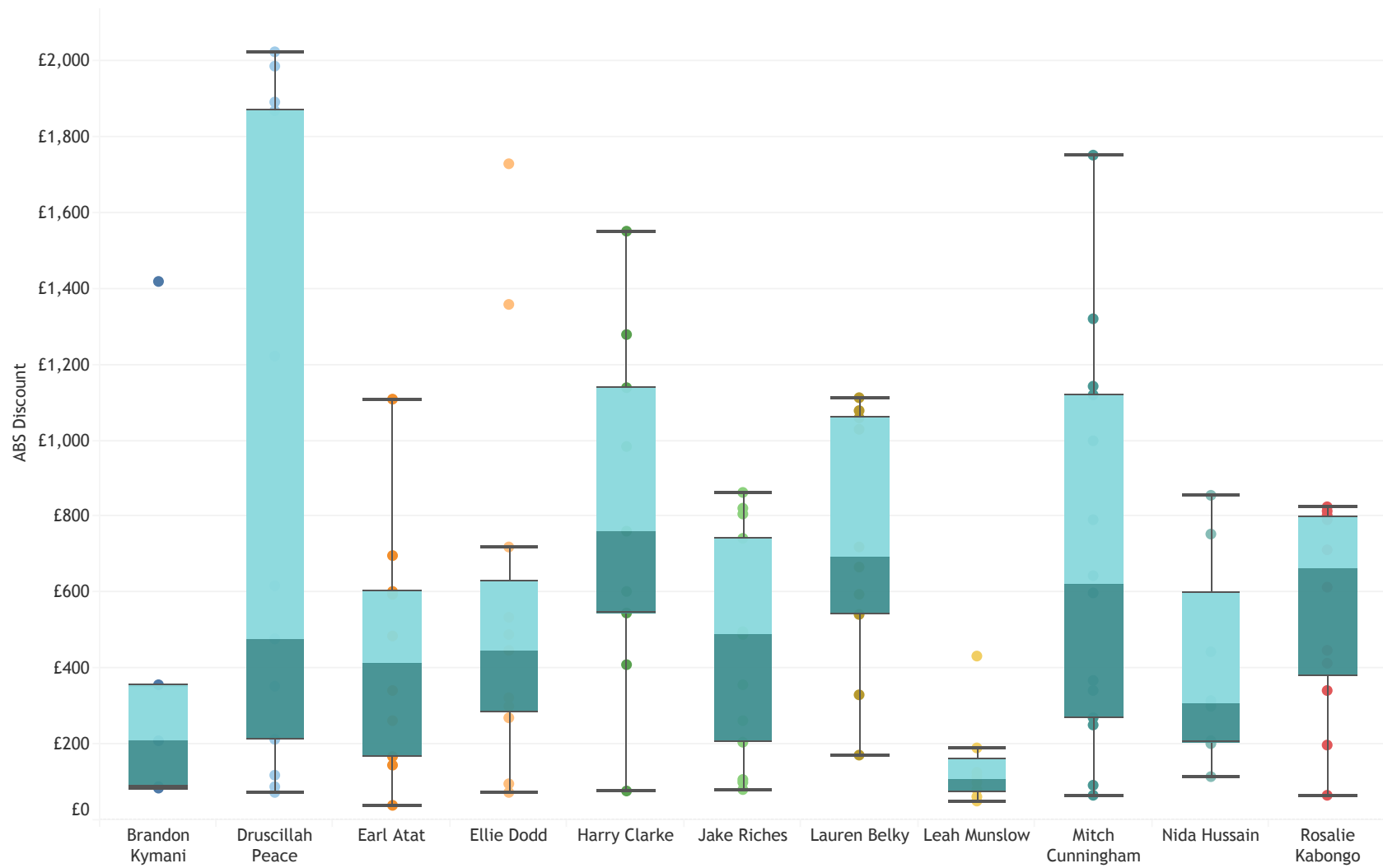
136
Quantity

£5,541
Totals

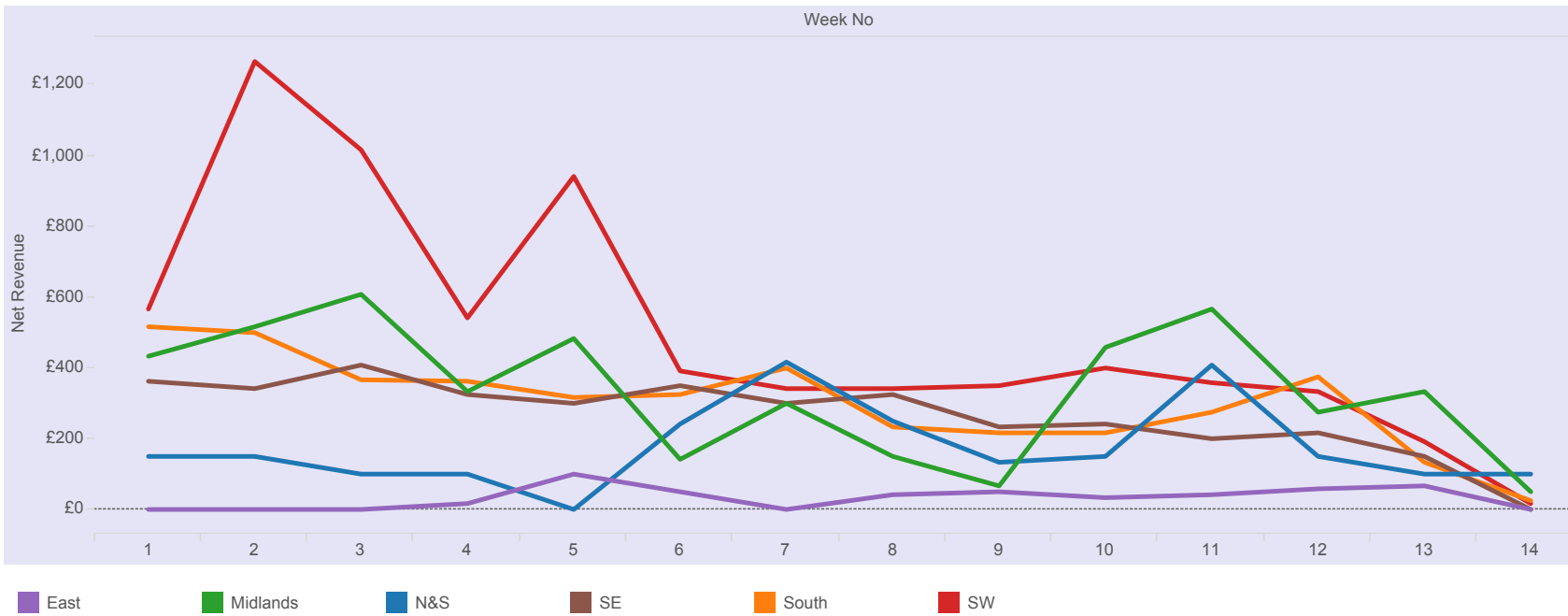
66.8%
Average Discount

£3,575
Next Week Revenue

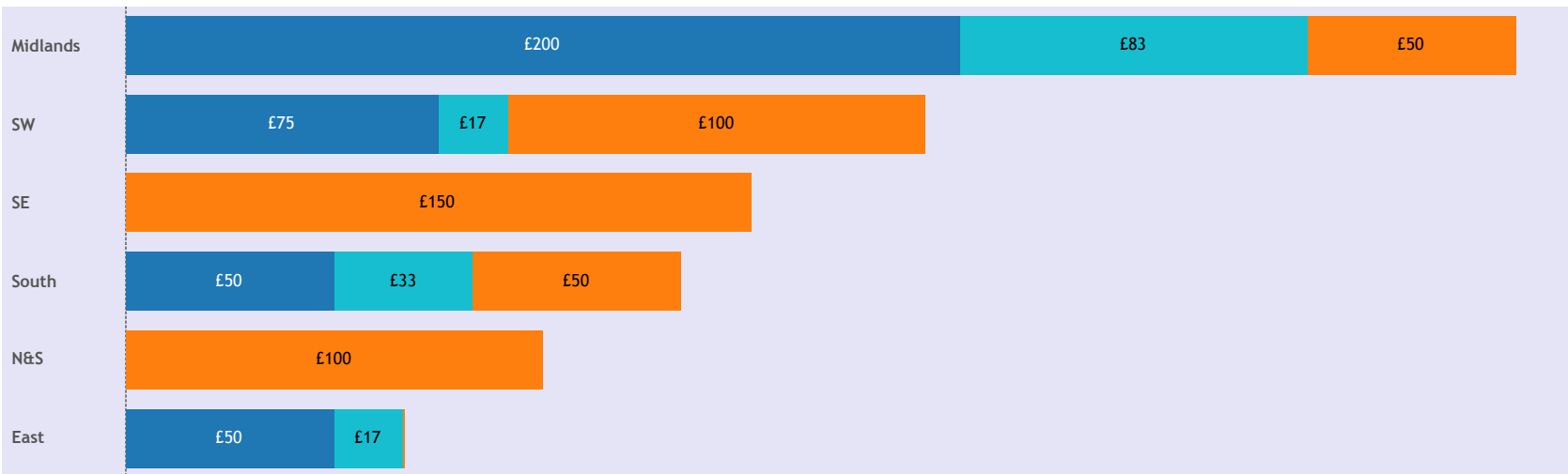
Last Month Sales Discount Distribution



Regional Shisha Sales



Last Week Distribution



Session: Shisha One Hour (Dark Blue), Shisha Half Hour (Cyan), Shisha AllNight (Orange)



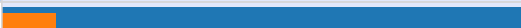
























Comparison of Sales and Discounts given

Region

North

Sort By

Order Total

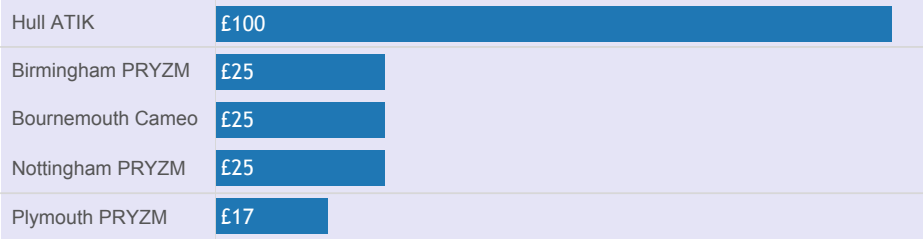
Booker Name	net Order Total	net Total Discount	
Tea	£3,596	£-495	
Jordan	£2,704	£-313	
Onno	£2,000	£-210	
Koffie	£1,420	£-791	
Silver	£1,324	£-296	
Break	£1,300	£-491	
Nicola	£1,280	£-248	
Mota	£1,046	£-1,378	
Alfred	£918	£-3	
Patel	£902	£-1,227	
Kule	£761	£-142	
Evans	£593	£0	
Lendel	£551	£-325	
Hannah	£540	£-595	
Uncle Al	£521	£-400	
Sam	£513	£-257	
Seb	£282	£0	
Vee	£258	£-42	
Park	£253	£-43	
Pitt	£242	£-75	
Smith	£221	£-246	
Tony D	£211	£-6	
Jones	£100	£0	
Jade	£92	£0	
Blanket	£66	£-5	
Luiz	£42	£0	
Marsden	£10	£0	

 ABS Discount

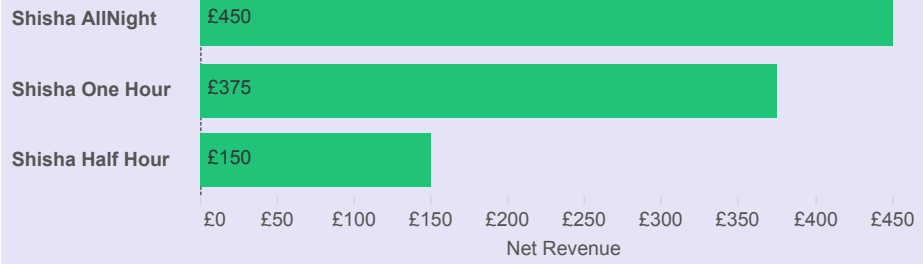
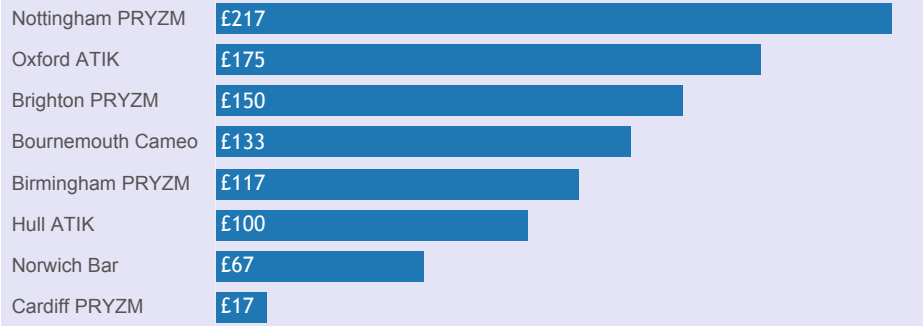
 net Order Total

Shisha Dashboard

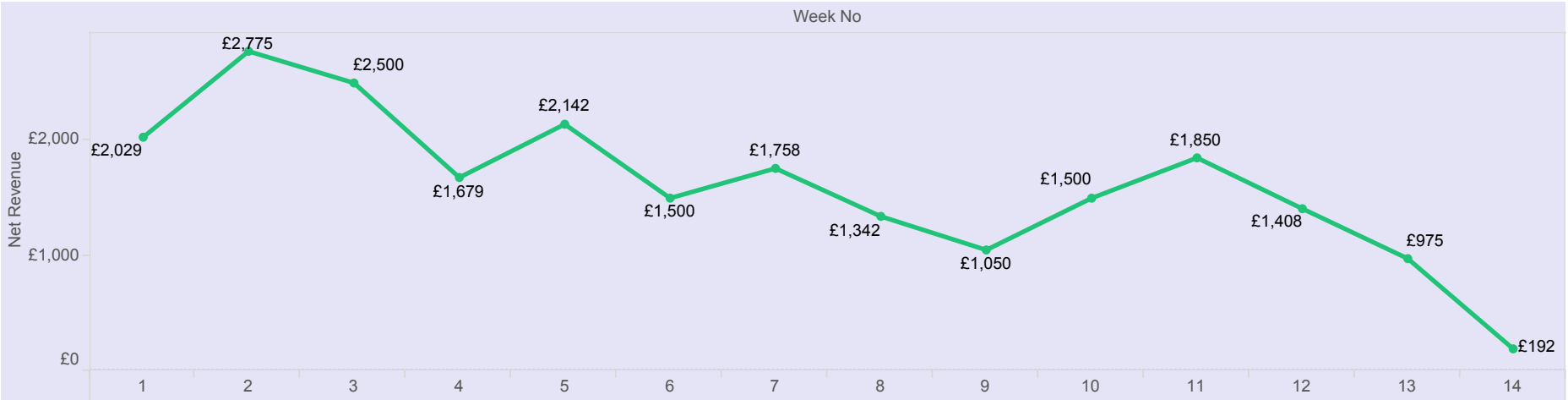
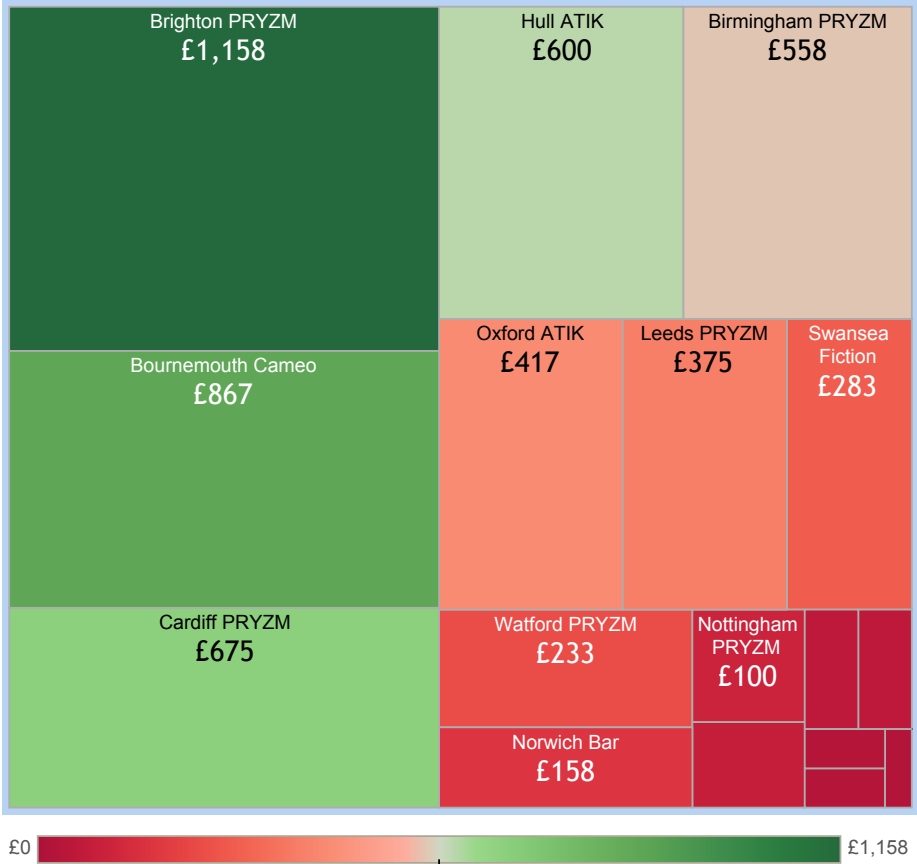
Current Week



Last Week



Previous Month



Booths Sold for this Saturday	Booth Target	Sat Booths % Sold	Avg %Discount
406	1004	40.4%	(45.7%)

Top Booth Sales for this Saturday

Venue Name	Booths Sold	Target
Teeside	7	7
Windsor	20	21
Belfast	8	10
Luton	16	20
Wigan	14	19
Birmingham	31	44
Chelmsford	15	23
Oxford	9	14
Aberdeen	8	13
Milton Keynes	7	12
Watford	19	33
Hove	13	23
Exeter	6	11
Brighton	14	26
Hanley	7	14
Wrexham	4	8
Bristol	17	35
Leeds	13	27
Reading	12	25
Southampton	15	32
Gloucester	5	11
Stoke	5	11
Romford	7	16
Kempston	3	7
Hull	6	15
Swansea	8	20
Nottingham	13	33
Ashford	7	18
Stourbridge	3	8
Plymouth	10	27
Glasgow	5	14
Brickhill	12	35
Coventry	3	9
Portsmouth	5	15
Tyneside	3	9
Canterbury	6	19
Preston	7	23
Edinburgh	6	20
Hatfield	5	17
Ipswich	5	18
Newport	6	25
Dundee	5	21
St Albans	6	30
Stevenage	3	21
Sheffield	1	8
Guildford	1	9
Eastbourne	1	10
Cambridge	1	11
Poole	1	13
Lincoln	1	14
Liverpool	1	17

■ Over 70% of Target
 ■ Between 30%-70% of..
 ■ Less than 30% Target

Revenue Tracker

	Region	Ticket Quantity	Ticket Revenue	Booth Targets	Booths Quantity	Booths Revenue	Other Qty	Other Revenue	No Trans	Revenue
Last Week	East	1,636	£4,937	458	154	£11,246	564	£18,129	503	£18,441
	Midlands	2,224	£2,276	362	122	£6,885	422	£15,238	431	£17,276
	North & Scotland	961	£861	322	95	£2,365	249	£5,521	144	£6,352
	South	2,065	£5,842	230	117	£4,697	239	£10,373	460	£16,123
	South East	1,689	£4,984	264	92	£4,328	312	£10,307	358	£13,389
	South West	2,977	£3,689	324	156	£12,686	750	£16,737	653	£22,915
	Total	11,552	£22,589	1,960	736	£42,207	2,536	£76,306	2,549	£94,495
This Week	East	1,653	£5,592	458	165	£12,538	572	£19,523	353	£19,776
	Midlands	1,636	£1,782	362	96	£5,363	341	£9,347	309	£12,179
	North & Scotland	668	£185	280	78	£1,675	214	£5,525	70	£5,321
	South	1,268	£2,673	230	92	£3,531	248	£9,486	204	£12,390
	South East	1,042	£2,059	264	76	£3,771	295	£7,990	130	£8,745
	South West	2,009	£1,023	292	115	£9,617	328	£10,462	244	£14,476
	Total	8,276	£13,313	1,886	622	£36,495	1,998	£62,333	1,310	£72,888
Next Week	East	710	£2,154	458	67	£6,271	227	£9,749	61	£10,974
	Midlands	986	£858	334	46	£2,810	145	£4,856	94	£6,876
	North & Scotland	391	£212	322	50	£1,354	137	£4,002	46	£4,300
	South	953	£1,077	220	66	£2,694	125	£5,809	115	£7,463
	South East	682	£1,841	264	44	£2,610	228	£5,154	70	£6,869
	South West	1,395	£548	324	79	£6,608	118	£5,931	131	£9,894
	Total	5,117	£6,690	1,922	352	£22,348	980	£35,501	517	£46,376
Fri 02 Jun	East	641	£1,324	202	48	£2,733	175	£4,311	303	£3,829
	Midlands	553	£824	164	23	£879	73	£3,250	224	£2,983
	North & Scotland	91	£65	128	13	£323	36	£733	25	£572
	South	787	£2,688	115	41	£1,131	74	£2,898	218	£5,303
	South East	419	£979	123	23	£1,021	85	£2,659	145	£2,517
	South West	1,438	£2,423	148	63	£4,056	367	£5,605	340	£7,525
	Total	3,929	£8,303	880	211	£10,143	810	£19,457	1,255	£22,729
Sat 03 Jun	East	995	£3,613	229	106	£8,513	389	£13,818	200	£14,611
	Midlands	1,671	£1,452	181	99	£6,006	349	£11,987	207	£14,293
	North & Scotland	870	£796	161	82	£2,041	213	£4,788	119	£5,780
	South	1,278	£3,154	115	76	£3,566	165	£7,475	242	£10,820
	South East	1,270	£4,005	132	69	£3,307	227	£7,648	213	£10,872
	South West	1,539	£1,267	162	93	£8,631	383	£11,132	313	£15,390
	Total	7,623	£14,286	980	525	£32,064	1,726	£56,848	1,294	£71,766
Fri 09 Jun	East	714	£1,832	219	67	£3,425	224	£6,414	252	£5,463
	Midlands	555	£911	172	32	£1,369	112	£2,831	197	£2,752
	North & Scotland	99	£25	84	17	£450	25	£1,182	11	£1,117
	South	473	£968	102	31	£999	65	£2,908	109	£3,783
	South East	224	£383	122	23	£1,008	62	£1,809	46	£1,307
	South West	545	£217	132	32	£1,864	57	£2,791	92	£2,982
	Total	2,610	£4,335	831	202	£9,115	545	£17,935	707	£17,404
Sat 10 Jun	East	939	£3,760	229	98	£9,113	348	£13,109	101	£14,313
	Midlands	1,081	£871	160	64	£3,994	229	£6,517	112	£9,427
	North & Scotland	569	£161	140	61	£1,225	189	£4,343	59	£4,205
	South	795	£1,705	115	61	£2,531	183	£6,578	95	£8,607
	South East	818	£1,675	123	53	£2,764	233	£6,181	84	£7,439
	South West	1,464	£806	146	83	£7,753	271	£7,671	152	£11,494
	Total	5,666	£8,978	913	420	£27,380	1,453	£44,399	603	£55,484
Fri 16 Jun	East	102	£280	154	9	£1,142	36	£1,362	13	£2,059
	Midlands	276	£287	91	12	£677	16	£886	40	£1,218
	North & Scotland	51	£55	57	5	£178	5	£433	5	£592
	South	445	£395	103	33	£1,225	62	£2,241	67	£2,926
	South East	100	£96	51	8	£419	75	£852	9	£898
	South West	292	£0	101	19	£1,051	22	£1,339	27	£1,311
	Total	1,266	£1,112	557	86	£4,692	216	£7,113	161	£9,003
Sat 17 Jun	East	608	£1,874	229	58	£5,129	191	£8,386	48	£8,915
	Midlands	710	£571	167	34	£2,133	129	£3,971	54	£5,658
	North & Scotland	340	£157	161	45	£1,176	132	£3,568	41	£3,708
	South	508	£683	110	33	£1,469	63	£3,568	48	£4,538
	South East	582	£1,745	132	36	£2,191	153	£4,303	61	£5,971
	South West	1,103	£548	162	60	£5,557	96	£4,592	104	£8,583
	Total	3,851	£5,578	961	266	£17,656	764	£28,387	356	£37,373

Number of Men and Women per Age group



Region All

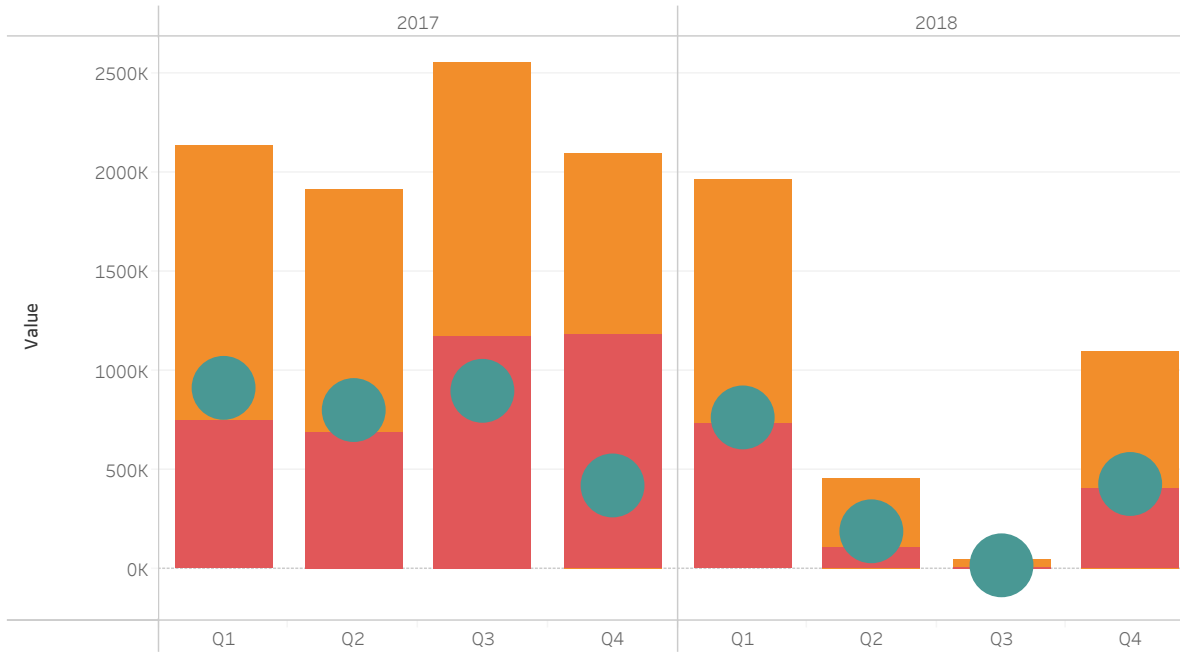
Venue Name All

Ticket Total

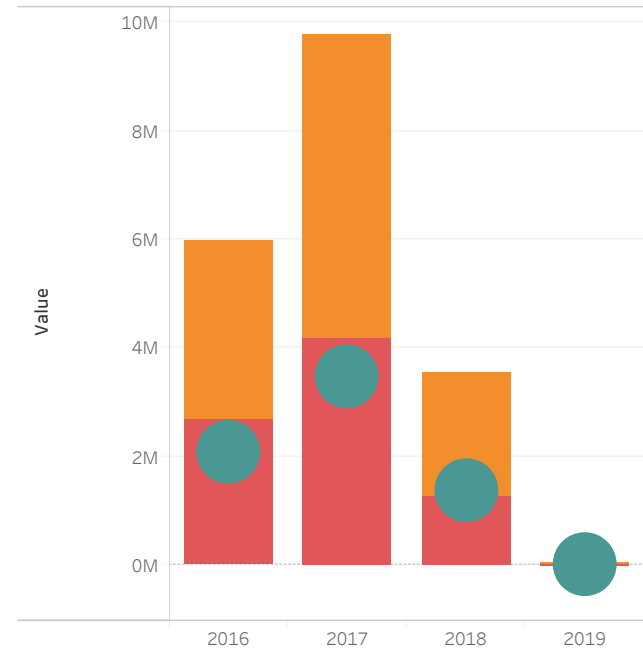
Booths Total

Order Total

Quartely Booth /Ticket Sales



Yearly Booth /Ticket Sales



Booths Quantity	14,341	12,394	13,492	5,349	11,314	2,412	175	6,262
Booths Total	£908,004	£794,355	£892,699	£412,268	£754,472	£184,186	£15,031	£422,927
Ticket Quantity	244,410	212,799	299,007	151,330	223,257	51,474	4,677	121,075
Ticket Total	£739,343	£682,917	£1,169,891	£1,177,919	£729,239	£104,427	£3,985	£402,933
Club Pack Quantity	1,918	2,173	2,917	1,258	2,090	495	63	1,095
Club Pack Total	£94,659	£94,039	£98,903	£43,877	£88,770	£33,691	£5,054	£48,360
Discount Total	(£1,155,529)	(£992,021)	(£1,117,689)	(£445,870)	(£962,445)	(£167,987)	(£8,301)	(£536,318)
Order Total	£2,129,044	£1,908,345	£2,548,875	£2,095,637	£1,959,939	£454,420	£40,647	£1,093,908

Booths Quantity	35,454	53,042	20,163	39
Booths Total	£2,084,301	£3,459,360	£1,376,616	£12,915
Ticket Quantity	612,796	1,032,191	400,483	1,484
Ticket Total	£2,679,870	£4,159,660	£1,240,584	£713
Club Pack Quantity	4,773	9,185	3,743	23
Club Pack Total	£218,414	£373,860	£175,876	£1,607
Discount Total	(£2,934,848)	(£4,331,326)	(£1,675,051)	(£1,667)
Order Total	£5,965,895	£9,761,885	£3,548,914	£18,548

	Today	Contacted
East	276	276
Central	128	100
North	97	94
South	277	263
West	142	111
Grand Total	920	844

Aberdeen	3	3
Andover	3	3
Ashford	6	6
Bar and Beyond, Norw..	0	
Basildon	9	9
Bedford	11	11
Birmingham	25	23
Bournemouth	27	27
Brickhill	6	6
Brighton	34	34
Bristol	37	36
Camberley	6	6
Cambridge	11	11
Canterbury	12	12
Cardiff	27	3
Chelmsford	9	9
Coventry	18	18
Crawley	13	13
Derby	77	74
Dundee	3	2
Eastbourne	7	0
Edinburgh	5	5
Exeter	15	15
Glasgow	10	10
Gloucester	9	9
Guildford	3	0
Halifax	14	14
Hanley	5	5
Hereford	2	2
Hull	13	11
Ipswich	12	12
Kempston	0	
Leeds	24	24
Lincoln	17	0
Luton	7	7
Northampton	5	0
Oldham	11	11
Oxford	20	20
Plymouth	13	13
Portsmouth	11	11
Preston	6	6
Putnoe	12	12
Romford	10	10
Salisbury	8	8
Sheffield	3	3
Southampton	18	18
St Albans	91	91
Stevenage	7	7
Stoke	29	29
Stourbridge	3	3
Swansea	13	13
Swindon	18	14
Uxbridge	7	7
Watford	67	67
Windsor	63	62
Wrexham	4	4
Yeovil	6	0
York	15	15

Missed Enquiries, by BookingID & Run Total

Region North

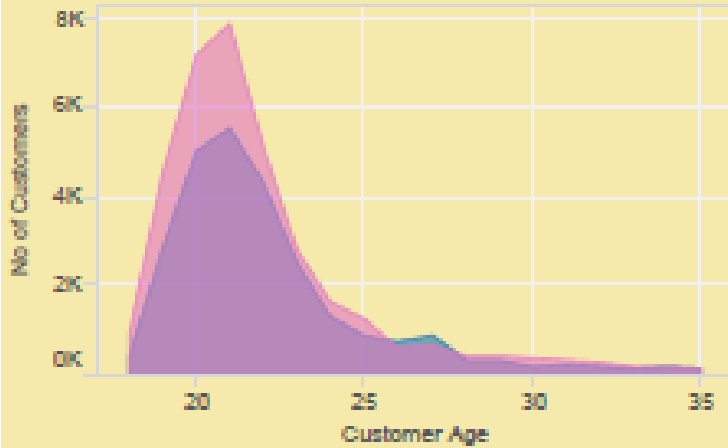
Venue All

Dundee	1912181	1
Hull	1910713	2
	1911985	2

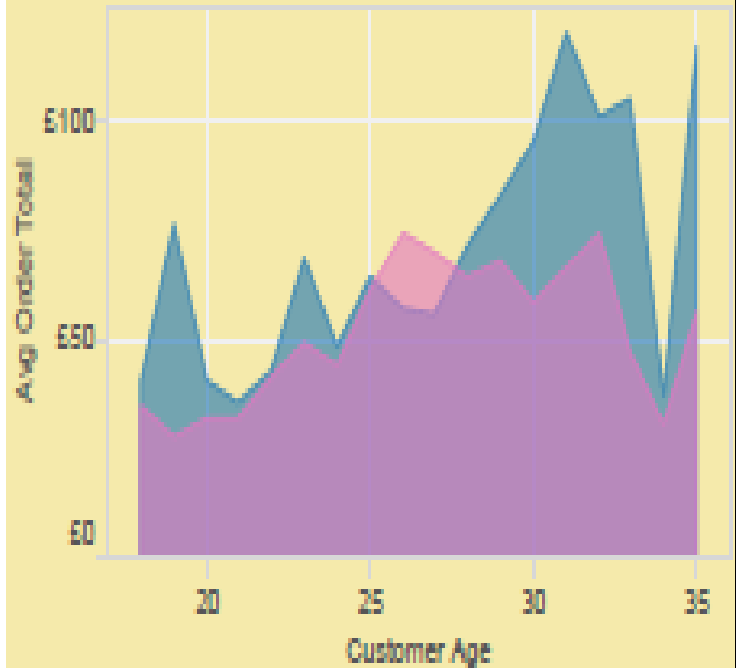
Birthday Bookings and Age Relationship

Gender F M

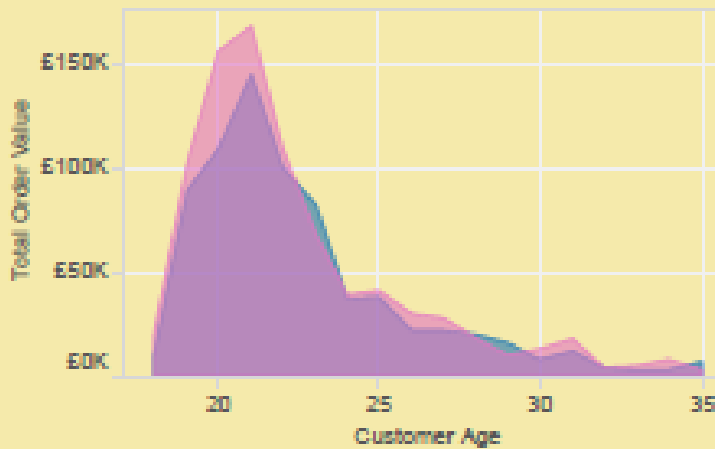
Number of Birthday Bookers



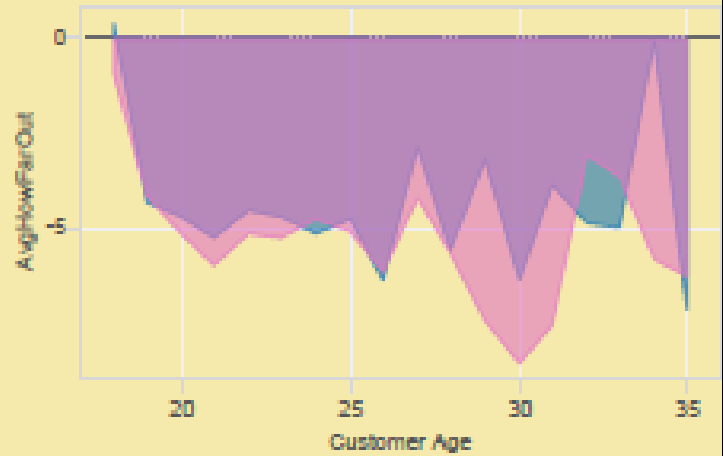
Average Spend of Birthday Bookers



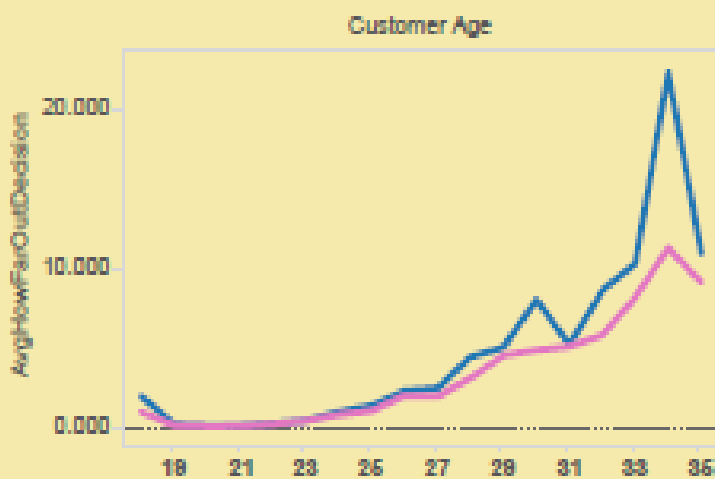
Total Spend of Birthday Bookers



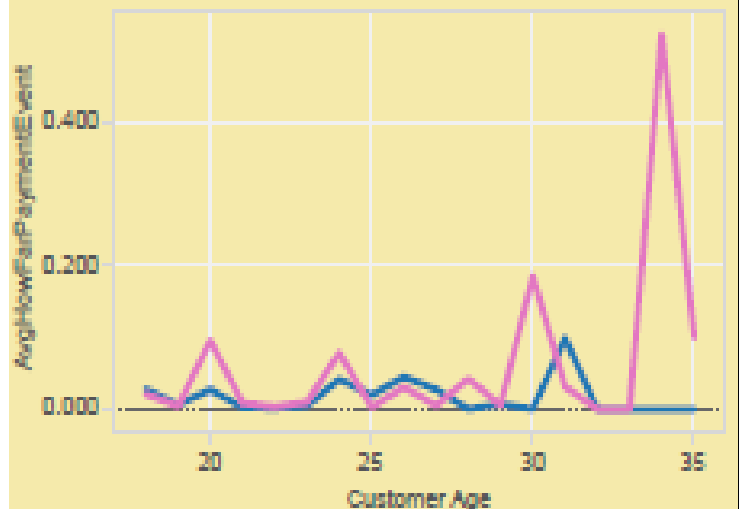
How far are Orders from Birthday (days)



How far is Payment from Order (days)



How far is Payment from Event (days)



How are Ticket Sales Performing

Region
South

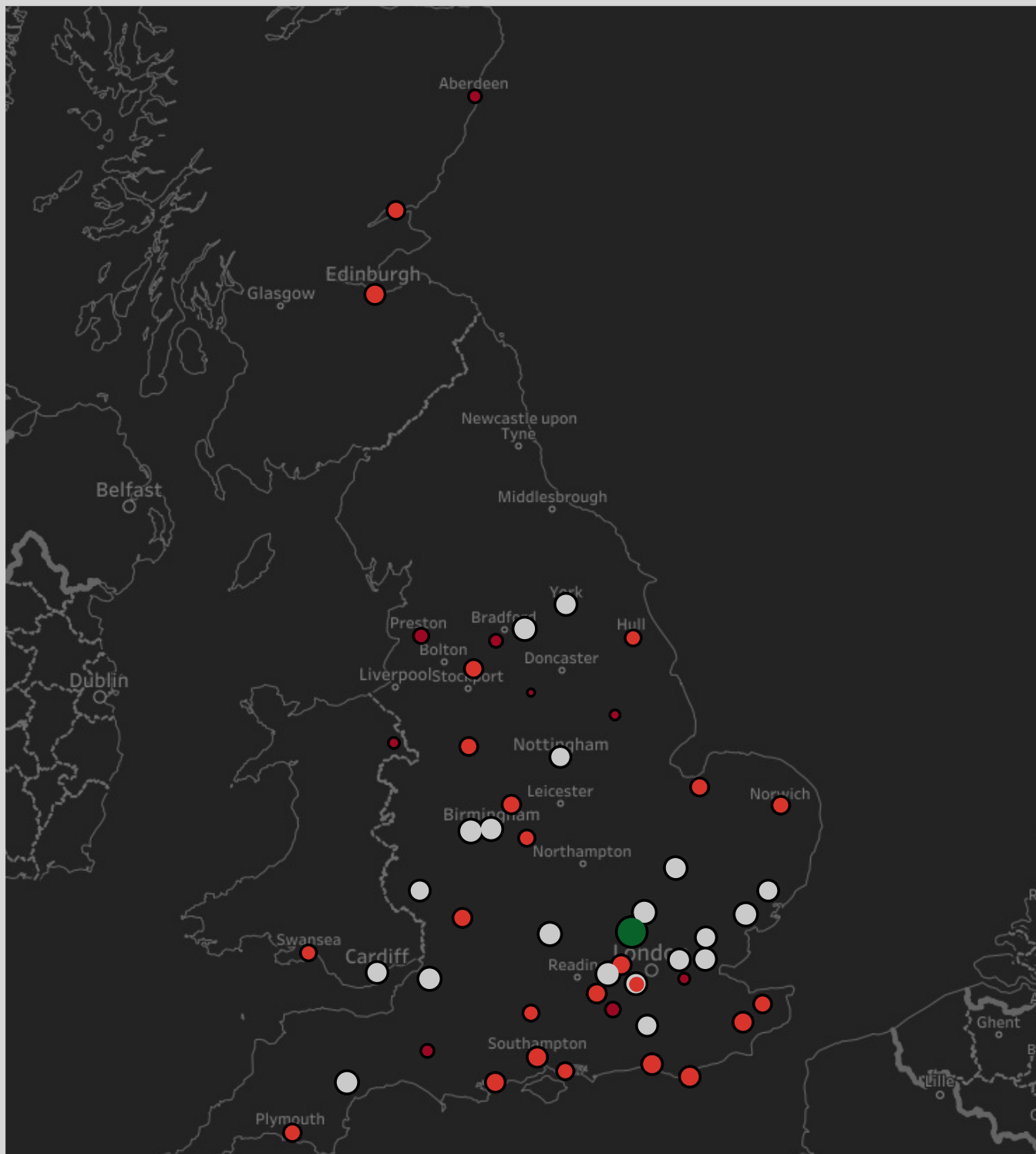
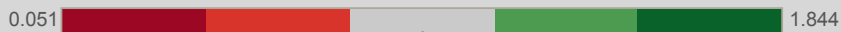
Sort By
Prior Week Tickets

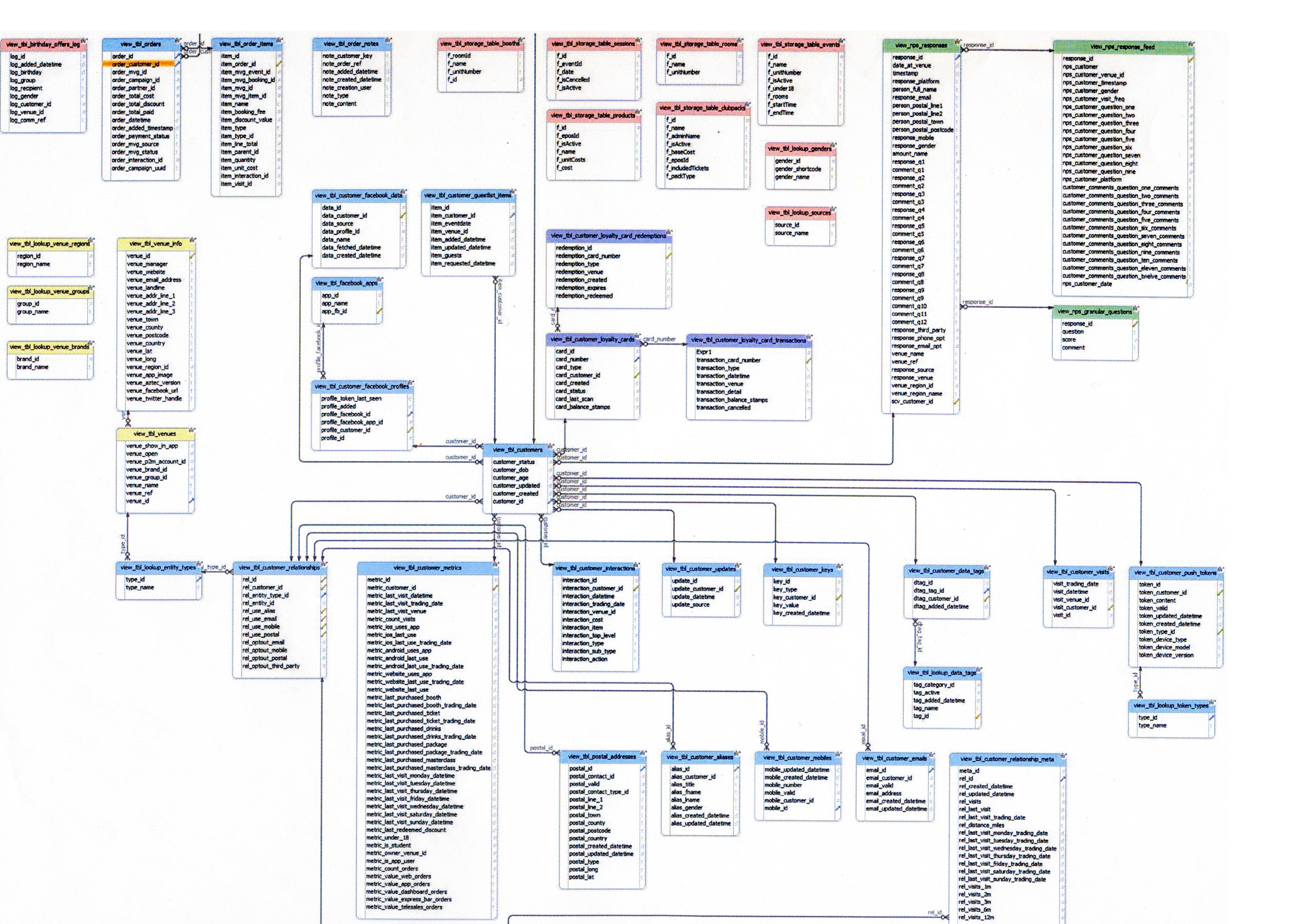
Venue Name	Last Week Tickets	Prior Week Tickets	tChange	% tChange	Last 30 Days as of : 2017-01-16 16:17:25.5900
Windsor	594	566	28	4.9%	
Kingston	276	317	-41	-12.9%	
Brighton	303	189	114	60.3%	
Bournemo..	902	121	781	645.5%	
Guildford	32	60	-28	-46.7%	
Southamp..	57	58	-1	-1.7%	
Crawley	52	48	4	8.3%	
Camberley	23	44	-21	-47.7%	
Andover	12	31	-19	-61.3%	
Eastbourne	11	19	-8	-42.1%	
Portsmouth	14	7	7	100.0%	
Uxbridge	19	5	14	280.0%	
Dallow	18	4	14	350.0%	

Ratio of Tickets Sold per Target

circleSize

- 0.051
- 0.500
- 1.000
- 1.500
- 1.844





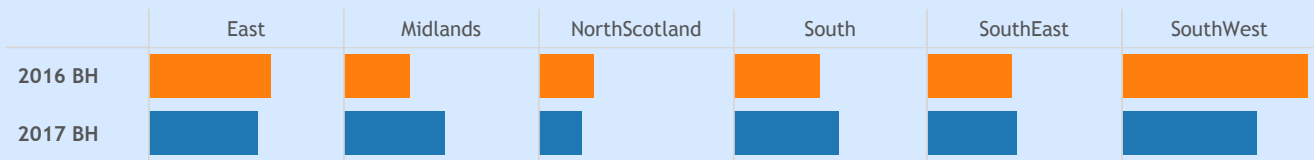
Regional Progress as of 4 Days before Bank Holiday

Tickets Quantities

Region	2016 BH	2017 BH
East	4,017	3,576
Midlands	2,138	3,382
NorthScotland	2,160	1,396
South	2,822	3,462
SouthEast	2,770	2,998
SouthWest	6,290	4,546
Grand Total	20,197	19,360

2016 May30 BH Tickets Total

Region	2016 Totals
East	4,017
Midlands	2,138
NorthScotland	2,160
South	2,822
SouthEast	2,770
SouthWest	6,290
Grand Total	20,197

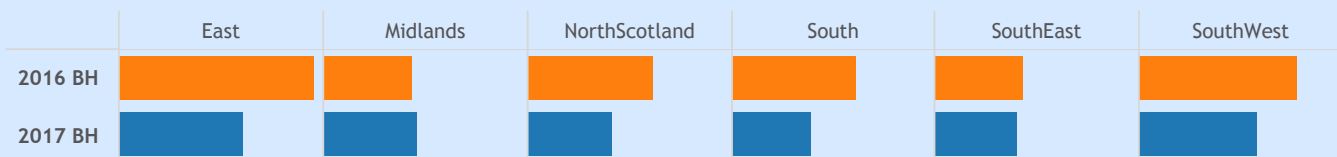


Booth Quantities

Region	2016 BH	2017 BH
East	433	276
Midlands	196	208
NorthScotland	279	186
South	276	178
SouthEast	198	184
SouthWest	351	262
Grand Total	1,733	1,294

2016 May30 BH Booth Quantities

Region	2016 Totals
East	433
Midlands	196
NorthScotland	279
South	276
SouthEast	198
SouthWest	351
Grand Total	1,733



Total Cash Less VAT

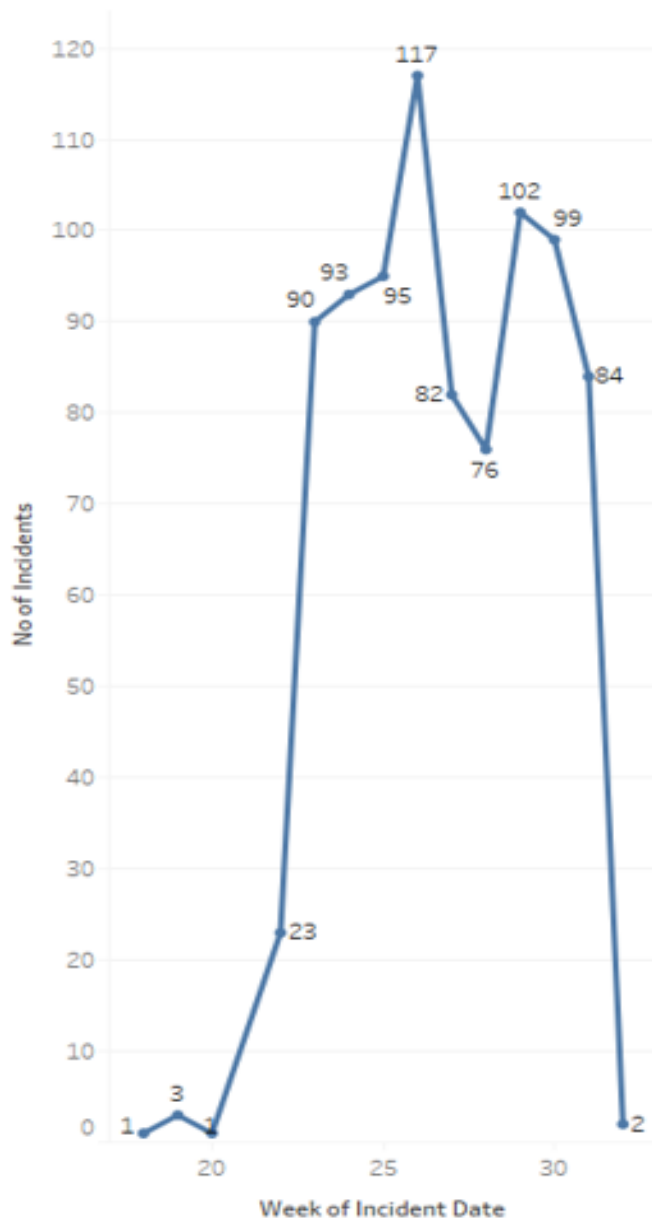
Region	2016 BH	2017 BH
East	£37,750	£39,875
Midlands	£21,847	£31,418
NorthScotland	£17,334	£14,987
South	£24,256	£26,073
SouthEast	£21,286	£19,683
SouthWest	£37,962	£32,757
Grand Total	£160,437	£164,792

2016 May30 BH Total Cash Less VAT

Region	2016 Totals
East	£37,750
Midlands	£21,847
NorthScotland	£17,334
South	£24,256
SouthEast	£21,286
SouthWest	£37,962
Grand Total	£160,437

Past 30 days Incidents

Behaviour Trends



Venue.. All

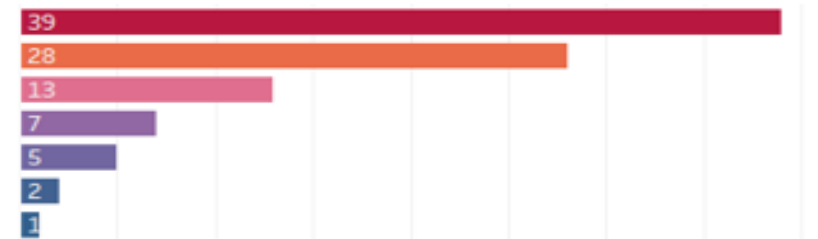
Police Cases
219

Ambulance Cases
77

Fire Brigade
3

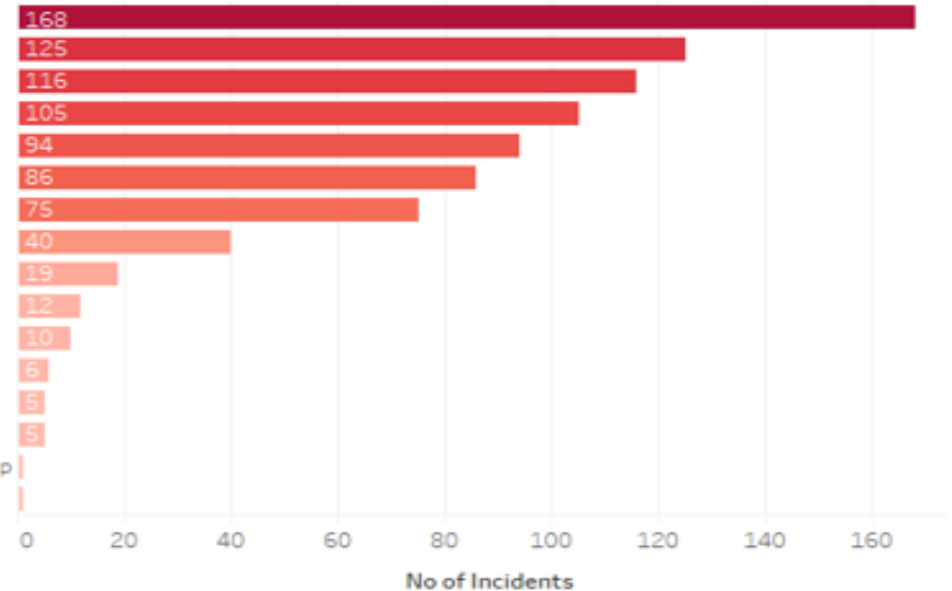
Types of Accidents

- Other - Please Specify
- Slipped, tripped or fell on the same level
- Hit by a flying or falling object
- Hit something fixed or stationary
- Fell from a height
- Injured while handling, lifting or carrying
- Hit by a moving vehicle



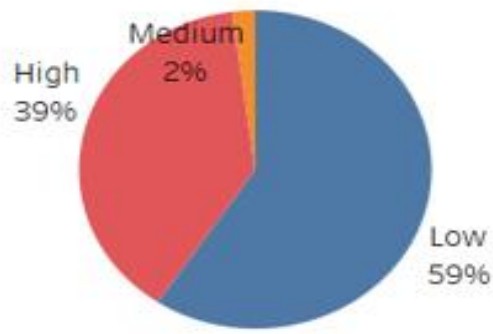
IncidentLocation

- Dancefloor
- Main Doors
- Front Doors
- Toilets
- Public Area
- Bar
- Smoking Terrace
- Off Site
- Local Vicinity
- Non Public Area
- Fire Exit
- Cellar
- Private Suite
- Staff Area / Office
- Maintenance Room / Workshop
- Plant Room

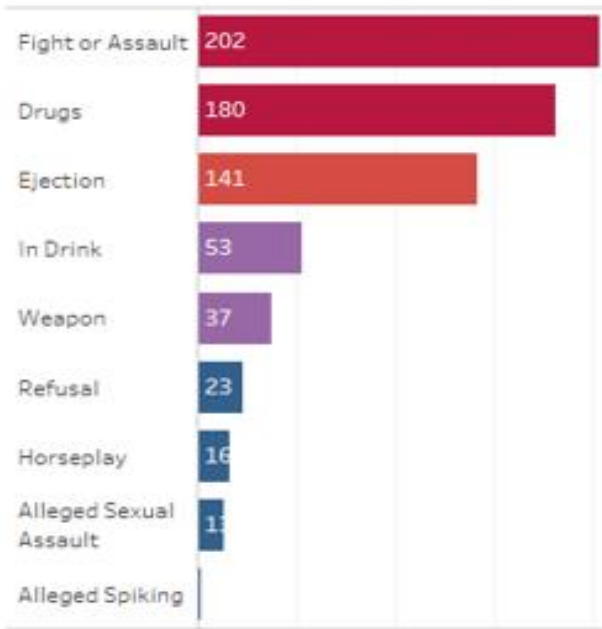


Behaviour and Incidents

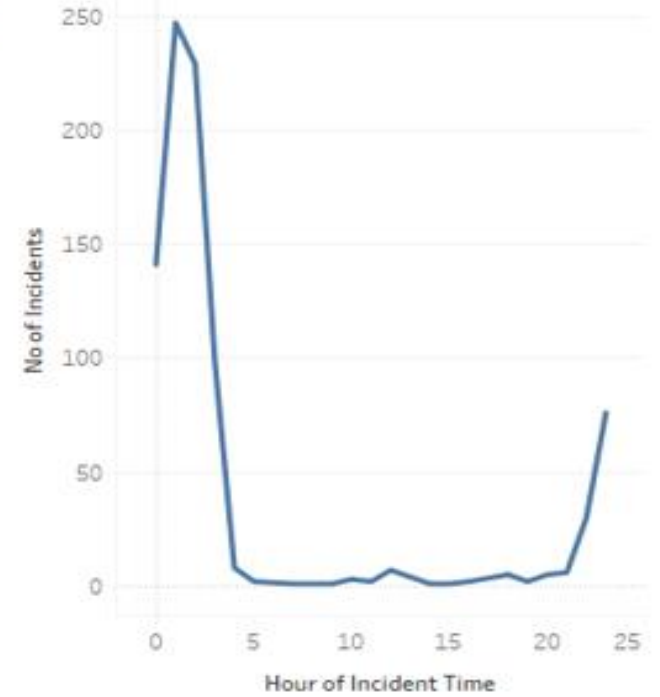
Incident Rating



Types of Behaviour

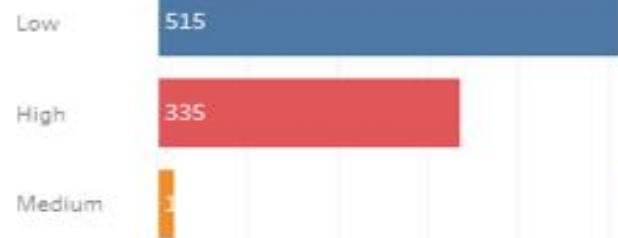


Injury Time



Incident Rating

Score Grade

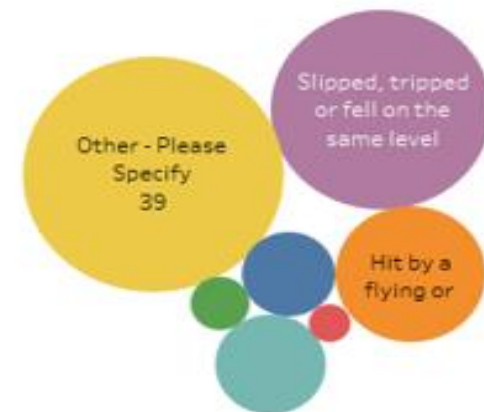


■ Low ■ High ■ Medium

Incident Trends



Types of Incidents



Average Hours to Report

Swansea Fiction	8	
Coventry JJs	22	
Bournemouth Cameo	20	
Watford PRYZM	40	
Camberley Tru	19	
Birmingham PRYZM	19	
Southampton Oceana	(1,230)	
Brighton PRYZM	9	
Dartford Air	(3)	
Windsor ATIK	18	
Cambridge Kuda	20	
Hereford Play	19	
Bristol PRYZM	17	
Andover Cameo	23	
Hanley Fiction	24	
Nottingham PRYZM	19	
Portsmouth PRYZM	20	
Cardiff PRYZM	18	
Lincoln Moka	4	
Kingston PRYZM	16	
Halifax ATIK	(122)	
Plymouth PRYZM	17	
Oxford ATIK	15	
York Kuda	(33)	
Stevenage B&B	13	
Wrexham ATIK	20	
Colchester ATIK	16	
Gloucester ATIK	18	
Romford Fiction	18	
Norwich B&B	2	
Preston Evoque	9	
Leeds PRYZM	96	
Ashford Cameo	9	
Sheffield B&B	6	
Basildon Unit 7	24	
Yeovil Chicago's	14	
Tamworth ATIK	12	
Crawley Moka	18	
Eastbourne Cameo	18	

Where are most Incidents

Dancefloor	19.4%	168
Main Doors	14.4%	125
Front Doors	13.4%	116
Toilets	12.1%	105
Public Area	10.8%	94
Bar	9.9%	86
Smoking Terrace	8.6%	75
Off Site	4.6%	40
Local Vicinity	2.2%	19
Non Public Area	1.4%	12
Fire Exit	1.2%	10
Cellar	0.7%	6
Private Suite	0.6%	5
Staff Area / Office	0.6%	5
Maintenance Room / Work..	0.1%	1
Plant Room	0.1%	1

Outcome

Arrested	53
No Further Action	52
Police Took Details	136

Injury Outcome

Unknown	627
Left the venue	136
Returned to venue	52
Went directly to hospital	53

IncidentTypes

DRUGS OPERATION	661
NO DPS	183
Suspicious Vehicle	8
Test Purchase Visits	16

Accident/Illness

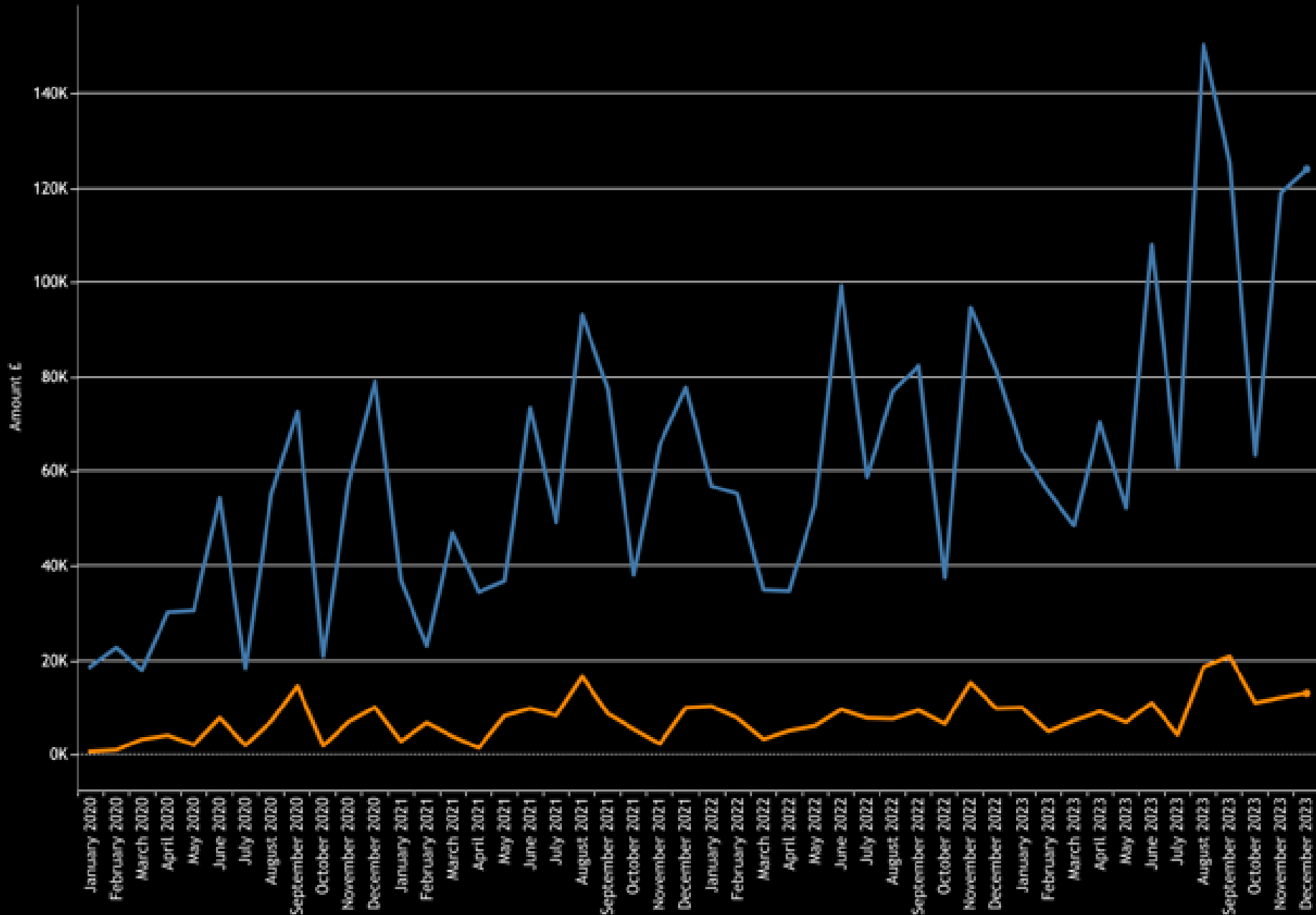
Accident	98
Illness / Epileptic Fit	47
In Drink	42

Sales and Discount % Given

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Drink Sales	£34,570 42.72%	£16,352 16.00%	£54,735 39.71%	£55,577 49.71%	£648,220 47.16%	£1,526,100 29.32%	£90,088 33.00%
Booth Sales	£2,306 3.73%	£1,479 4.10%	£4,748 5.99%	£3,566 0.16%	£52,742 2.85%	£183,932 2.23%	£5,808 2.62%
Food Sales	£30,325 113.97%	£10,925 49.31%	£55,821 68.39%	£60,161 80.08%	£428,191 62.00%	£747,433 28.74%	£57,425 40.95%
Ticket Sales	£125,911 1.53%	£114,655 0.01%	£245,597 0.02%	£170,080 0.13%	£511,690 0.21%	£859,880 0.46%	£167,347 0.12%

Motion Chart for Sales

Order Date



Profit Sales

Order Date < December... > Show history

Today's Date : 30/09/2023
 Dashboard Updated : 30/09/2023 0900
 hrs

Basket Analysis

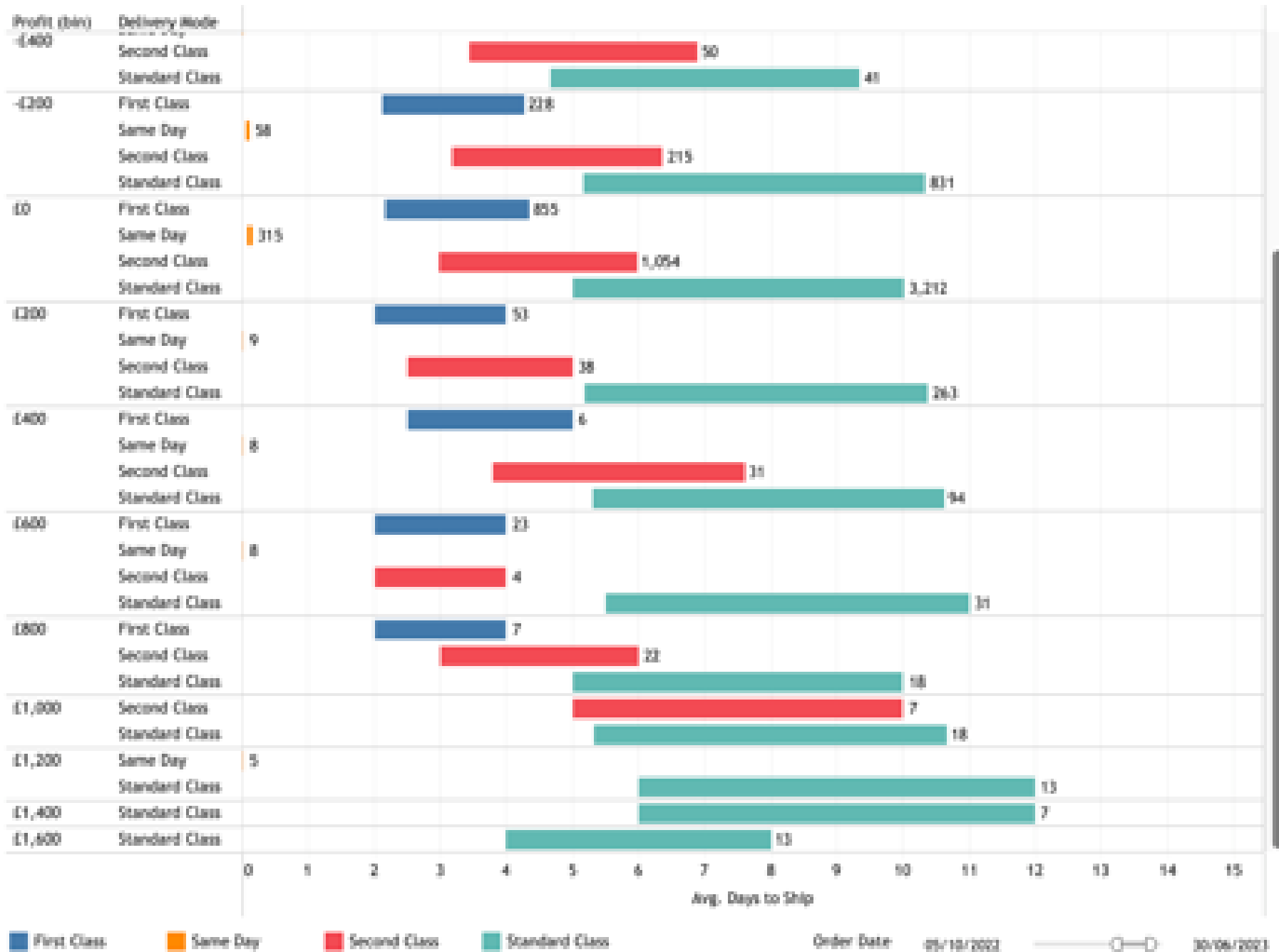
Country

(Which Items are bought together on the same Invoice)

	10002	10080	10120	10123C	10124A	10124G	10125	10133	10135	11001	15030	15034	15036	15039	15044A	15044B	15044C	15044D	15056BL	15056bl	15056N	15056n	15056P	15056p	15058A	15058B	15058C	15060b	15060B	16008	16010	16011	16012	16014	16015	16016	16020C	16033			
15056P		1					1	2	4			5	10	3	4	3	5	4	50		69																				
15058A								7		5		7	25	11	5	2	8	2		11		1																			
15058B							2	22	1	8		10	39	13	5	1	9	3	2	19					36																
15058C							1	11	2	9		7	29												16	23															
15060b																																									
15060B	8	1					3	8	16	5		9	21												7	8	7														
16008							1	3		1	2	1	2																												
16010									1																																
16011	1				1			1	1		1	4	3	1	1			1	1																						
16012							2	1	1	2	1	1	2	1	1			1	1	1	1																				
16014								1		1	1	2	4	3	2	1	1	2					1																		
16015										1	2	2	4			1			1		1																				
16016								2		1	1	3	4	2	1	1		1	2		1		2																		
16020C		1					1	10		7		3	10	4	2		1		1		5				4	5			2												
16033													1																												
16043												1	1	1												1															
16045		1	1				3	6	2			3	3	2					2		1					2															
16046			1		1	1	1	1						1	1			1																							
16048		1					1	8	3	4		5	12	2			1	4		6		1			2	2	1		2	3			3								
16049										1																															
16052	1						1	3	2			2	5	3			1	2		1					1	1	2		1												
16054			1				1	5	3																					2						1			1		
16151A												1																													
16156L									1					1												1															
16156S	2						1	1	4	1		4	6	1	3	3	3	3	5		6		4			2		2						2							
16161G									1																																
16161P	1	1					3	2	3			2	7	2	1	1	1	1	1		4		3			2		2													

Buying **15058B** and **15036** together on the same Invoice
 Number of Invoices: 39
 Sales Amount: £1,718.06

Gantt Chart for Average Days to ship within Profit Bins



Today's Date: 07/02/2023
 Data Updated: 2/7/2023 9:09:25 AM
 (CCT)

Positive and Negative Cost Movements

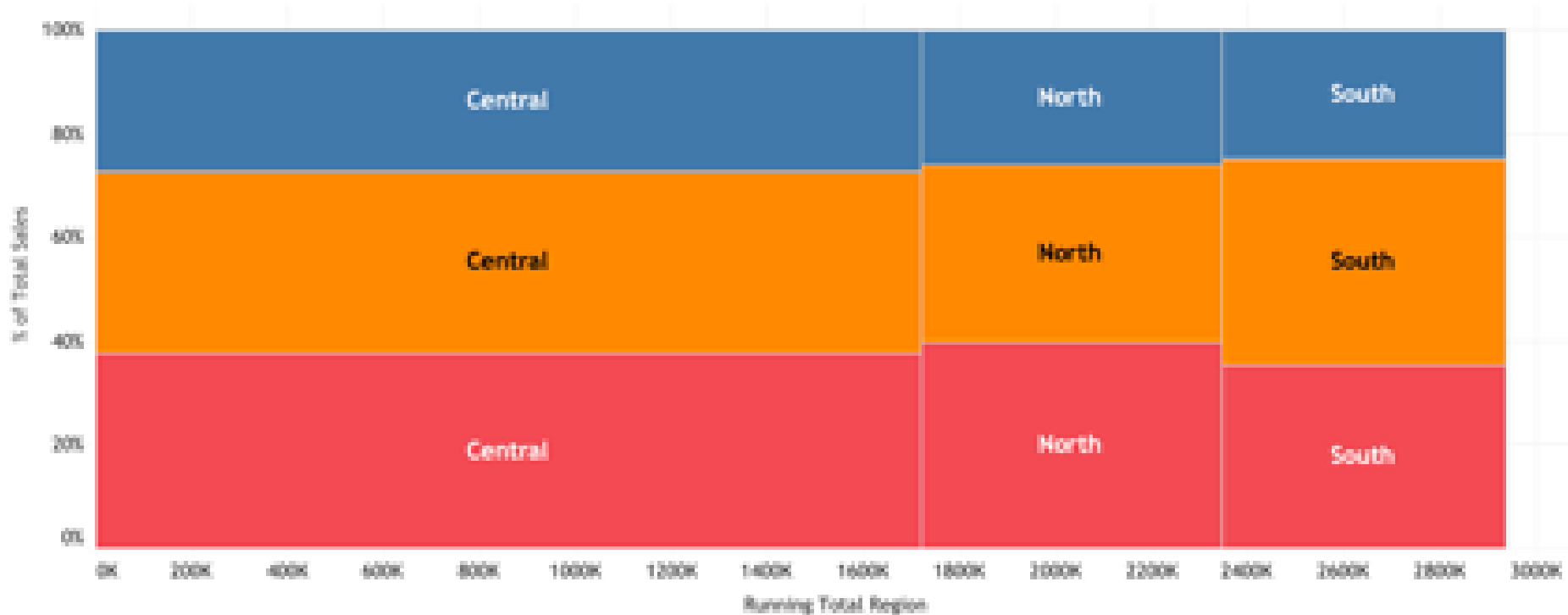
(2/2/2023 to 2/7/2023)

Impact Type Ranked	SS Period 2022	Start Report Date 2/2/2023	End Report Date 2/7/2023	VP DKD	Department All	Section All	Sub Section All	Lead Eng All	Task1 All
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Positive Cost Movement					NTCE Net Movement	(C63,903)	TOTAL	(C22,826,018)
Negative Cost Movement					DKO Net Movement	(C38,893)	TOTAL	(C12,343,951)
ROD No.	Idea Summary	Department	Section	Sub Section	Total	Idea History (first, please select the Idea from tables on left) The audit history only shows Unranked changes. Criteria: Excluding 1st Jdg, Ideas Pool and Comm Prep Please note: Name changes will affect this report (e.g Idea Summary)		
					(C104,097)			
84916 - CASHPAYMENT	MZK - HIHQ FY22	DK2	DKC	DC2	(C49,000)			
84503 - P16	P13A ICE L2 EPB Resourcing	DK3	DKR1	DR3	(C47,985)			
81565 - J12Eur	Resourcing Steering Column from NSK China -> TKP	DK2	DKC	DC2	(C7,107)			
84639 - J12Eur	Remove EPDM Foam from EGI Harness	DK3	DKR2	DR5	(C5)			
Negative Cost Movement					Total			
ROD No.	Idea Summary	Department	Section	Sub Section	Total			
					C65,204			
82973 - J12Eur	Shield cable study against competitors	DK3	DKR2	DR6	C41,327			
82954 - J12Eur	Delete anti-theft horn relay as not required	DK3	DKR2	DR6	C22,715			
84645 - P16	RR DOOR WDW REG CHAN MATERIAL CHANGE	DK1	DKS	DS10	C1,162			

Marimekko Table and Chart

Region	Category	% of Total Sales along Category	Sales	Region Sales	Running Total Region along Table (Down)
Central	Furniture	27.34%	£470,359	1,720,553	1,720,553
	Office Supplies	34.74%	£597,663	1,720,553	1,720,553
	Technology	37.93%	£652,530	1,720,553	1,720,553
North	Furniture	25.88%	£361,904	625,575	2,346,128
	Office Supplies	34.21%	£514,036	625,575	2,346,128
	Technology	39.90%	£549,635	625,575	2,346,128
South	Furniture	24.81%	£346,840	591,961	2,938,089
	Office Supplies	39.63%	£534,608	591,961	2,938,089
	Technology	35.56%	£510,514	591,961	2,938,089



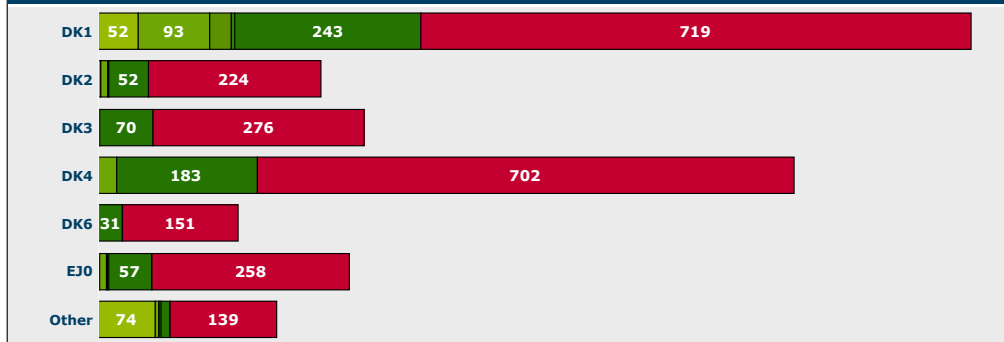
Category ■ Furniture ■ Office Supplies ■ Technology

Department/ Section Innovation Bank Ideas

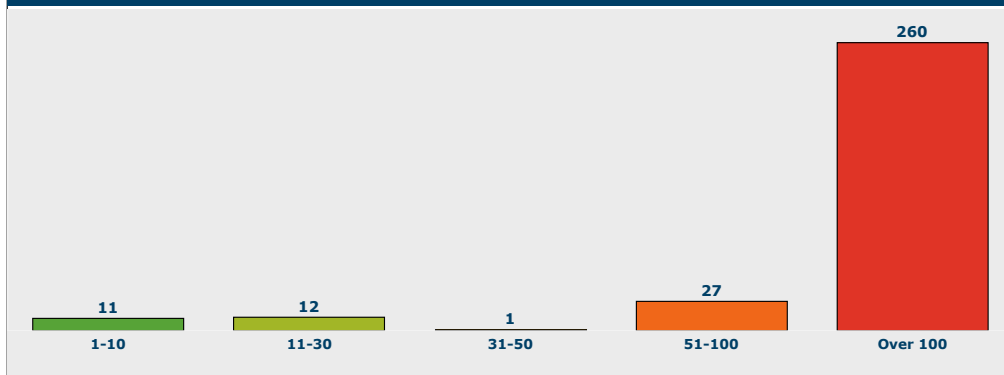
2/6/2023 9:42:27 AM (CET)

All 3,429	Checked 130	Lead Engineer Review 142	Senior Engineer Review 30	Raise ROD 9	Completed 649	Rejected 2,469
----------------------------	------------------------------	---	--	------------------------------	--------------------------------	---------------------------------

Number Ideas by Department



Number of Open Ideas by Days Open



Challenges

Event Date	Event	In Progress	Completed	Rejected	Grand Total
1/24/2023	Yaris Cross & DS 3 Crossback ..	17			17
10/6/2022	PWT (Eng + ePT) Parts Displa..	3		6	9
10/4/2022	A2Mac1 DK1 P13A parts displa..	21	13	15	49
9/20/2022	NMUK - Cash & Quality 2022		78	265	343
6/24/2022	FY22 Supplier Cost Saving Pro..	1	25	41	67
5/3/2022	FY22 General Ideas - NTCE	97	16	84	197
2/14/2022	ID.3 & Mokka-E parts display ..	7	4	39	50
11/29/2021	P33A Partial Teardown NTCE 2..	10	12	40	62
11/19/2021	FY21 Geolus Ideas	1	1	5	7
11/9/2021	Renault-Nissan Workshop [HH..	1	9	16	26
6/29/2021	P33B Cash & Quality NMUK 20..	3	57	312	372
6/16/2021	NMUK - Cost Saving Ideas for ..	71	2	28	101
5/18/2021	P13A vs Puma vs Aircross Ben..		4	31	35
4/20/2021	FY21 Supplier Cost Saving Pro..	1	2	10	13

Overdue Evaluations

Department	Checked	Lead Engineer Review	Senior Engineer Review	Raise ROD
DK1	52	93	28	5
DK2	3	9		2
DK3		1		
DK4		24		
DK6				
EJ0	1	10	1	1
Other	74	5	1	1



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Today's Date: 07/02/2023
 Data Updated: 2/7/2023 9:09:25 AM
 (CET)

Positive and Negative Cost Movements (2/2/2023 to 2/7/2023)

Impact Type Ranked	SS Period 2022	Start Report Date 2/2/2023	End Report Date 2/7/2023	VP DK0	Department All	Section All	Sub Section All	Lead Eng All	Task1 All
Positive Cost Movement						NTCE Net Movement	(C63,903)	TOTAL	(C22,826,018)
						DK0 Net Movement	(C38,893)	TOTAL	(C12,343,951)
ROD No.	Idea Summary	Department	Section	Sub Section	Total	Idea History (first, please select the Idea from tables on left)			
					(C104,097)	The audit history only shows Unranked changes. Criteria: Excluding 1st Jdg, Ideas Pool and Comm Prep Please note: Name changes will affect this report (e.g Idea Summary)			
84916 - CASHPAYMENT	M2K - HIHO FY22	DK2	DKC	DC2	(C49,000)				
84503 - F16	P13A ICE L2 EPB Resourcing	DK3	DKR1	DR3	(C47,985)				
81565 - J12Eur	Resourcing Steering Column from NSK China -> TKP	DK2	DKC	DC2	(C7,107)				
84639 - J12Eur	Remove EPDM Foam from EGI Harness	DK3	DKR2	DR6	(C5)				
Negative Cost Movement									
ROD No.	Idea Summary	Department	Section	Sub Section	Total				
					C65,204				
82973 - J12Eur	Shield cable study against competitors	DK3	DKR2	DR6	C41,327				
82954 - J12Eur	Delete anti-theft horn relay as not required	DK3	DKR2	DR6	C22,715				
84645 - F16	RR DOOR WDW REG CHAN MATERIAL CHANGE	DK1	DKS	DS10	C1,162				

Workforce Growth

All Organisation All ICB

Workforce Growth - Staff in Post FTE

Staffing Groups	Staff March 2020	Staff March 2021	Staff March 2022	Staff March 2023	Staff May 2023
Grand Total	112,505	119,329	121,336	125,944	128,420
Nursing & Midwifery	32,534	31,489	34,159	35,404	35,480
Scientific, Therapeutic and Technical Staff	34,407	15,513	15,650	16,882	16,198
Medical and Dental	12,873	12,747	12,221	13,776	13,840
Support to Clinical	24,575	26,802	26,579	27,708	27,746
Administrative and Clerical	28,116	30,777	31,727	32,874	33,340

Staff in Post Metrics %

Staffing Groups	% Change since Mar 2020	% Change since 12months ago	% Change since 1 month ago	% Change YTD	Planned Changes
Grand Total	12.4%	-4.5%	0.4%	0.4%	2.7%
Nursing & Midwifery	10.4%	-4.4%	0.4%	0.2%	2.7%
Scientific, Therapeutic and Technical Staff	10.3%	3.9%	0.1%	0.2%	1.4%
Medical and Dental	14.0%	-4.7%	0.2%	0.5%	1.3%
Support to Clinical	12.9%	-4.9%	0.5%	0.1%	1.4%
Administrative and Clerical	14.2%	-4.5%	0.7%	0.8%	0.8%

Staff in Post % Changes

Staffing Groups	% Change 2019 - 2020	% Change 2020 - 2021	% Change 2021 - 2022	% Change 2022 - 2023
Grand Total	4.0%	5.7%	1.7%	1.7%
Nursing & Midwifery	4.4%	-4.0%	2.0%	1.5%
Scientific, Therapeutic and Technical Staff	1.8%	5.8%	0.9%	2.7%
Medical and Dental	5.2%	5.2%	3.6%	-4.0%
Support to Clinical	5.6%	8.3%	(0.8%)	-4.1%
Administrative and Clerical	2.9%	5.4%	3.0%	3.8%

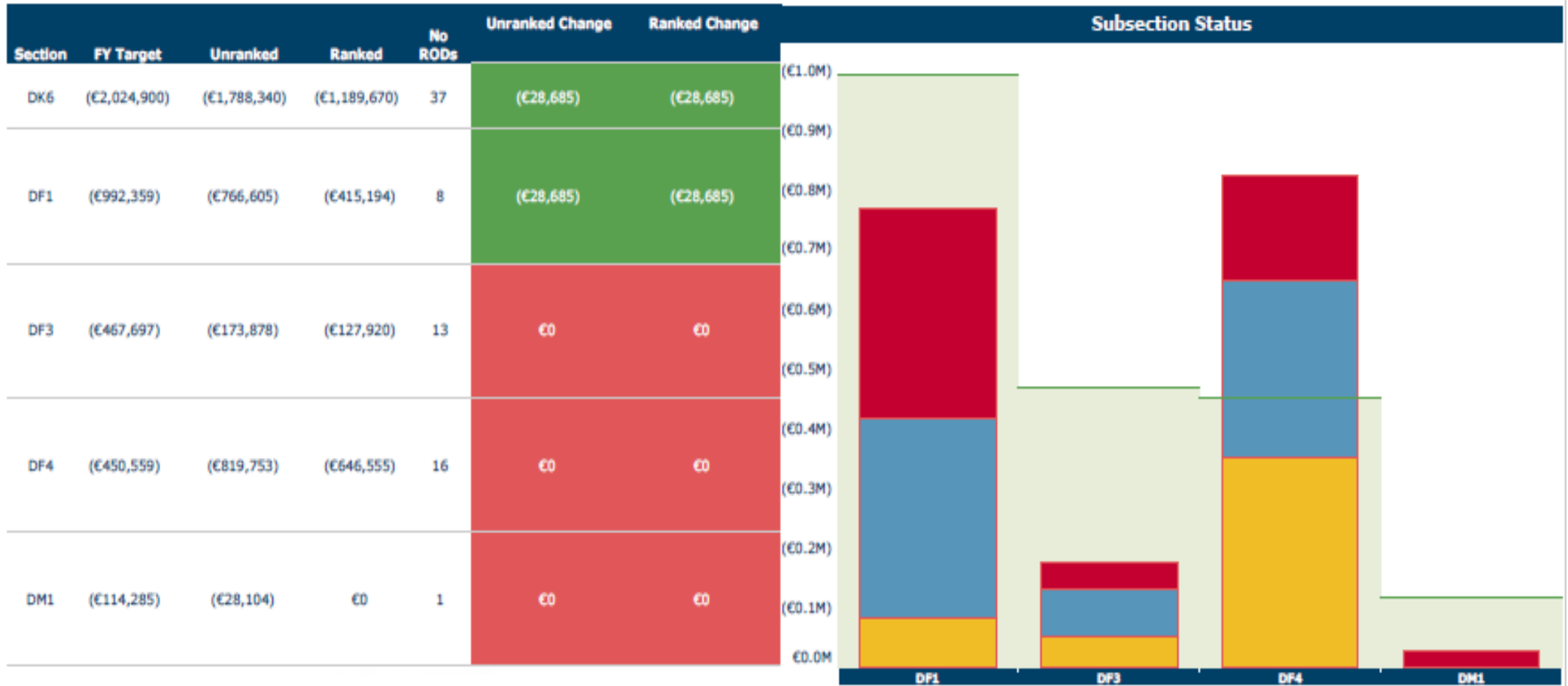
Staff in Post Metrics FTE

Staffing Groups	% Change since Mar 2020	% Change since 12months ago	% Change since 1 month ago	% Change YTD
Grand Total	13,915	5,452	545	-475
Nursing & Midwifery	3,347	1,489	112	76
Scientific, Therapeutic and Technical Staff	1,582	604	19	26
Medical and Dental	1,767	627	38	64
Support to Clinical	3,073	1,391	-134	-40
Administrative and Clerical	4,126	1,419	210	268

Sub-Section Performance and Milestone Status

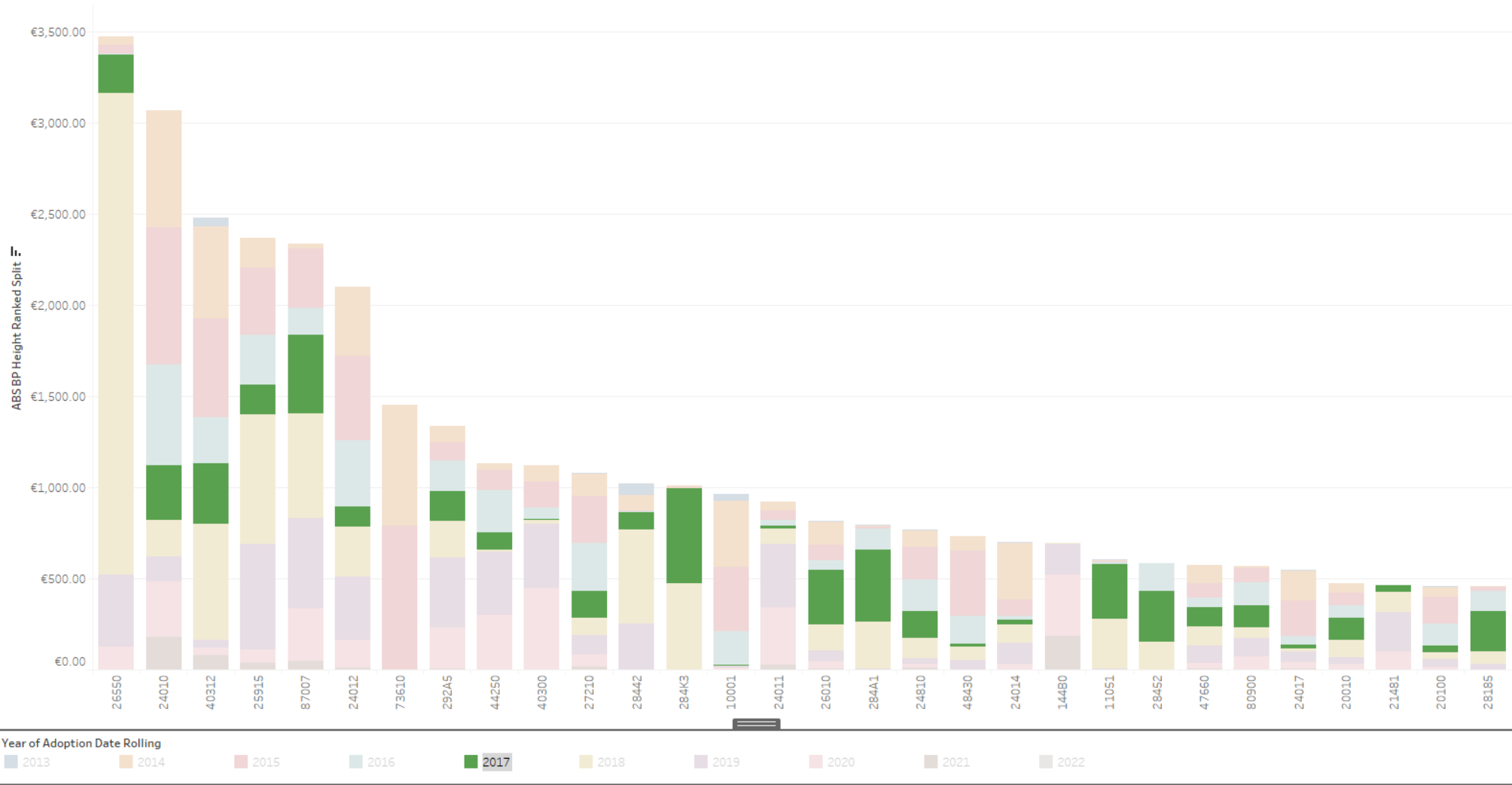
(Criteria: Excludes Ideas Pool & Comm Prep)

Period covered, between 02/02/2023 and 07/02/2023
 SS Period 2023 Dep DK6

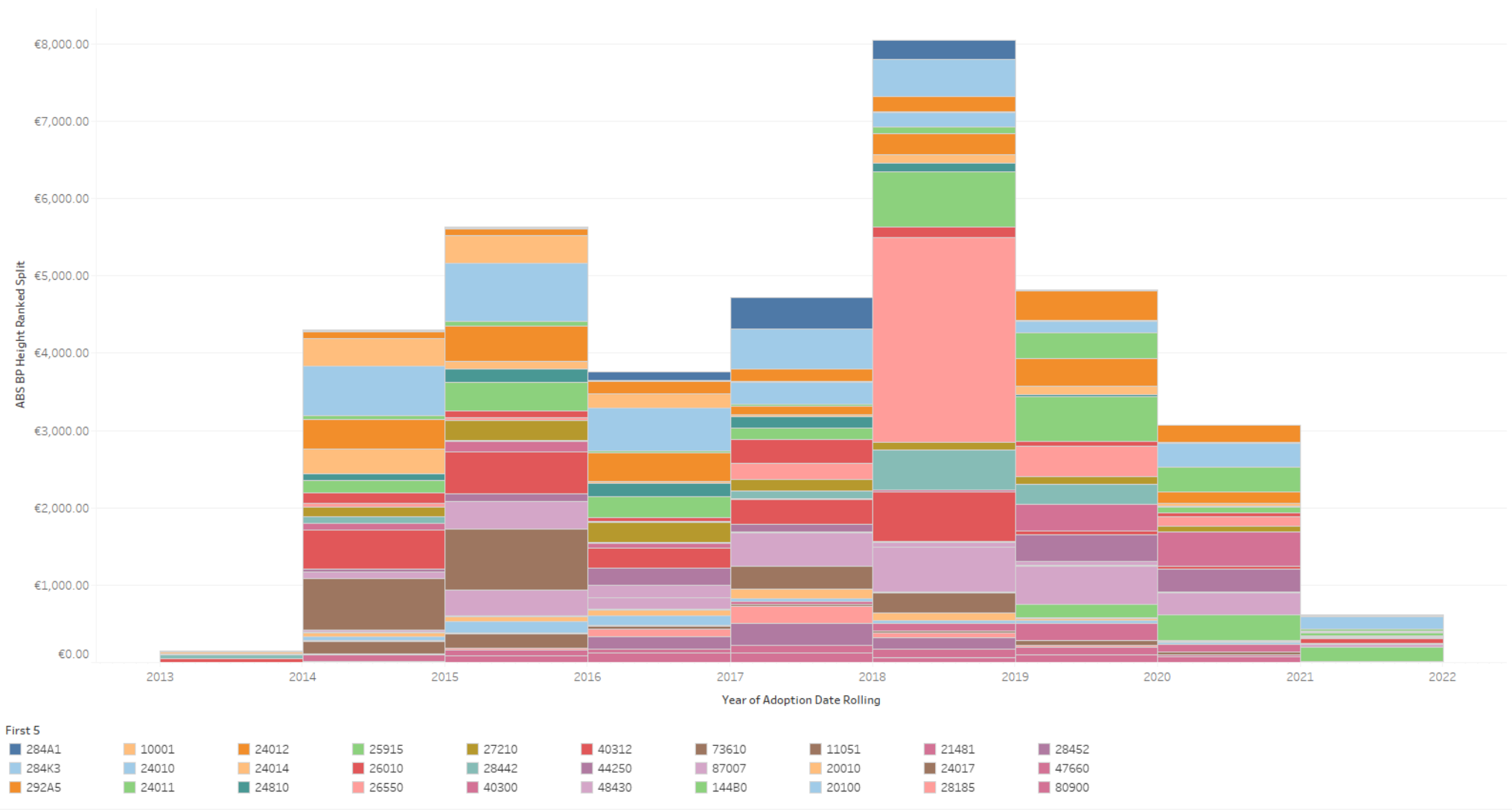


J11 Top 30 First 5 Over the Years (currently highlighting 2017 only)

First 5



J11 Top 30 First 5 Contributions per Year of Adoption



Profit Waterfall Chart

