

Reports Catalogue

F100330-04



Revision History

Revision Number	Description of Revision	Date of Revision
1	Initial Draft	January 27, 2011
2	Revision	February 28, 2011
3	Revision	March 7, 2011
4	Initial Release	March 24, 2011

Information Classification

C1	C2	C3	C4
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Overview

The FootfallCam Analytic Manager v.8 is an enterprise reporting tool that enables business users to review the data generated from the FootfallCam installed in any of their store. The FootfallCam Analytic Manager v.8 is a remote solution that anyone will be able to utilise if they have an account with FootfallCam.

All the reports are compiled and defined based on the defining metrics of FootfallCam. FootfallCam utilises the five below metrics to calculate all the key performance indicator in all reports:

- 1) **Visitor count** – measures the number of people that enter and leave the premise
- 2) **Visit duration** – measures how long each individual stay within the store
- 3) **Returning customer** – measures the number of individuals that have visited the store previously
- 4) **Cross shopping** – measures the number of visitors that have visited another store of the same company in the past
- 5) **Outside traffic** – measures the number of passers-by that did not convert into a visitor into your store

All the following reports are readily made and available according to the account type of the user to determine which type of report they would like to view. Users may request for custom reporting options by configuring their own metrics via the dashboard in their Footfallcam Analytic Manager account. FootfallCam offers a variety of reports generated from the data made available by the FootfallCam counter. Each report falls into one of three different categories. The table below highlights the categories of the reports available.

Level of reporting	Name of report	Report code
Company level	Company weekly report	RE-CWR01
	Company daily report	RE-CDR01
	Company weekly sales conversion report	RE-CSW01
	Company daily sales conversion report	RE-CSD01
	Store comparison report	RE-CSC01
Store level	Store weekly report	RE-SWR01
	Store daily report	RE-SDR01
	Store weekly sales conversion report	RE-SCW01
	Store daily sales conversion report	RE-SCD01
	Time comparison report	RE-STC01
Specialty reports	Marketing effectiveness report	RE-EME01
	Company opening and closing time analysis	RE-ECO01
	Store opening and closing time analysis	RE-ESO01
	Predictive analysis	RE-EPA01
	Queue counting report	RE-EQC01
Shopping mall level	Shopping mall monthly report	RE-MMR01
	Shopping mall daily report	RE-MAD01
	Zone analytics report	RE-MAR01
	Shopping mall counters daily report	RE-MCD01

Company level reports

Company level report displays the entire company and to determine the current performance standing of the business. This report includes aggregation of raw data on the company level, which combines all the data of every counter and every store within the company. This form of reporting is mainly use for top management to briefly review the performance of their stores without in depth details as to cause of improvement or decrements, and to compare different branches of the same retail or franchise.

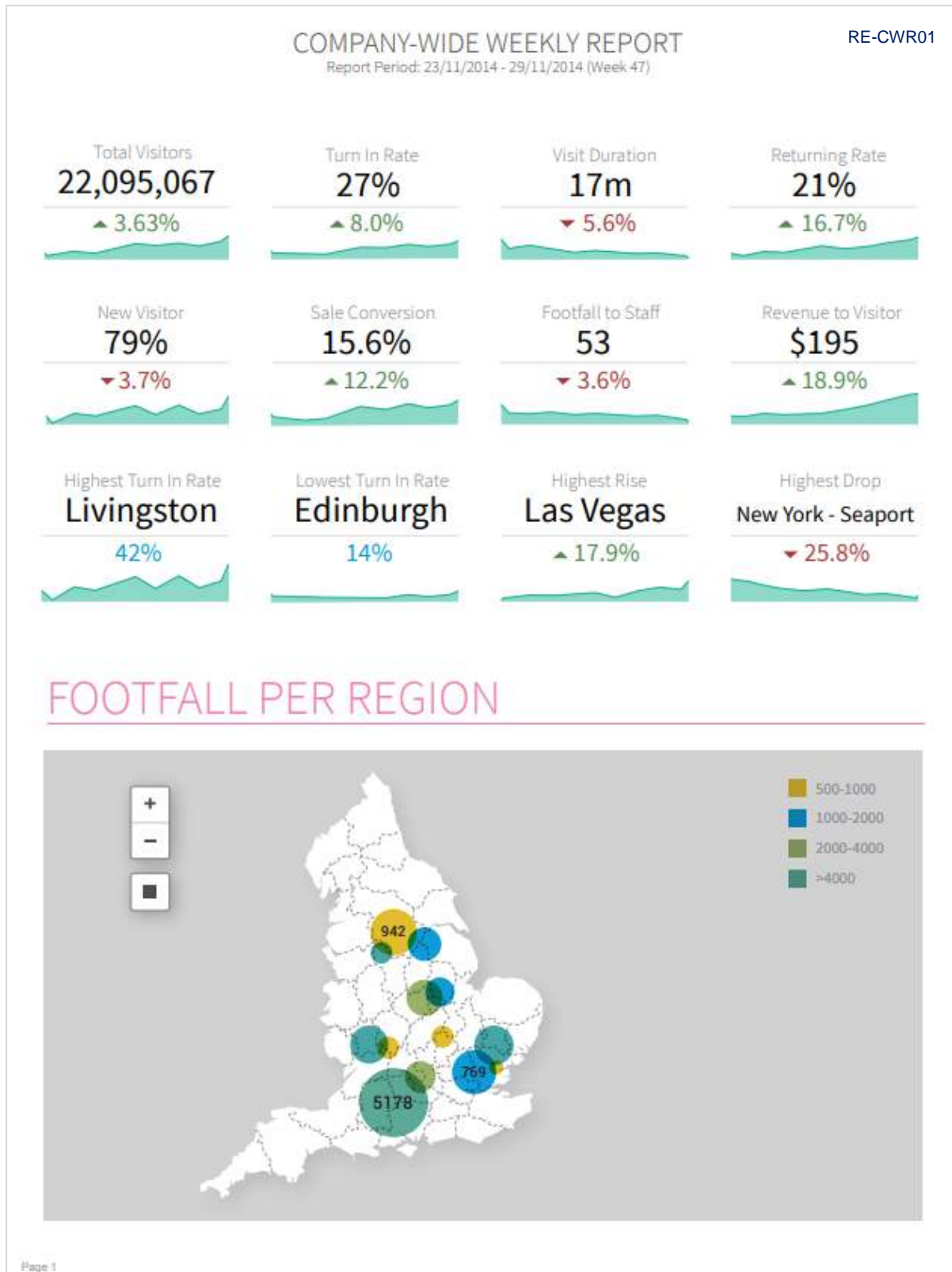
The table below breaks down each of the individual report under the company level along with their list of key users for each reporting option.

Name of report	Usage of report
Company weekly report	To showcase the overall trend across all branches within the company and provide all C-level executives with a comprehensive insight on the consumer behaviours and have a macro view of the performance of the stores
Company daily report	To showcase the daily trend across all branches based on a compiled daily report for macro view across all stores in the chain and drill down to an individual store in question if performance drops
Company weekly sales conversion report	Provide an insight into how well store staff is at converting their visitors into a store into a shopper and if a store is performing badly in terms of conversion, drill down to the issue and cause of deficit
Company daily sales conversion report	Provide a daily insight into whether sales have dropped in the previous day according to the number of visitors that have visit the store and display an interest in the product
Store comparison report	Compare two different group of stores based on environment to determine difference between traffic pattern based on external actors and enable top management to categorise different types of store

Report #1: Company weekly report

The company wide weekly report displays data regarding the best performing stores, the worst performing stores, and a summary of all sites compared to the previous week. The data may be use for a macro view of the overall performance of all stores in a weekly time frame to determine incremental changes from the previous week. The report may also be used to see the overall trend across all branches and give key executive personnel a comprehensive insight into the visitor count and behaviour.

Download a copy of the sample report via this [link](#).



Report #1: Company weekly report

RE-CWR01

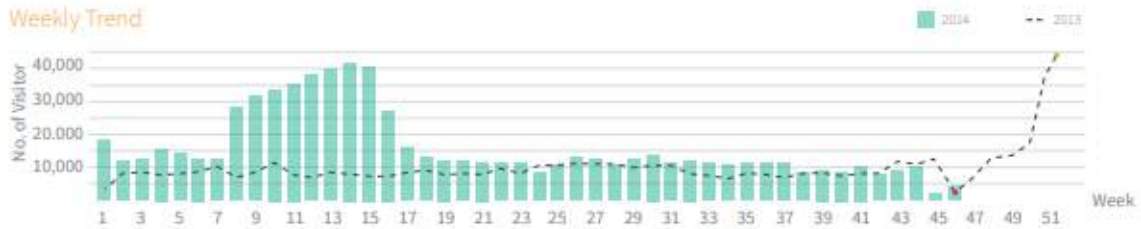
VISITOR COUNTS

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	14 420	11 220	▲ 28.5%
Tuesday	14 680	11 190	▲ 31.2%
Wednesday	19 320	18 300	▲ 5.6%
Thursday	17 210	14 890	▲ 15.6%
Friday	16 340	12 640	▲ 29.3%
Saturday	27 490	16 280	▲ 68.9%
Sunday	24 630	19 110	▲ 28.9%
Total	452 110	252 010	▲ 79%

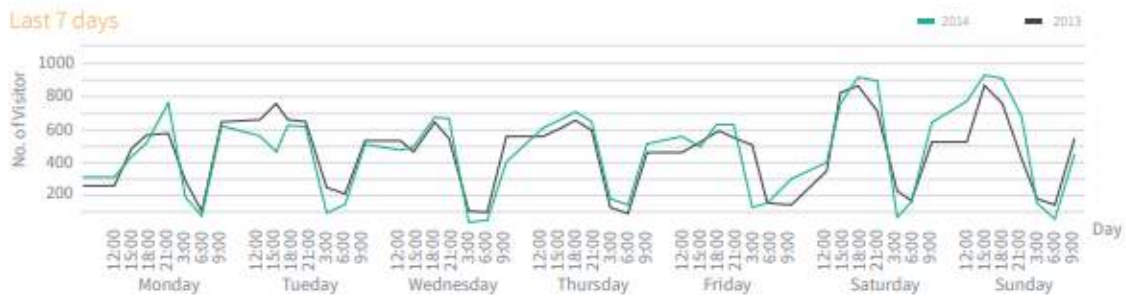
Weekly Trend



Daily Trend



Last 7 days



Traffic Profile



Report #1: Company weekly report

TURN IN RATE

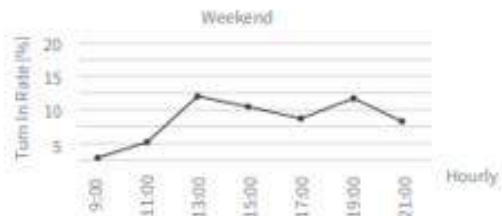
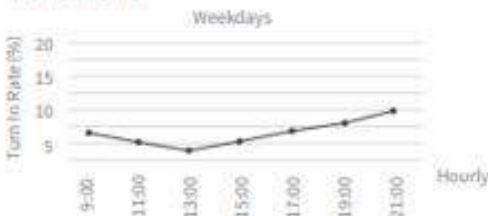
RE-CWR01

Monthly Trend

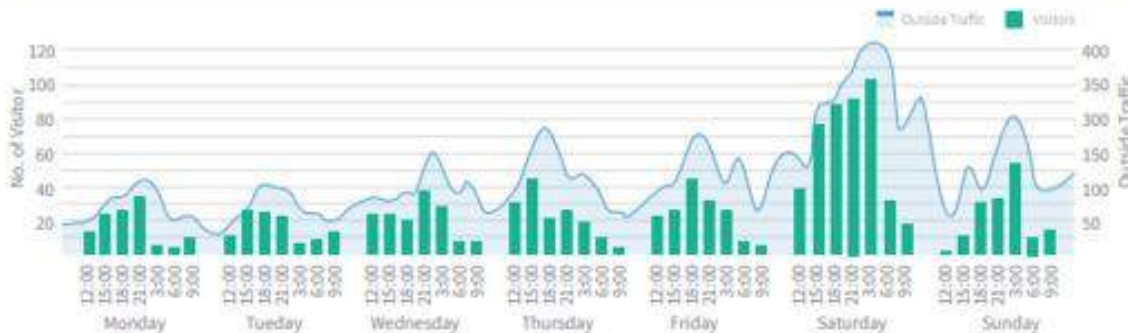


Week 47	This Year	Last Year	Changes
Monday	12.3%	10.8%	▲ 13.9%
Tuesday	10.9%	12.4%	▼ 12.1%
Wednesday	15.4%	14.3%	▲ 7.7%
Thursday	21%	12.7%	▲ 65.4%
Friday	19%	21%	▼ 9.5%
Saturday	18.9%	18%	▲ 5%
Sunday	20.4%	16%	▲ 27.5%
Total	21.4%	17%	▲ 25.9%

Traffic Profile



OUTSIDE TRAFFIC



Report #1: Company weekly report

RE-CWR01

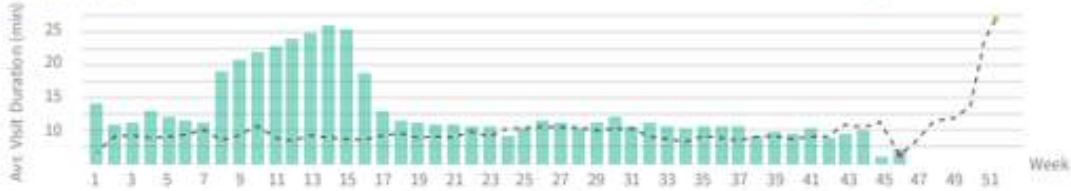
VISIT DURATIONS

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	10 min	7 min	▲ 42.9%
Tuesday	9 min	8 min	▲ 12.5%
Wednesday	13 min	11 min	▲ 18.2%
Thursday	11 min	12 min	▼ 8.3%
Friday	16 min	13 min	▲ 23.1%
Saturday	13 min	9 min	▲ 44.4%
Sunday	17 min	18 min	▼ 5.6%
Total	20 min	18 min	▲ 11.1%

Weekly Trend



Daily Trend



Classification by Engagement



Week 47	<15mins	15-30mins	>30mins
Monday	40%	40%	20%
Tuesday	50%	25%	25%
Wednesday	35%	30%	35%
Thursday	55%	25%	20%
Friday	38%	40%	22%
Saturday	60%	26%	14%
Sunday	46%	21%	33%

Report #1: Company weekly report

RETURNING CUSTOMERS

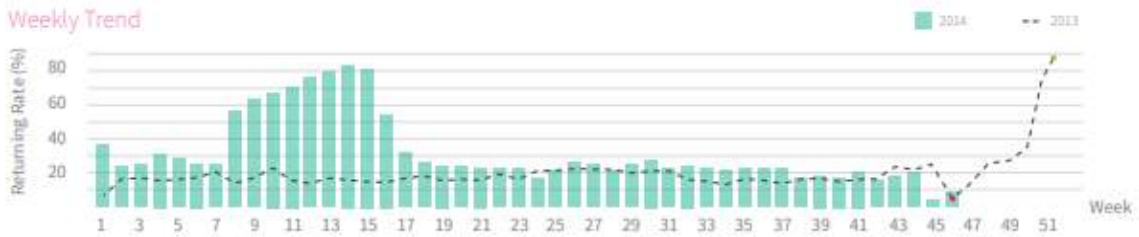
RE-CWR01

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	13%	12%	▲ 8.3%
Tuesday	11%	13%	▼ 15.4%
Wednesday	15%	14%	▲ 7.1%
Thursday	17%	15%	▲ 13.3%
Friday	22%	21%	▲ 4.8%
Saturday	21%	20%	▲ 5%
Sunday	20%	19%	▲ 5.3%
Total	19%	15%	▲ 26.7%

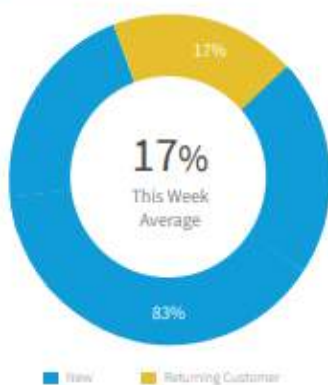
Weekly Trend



Daily Trend



Classification by Visit Frequency



Frequency	Within 1 month	Within 3 months
1	56%	50%
2	28%	23%
3	11%	16%
>3	5%	11%

Report #1: Company weekly report

SALES CONVERSION

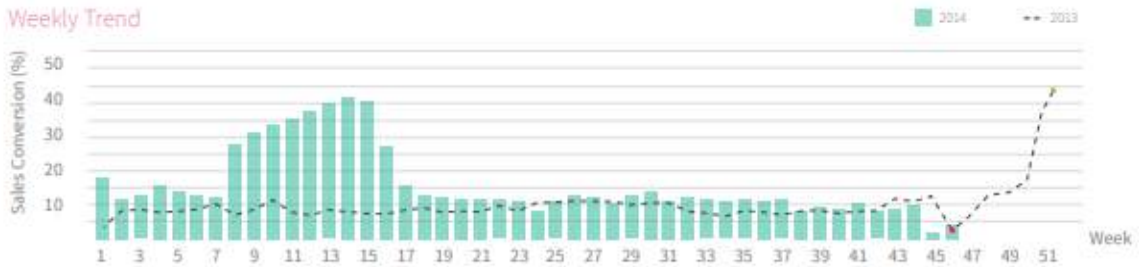
RE-CWR01

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	13%	10%	▲ 30%
Tuesday	11%	13%	▼ 15.4%
Wednesday	15%	14%	▲ 7.1%
Thursday	17%	15%	▲ 13.3%
Friday	22%	20%	▲ 10%
Saturday	21%	20%	▲ 5%
Sunday	20%	19%	▲ 5.3%
Total	23%	19%	▲ 21.1%

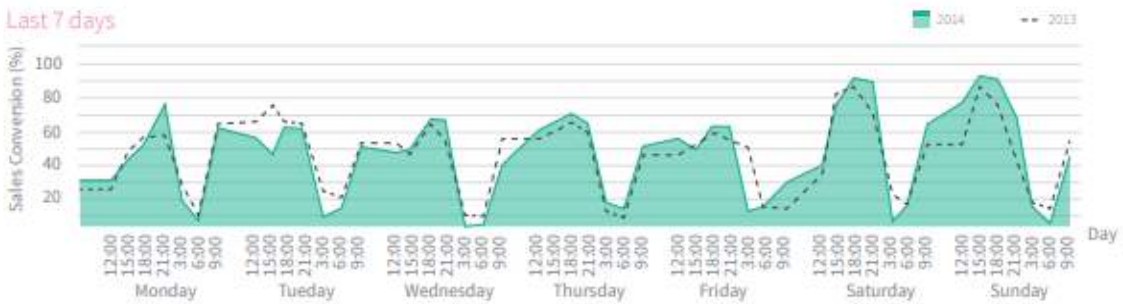
Weekly Trend



Daily Trend



Last 7 days



Traffic Profile



Report #1: Company weekly report

RE-CWR01

SITES SUMMARY

Region	Visitor Count			Turn In Rate		Visit Duration		Returning Customer		Sales Conversion	
	Rank	This Week	Changes (%)	This Week	Changes (%)	This Week	Changes (%)	This Week	Changes (%)	This Week	Changes (%)
Beijing Shin Kong Men	1105	199800	▲ 11.2	22.4	▲ 2.1	6	▲ 14	14.5	▲ 19.1	34	▲ 32.3
Beijing China World	1126	201306	▲ 12.9	19.5	▲ 3.2	11	▲ 13.5	7.3	▲ 20.9	14	▲ 35.5
Beijing Peninsula	1102	186352	▲ 12.5	13.6	▲ 4.9	14	▼ 2.1	4.8	▲ 4.4	29	▲ 17.2
Bordeaux	1210	169083	▼ 8.4	14.9	▲ 0.9	12	▼ 1.3	3.3	▲ 1.7	23	▲ 19.2
Cannes	1073	210101	▲ 2.1	14.6	▲ 0.4	13	▲ 3.2	13.2	▲ 1.9	18	▲ 24.2
Courchevel	104	232892	▲ 23.2	32.9	▲ 3.6	14	▲ 17.2	17.3	▲ 21.2	21	▲ 34.2
Courchevel Pop Up	189	201157	▲ 27.9	16.5	▲ 3.4	17	▲ 12.5	21.3	▲ 19.5	22	▲ 25.6
Cologne	743	233912	▲ 1.1	2.5	▲ 0.6	22	▲ 8.3	20.2	▼ 9.7	26	▲ 13.4
Chengdu Yanlord	819	231224	▼ 3.5	7.3	▲ 0.3	14	▲ 7.8	7.3	▼ 3.6	34	▼ 28.7
Dalian	866	227001	▼ 0.9	11.9	▼ 2.8	15	▼ 2.4	0.9	▼ 3.1	28	▲ 13.3
Deauville	421	212174	▲ 12	18.4	▲ 2.2	12	▲ 14.9	21.7	▲ 19.1	18	▲ 32.3
Florence	1693	190060	▲ 14.7	20.3	▲ 5.7	19	▲ 14.1	19.3	▲ 21.9	15	▲ 35.8
Forte Dei Marmi	1107	188004	▲ 17.2	14.7	▼ 3.1	19	▼ 2.4	1.9	▲ 5.4	14	▲ 16.8
Hefei	914	199973	▼ 8.9	16.8	▲ 1.1	8	▼ 2.7	2.4	▲ 1.4	31	▲ 21
Jinan Guihe	606	230407	▲ 2.8	13.8	▲ 1.3	11	▲ 1.3	13.1	▲ 1.9	17	▲ 27.5
Kobe Kyoryuchi	500	234143	▲ 25.3	31.3	▲ 4.6	11	▲ 16.9	11.8	▲ 20.2	16	▲ 33.3
Landmark	145	255002	▲ 27.3	17.3	▼ 1.9	13	▲ 13.5	12.3	▲ 18.4	23	▲ 24.8
Las Vegas City Center	9	316354	▲ 0.7	2.1	▲ 1.4	11	▲ 4.7	8.6	▼ 10.2	13	▲ 14.3
Lille	226	221104	▲ 4.2	5.5	▼ 0.8	23	▲ 8.9	11.6	▼ 3.4	25	▼ 28.9
Lyon	115	101454	▲ 5.1	19.4	▼ 2.1	6	▼ 2.5	0.3	▼ 5.2	13	▲ 13.3
Marina Bay	16	194083	▲ 3.2	15.9	▲ 1.1	18	▲ 1.7	13.3	▲ 2.9	17	▲ 27.5
New Bond Street	35	200958	▲ 27.8	29.3	▲ 4.9	12	▲ 16.8	1.9	▲ 17.1	16	▲ 34.2
New York 5th Avenue	8	231437	▲ 25.3	20.4	▼ 3.6	12	▲ 15	1.5	▲ 15.8	17	▲ 24.5
Omotesando	11	213789	▲ 1.1	2.5	▲ 0.7	24	▲ 6.6	4.2	▼ 11.6	15	▲ 16.7
Palo Alto	961	164628	▼ 3.4	1.9	▲ 0.3	18	▲ 8.7	13.5	▼ 3.6	12	▼ 27.3

Report #2: Company daily report

The company daily report will display data for teop management to review on the total number of visitor count of all stores in hourly trend for the current day, and for the total number of visitor of all stores in hourtrend for the previous week of the same day. The data of the company daily report may be used for a holistic view of the change in number of visitor count on a macro view with the same day compared to the previous week. The data from the company daily report may be use to analyse how well a store is performing on a daily basis and to drill down to the store in question to review poor performance.

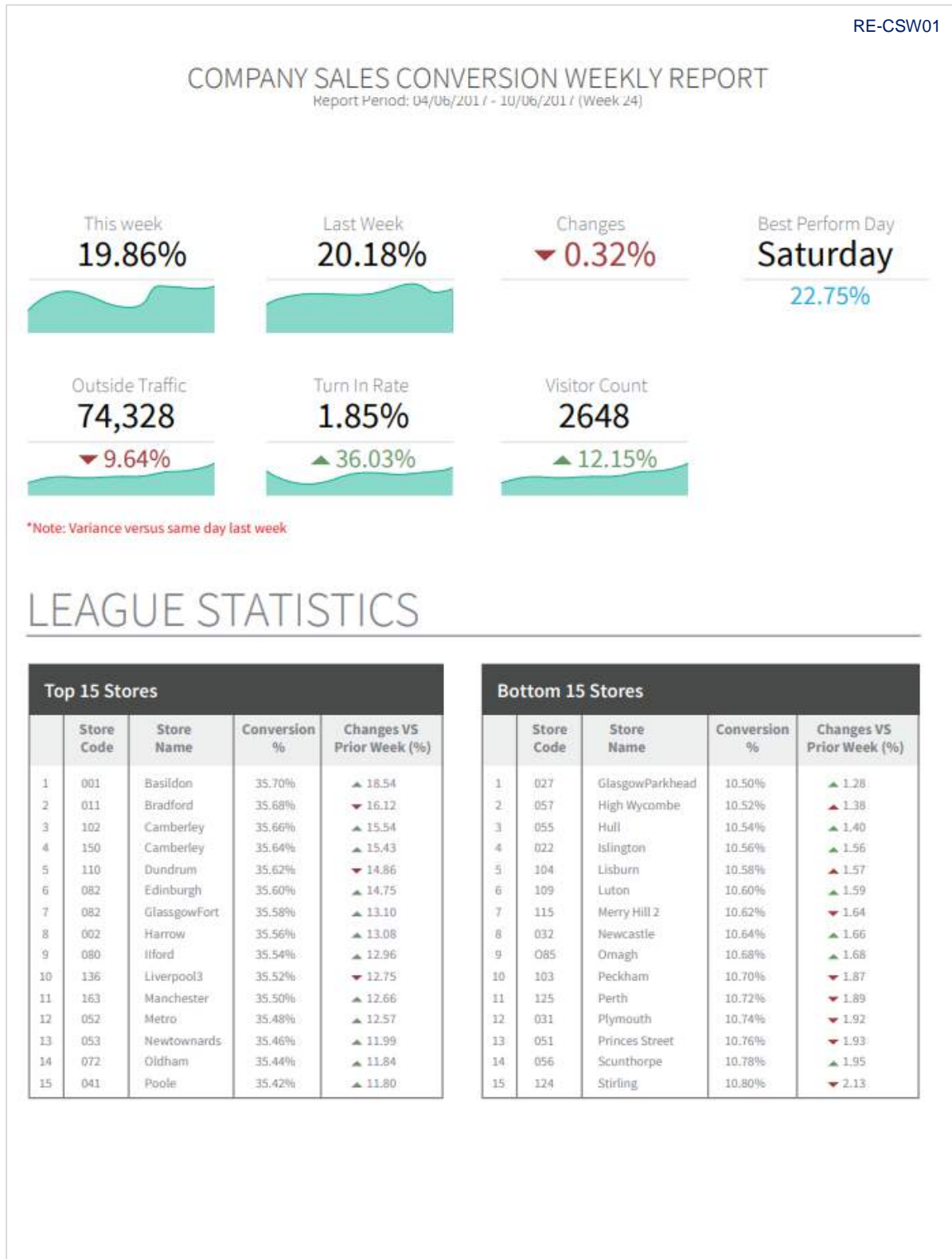
Download a copy of the sample report via this [link](#).



Report #3: Company weekly sales conversion report

The company weekly sales conversion report will combine the footfall data along with sales data migrated from the user's ePoS system to allow retailers to identify missed opportunities of conversions. The sales conversion rate is primarily focused on loss prevention. Headquarter executives will be able to use this data to review the pricing strategies of their stores.

Download a copy of the sample report via this [link](#).



Report #3: Company weekly sales conversion report

SALES CONVERSION

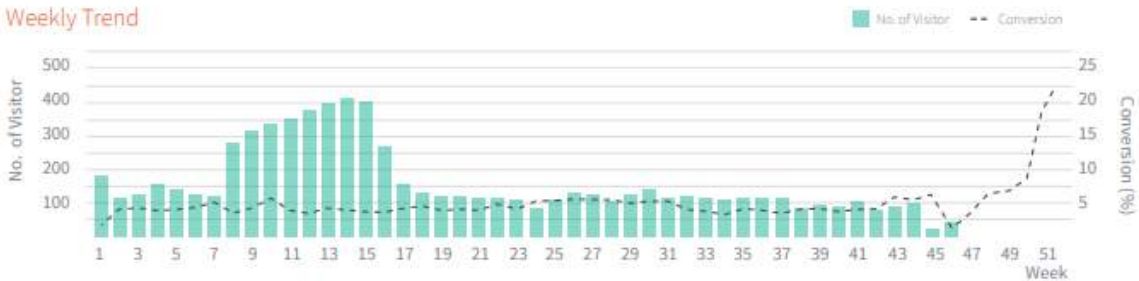
RE-CSW01

Monthly Trend

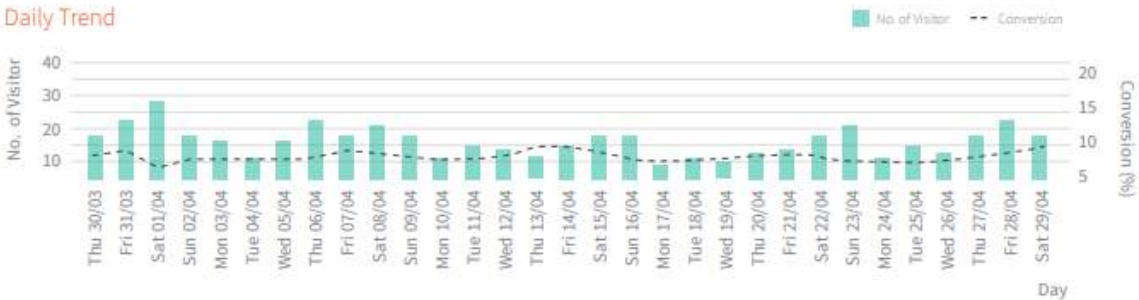


Week 18	No. of Visitor	Sales Volume	Conversion
Monday	161	24	17%
Tuesday	158	20	10%
Wednesday	94	21	7%
Thursday	163	30	7%
Friday	213	47	3%
Saturday	261	62	14%
Sunday	397	87	10%
Total	1447	291	10%

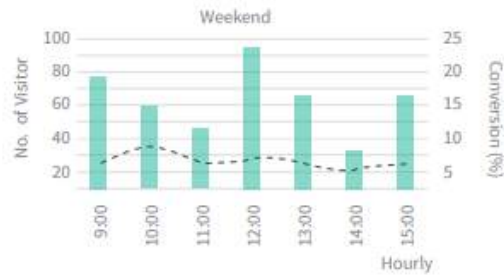
Weekly Trend



Daily Trend



Traffic Profile



Report #3: Company weekly sales conversion report

BRANCH STATISTICS

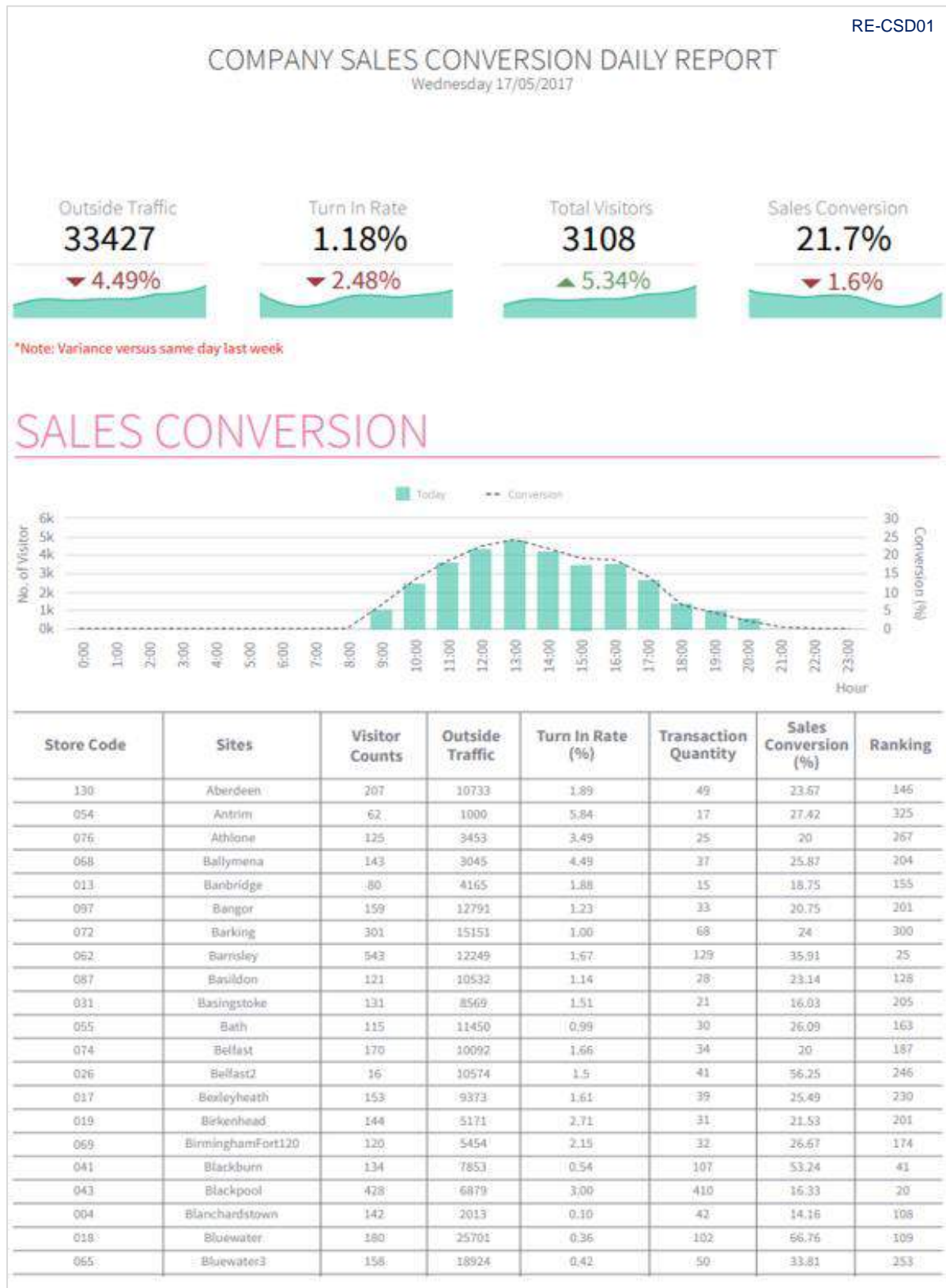
RE-CSW01

Store Code	Branch	This Week	Changes from Last Week	Number of Transaction	Sales Amount	7 Day Trend	Ranking
147	Aberdeen	31.52%	▲ 28.72%	2252	£ 7,425.45		225
235	Antrim	26.76%	▲ 83.45%	1785	£ 7,036.65		86
163	Athlone	37.82%	▲ 39.11%	2532	£ 8,775.85		72
198	Ballymena	50.28%	▲ 37.14%	3489	£ 10,359.90		58
101	Banbridge	46.50%	▲ 55.50%	2896	£ 9,985.85		149
152	Bangor	35.71%	▲ 23.20%	2432	£ 7,669.45		194
135	Barking	48.63%	▲ 27.90%	3256	£ 10,225.30		60
132	Barnsley	24.53%	▲ 1.10%	1478	£ 6,122.55		192
072	Basingstoke	31.85%	▲ 81.34%	2350	£ 7,599.80		165
286	Belfast	25.87%	▼ 0.90%	1635	£ 6,599.00		124
287	Belfast2	27.41%	▲ 12.00%	1985	£ 7,255.50		145
178	Bexleyheath	13.00%	▲ 39.53%	1012	£ 5,233.50		19
253	Birkenhead	25.10%	▲ 17.20%	1525	£ 6,223.35		14
148	Blackburn	24.34%	▼ 8.90%	1352	£ 5,988.50		16
209	Bolton	20.82%	▲ 2.80%	1320	£ 5,966.65		225
203	Bootle	42.14%	▲ 52.23%	2725	£ 8,995.40		86
122	BoundaryMill	46.39%	▲ 27.30%	2865	£ 9,954.90		72
200	Bournemouth	18.78%	▲ 0.70%	1222	£ 5,523.35		58
025	Bradford	31.48%	▲ 56.23%	2001	£ 7,365.95		149
178	BradfordBroadwa	31.52%	▲ 28.72%	2252	£ 7,425.45		194
234	Braehead	26.76%	▲ 83.45%	1785	£ 7,036.65		60
145	Brighton	37.82%	▲ 39.11%	2532	£ 8,775.85		192
163	Bristol	50.28%	▲ 37.14%	3489	£ 10,359.90		165
164	Bristol2	46.50%	▲ 55.50%	2896	£ 9,985.85		124
234	Broadmarsh	35.71%	▲ 23.20%	2432	£ 7,669.45		145
122	Bromley	48.63%	▲ 27.90%	3256	£ 10,225.30		19
123	Bromley 2	24.53%	▲ 1.10%	1478	£ 6,122.55		14
134	Bullring	31.85%	▲ 81.34%	2350	£ 7,599.80		16
042	Burnley	25.87%	▼ 0.90%	1635	£ 6,599.00		58
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152	Bury St Edmunds	13.00%	▲ 39.53%	1012	£ 5,233.50		194
135	Camberley	25.10%	▲ 17.20%	1525	£ 6,223.35		60
132	Cambridge	24.34%	▼ 8.90%	1352	£ 5,988.50		192
133	Cambridge 2	20.82%	▲ 2.80%	1320	£ 5,966.65		165
138	Cardiff	42.14%	▲ 52.23%	2725	£ 8,995.40		124
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140	Cardiff 3	18.78%	▲ 0.70%	1222	£ 5,523.35		225
163	Carlisle	31.48%	▲ 56.23%	2001	£ 7,365.95		86
198	CastleMall	12.09%	▲ 56.23%	1643	£ 6,599.00		72
199	CastleMall2	24.34%	▲ 56.23%	3425	£ 7,599.80		58

Report #4: Company daily sales conversion report

The company daily sales conversion report will combine the footfall data along with sales data migrated from the user's ePoS system to allow retailers to identify missed opportunities of conversions. Headquarter executives will be able to review all sales conversion rate across all the stores within the company on a given day.

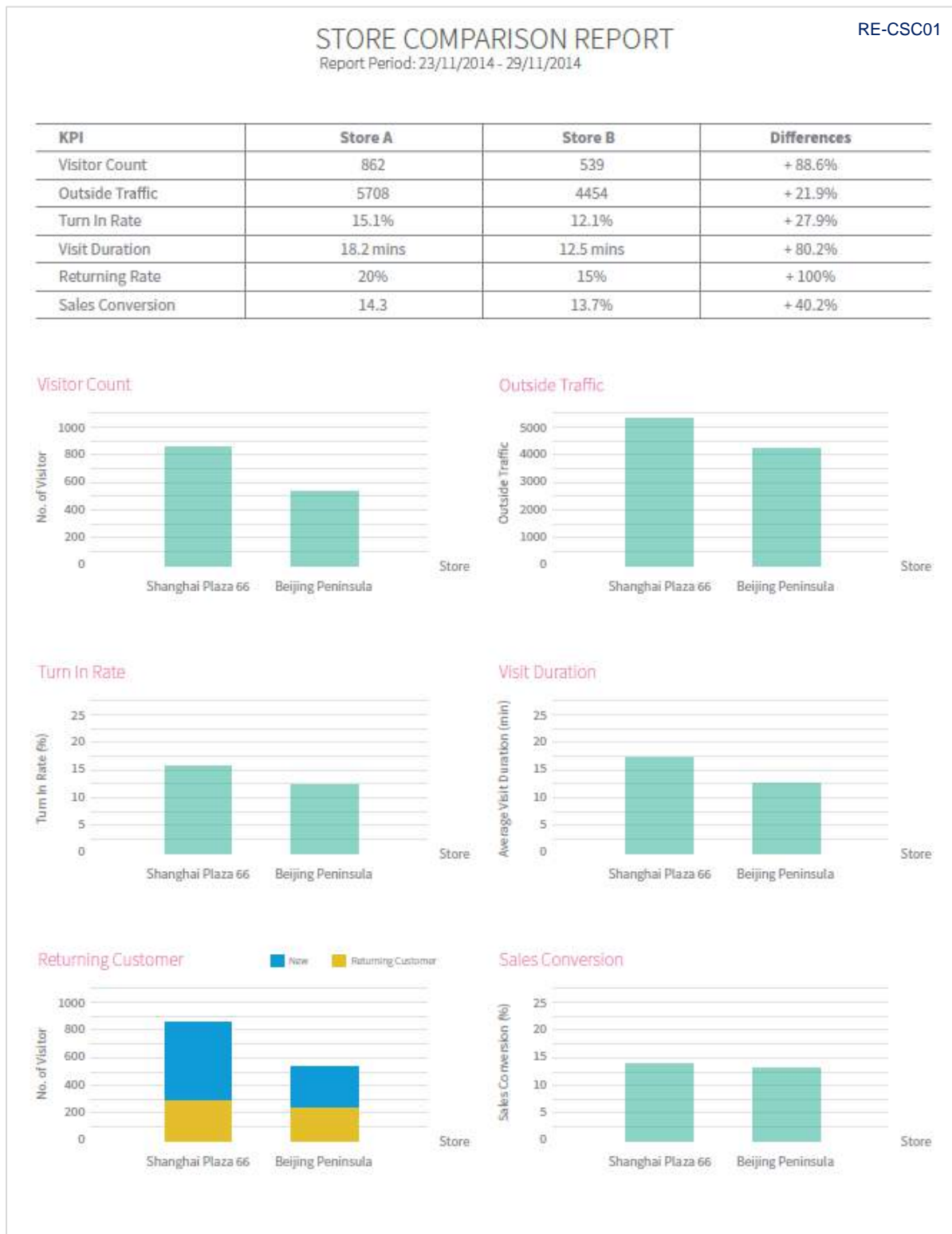
Download a copy of the sample report via this [link](#).



Report #5: Store comparison report

The store comparison report will provide C-level executives with the option to compare the key performance indicator for two different type of stores based on their environment. A possible use case for this reporting is for a C-level executive to determine what is the difference in terms of customer profiling for a location within the city, or a location in a small town. Another use of this report is to review the visitor count based on geographical reach executives will be able to determine which location should be focused in marketing efforts to raise brand awareness.

Download a copy of the sample report via this [link](#).



Store level reports

Store level reports display the details of Company level report displays the entire company and to determine the current performance standing of the business. This report includes aggregation of raw data on the company level, which combines all the data of every counter and every store within the company. This form of reporting is mainly use for top management to briefly review the performance of their stores without in depth details as to cause of improvement or decrements, and to compare different branches of the same retail or franchise.

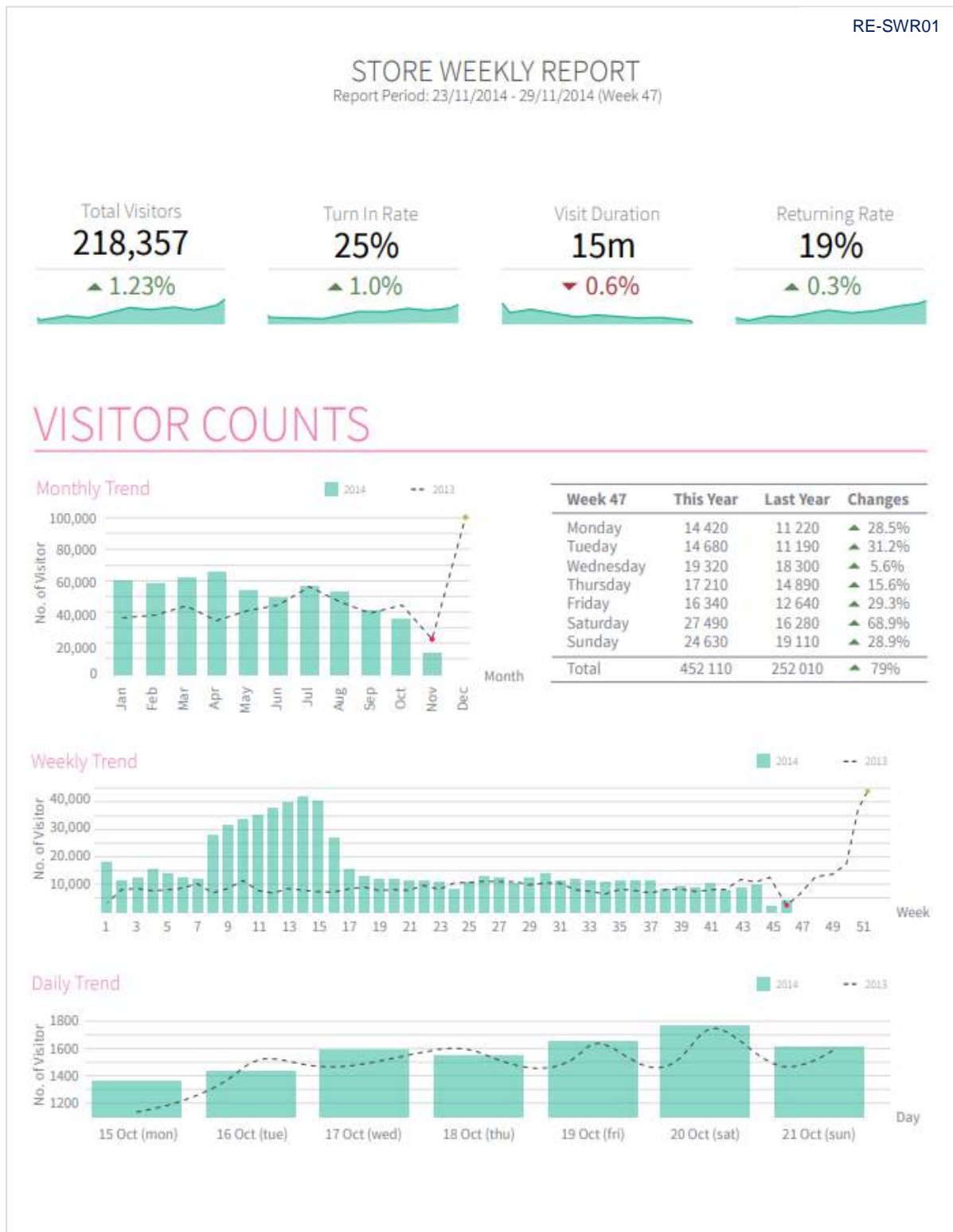
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Name of report	Usage of report
Store weekly report	To showcase the overall trend across all branches within the company and provide all C-level executives with a comprehensive insight on the consumer behaviours and have a macro view of the performance of the stores
Store daily report	To showcase the daily trend across all branches based on a compiled daily report for macro view across all stores in the chain and drill down to an individual store in question if performance drops
Store weekly sales conversion report	Provide an insight into how well store staff is at converting their visitors into a store into a shopper and if a store is performing badly in terms of conversion, drill down to the issue and cause of deficit
Store daily sales conversion report	Provide a daily insight into whether sales have dropped in the previous day according to the number of visitors that have visit the store and display an interest in the product
Time comparison report	Provide a comparison of the performance of a single store in a breakdown of two different time periods, allowing store managers and area managers to determine status of the business and performance

Report #1: Store weekly report

The store weekly report is a standardised report summarising the weekly analytics on footfall trends, visit duration, returning rate, and sales conversion. This reporting option is designed for store managers to identify the best practices for daily store operations. This reporting choice is used for store managers to identify how many sale opportunities were missed from the previous days, and courses of action that can be taken to improve conversion. Another determinant of this report is finding out the condition customers tend to stay longer, such as the time of day.

Download a copy of the sample report via this [link](#).



Report #1: Store weekly report

RE-SWR01

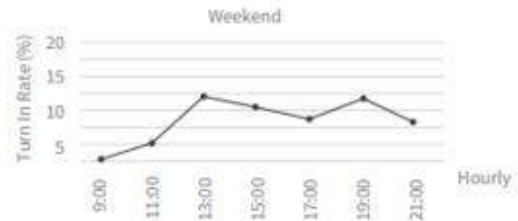
TURN IN RATE

Monthly Trend

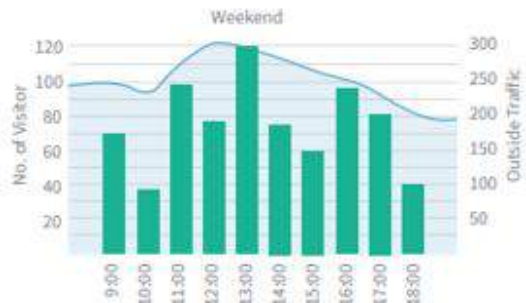
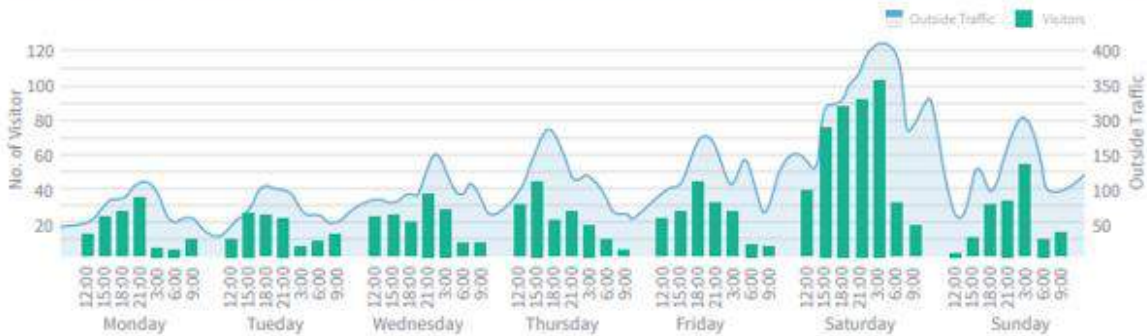


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Wednesday	15.4%	14.3%	▲ 7.7%
Thursday	21%	12.7%	▲ 65.4%
Friday	19%	21%	▼ 9.5%
Saturday	18.9%	18%	▲ 5%
Sunday	20.4%	16%	▲ 27.5%
Total	21.4%	17%	▲ 25.9%

Traffic Profile



OUTSIDE TRAFFIC



Report #1: Store weekly report

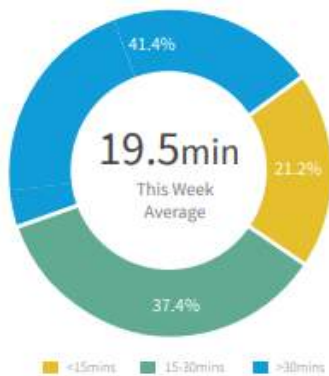
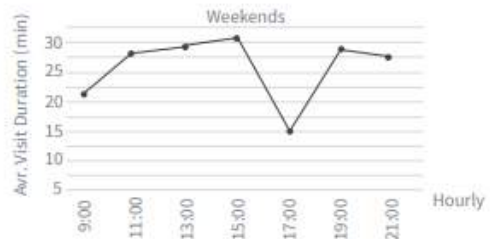
RE-SWR01

VISIT DURATIONS

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	10 min	7 min	▲ 42.9%
Tuesday	9 min	8 min	▲ 12.5%
Wednesday	13 min	11 min	▲ 18.2%
Thursday	11 min	12 min	▼ 8.3%
Friday	16 min	13 min	▲ 23.1%
Saturday	13 min	9 min	▲ 44.4%
Sunday	17 min	18 min	▼ 5.6%
Total	20 min	18 min	▲ 11.1%



Report #1: Store weekly report

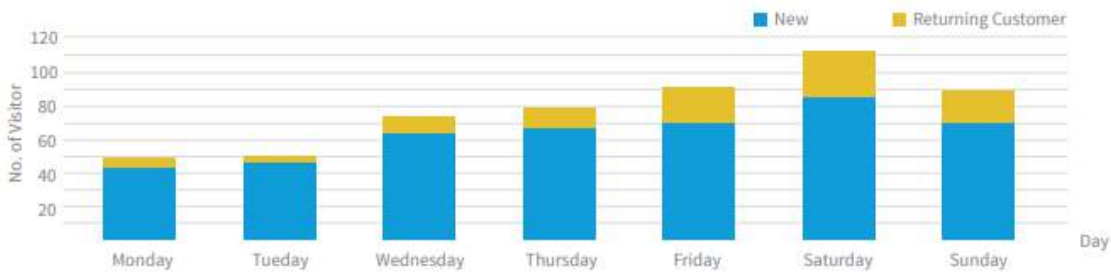
RETURNING CUSTOMERS

RE-SWR01

Monthly Trend

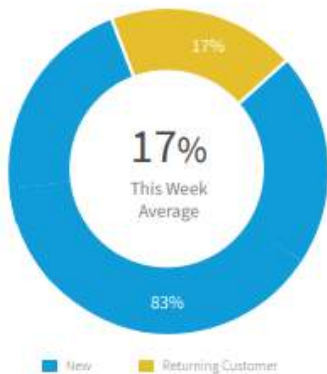


Week 47	This Year	Last Year	Changes
Monday	13%	12%	▲ 8.3%
Tuesday	11%	13%	▼ 15.4%
Wednesday	15%	14%	▲ 7.1%
Thursday	17%	15%	▲ 13.3%
Friday	22%	21%	▲ 4.8%
Saturday	21%	20%	▲ 5%
Sunday	20%	19%	▲ 5.3%
Total	19%	15%	▲ 26.7%



Frequency Of Returning Customer Within 1 Month & 3 Month

Frequency	Within 1 month	Within 3 months
New	50%	40%
1 time	20%	10%
2 times	20%	20%
>2 times	10%	30%

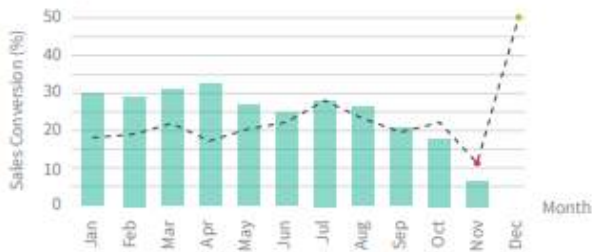


Report #1: Store weekly report

RE-SWR01

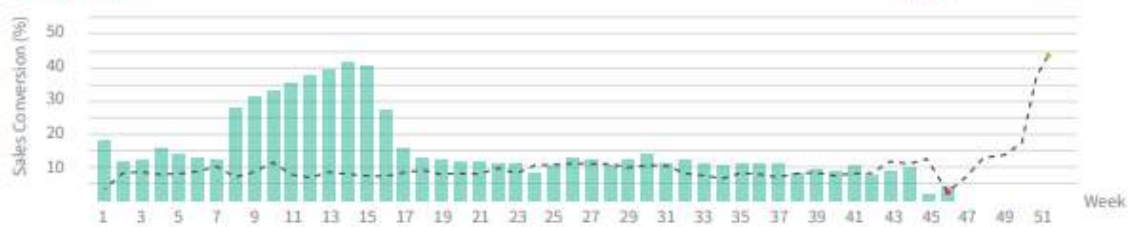
SALES CONVERSION

Monthly Trend



Week 47	This Year	Last Year	Changes
Monday	13%	10%	▲ 30%
Tuesday	11%	13%	▼ 15.4%
Wednesday	15%	14%	▲ 7.1%
Thursday	17%	15%	▲ 13.3%
Friday	22%	20%	▲ 10%
Saturday	21%	20%	▲ 5%
Sunday	20%	19%	▲ 5.3%
Total	23%	19%	▲ 21.1%

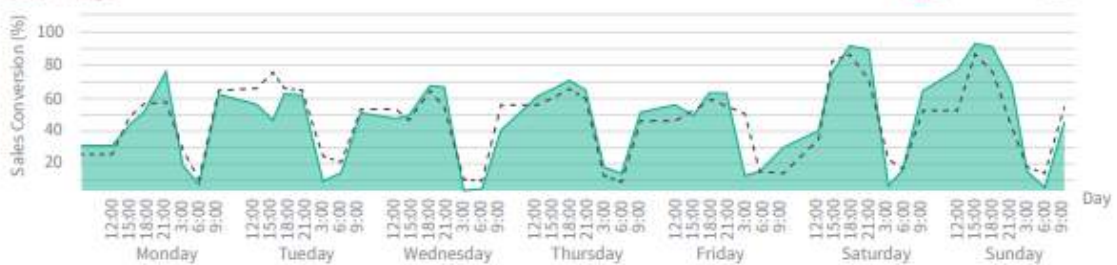
Weekly Trend



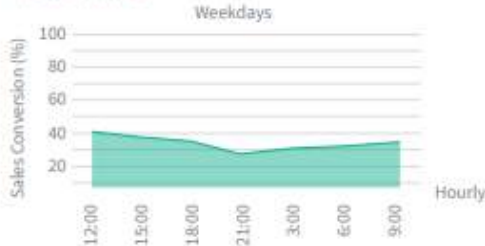
Daily Trend



Last 7 days



Traffic Profile

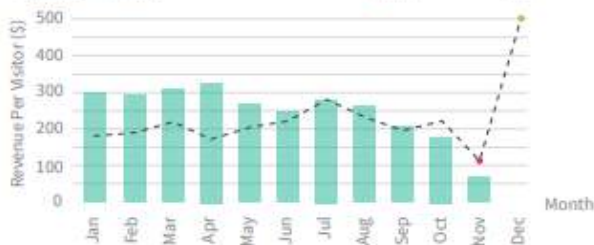


Report #1: Store weekly report

RE-SWR01

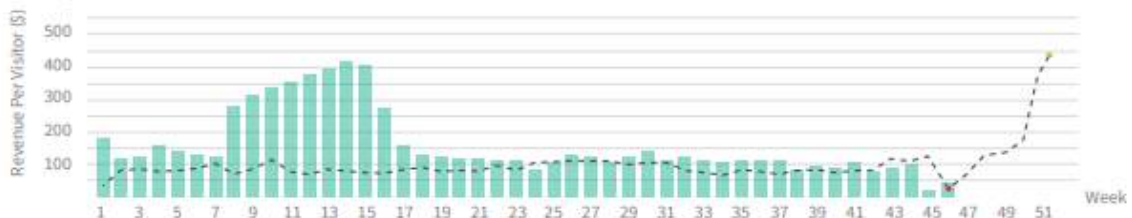
REVENUE PER VISITOR

Monthly Trend

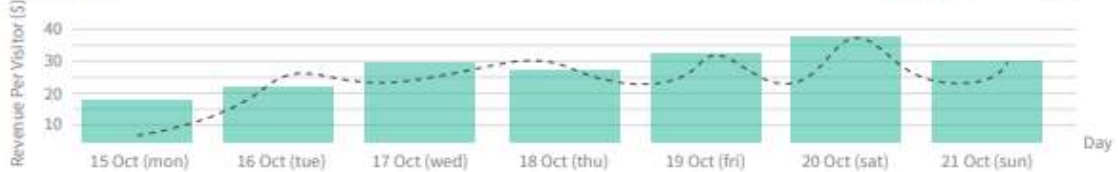


Week 47	This Year	Last Year	Changes
Monday	\$213	\$310	▲ 30%
Tuesday	\$110	\$143	▼ 15.4%
Wednesday	\$215	\$314	▲ 7.1%
Thursday	\$170	\$215	▲ 13.3%
Friday	\$220	\$252	▲ 10%
Saturday	\$201	\$154	▲ 5%
Sunday	\$120	\$199	▲ 5.3%

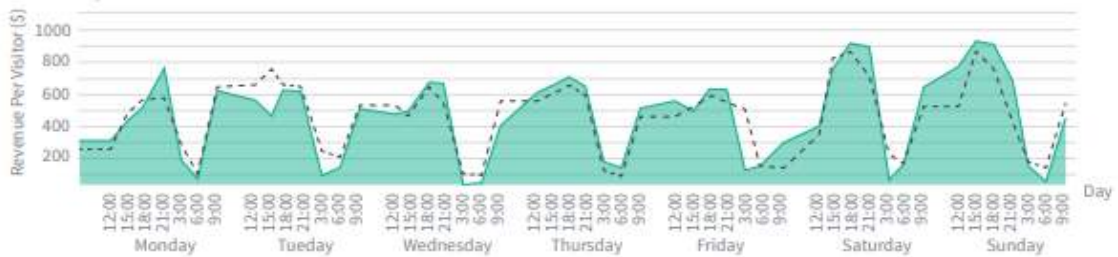
Weekly Trend



Daily Trend



Last 7 days



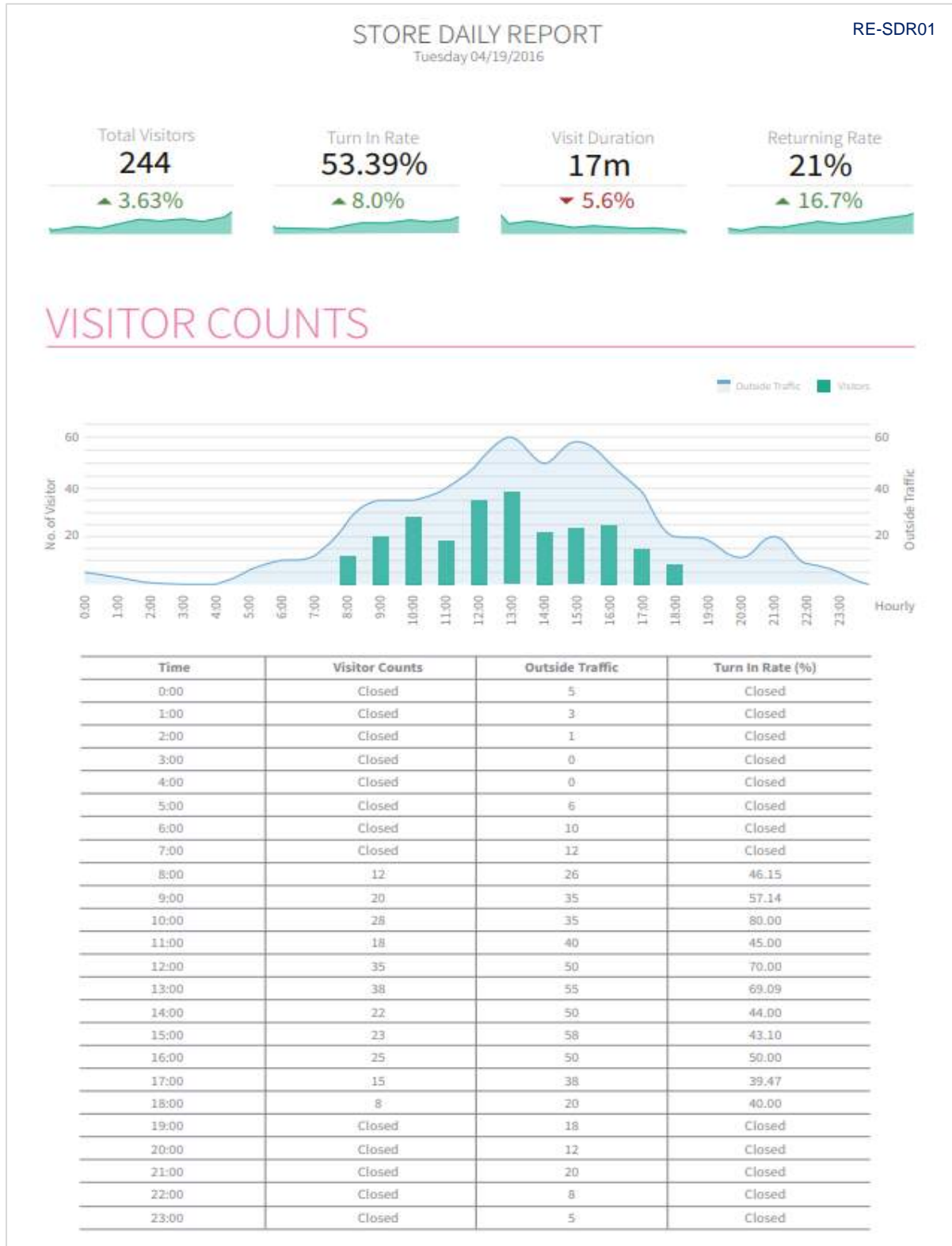
Traffic Profile



Report #2: Store daily report

The store daily report will provide managerial level executives with a daily footfall metrics for a single store. This report is mostly suitable for users that does not require any complicated reports and would like to know only the performance of their own stores. This report can help users to analyse the performance of their stores via the daily footfall, outside traffic, and turn in rate. This report will be able to answer key questions such as what is the footfall performance compared to the previous day, and has the traffic flow improved based on the previous day.

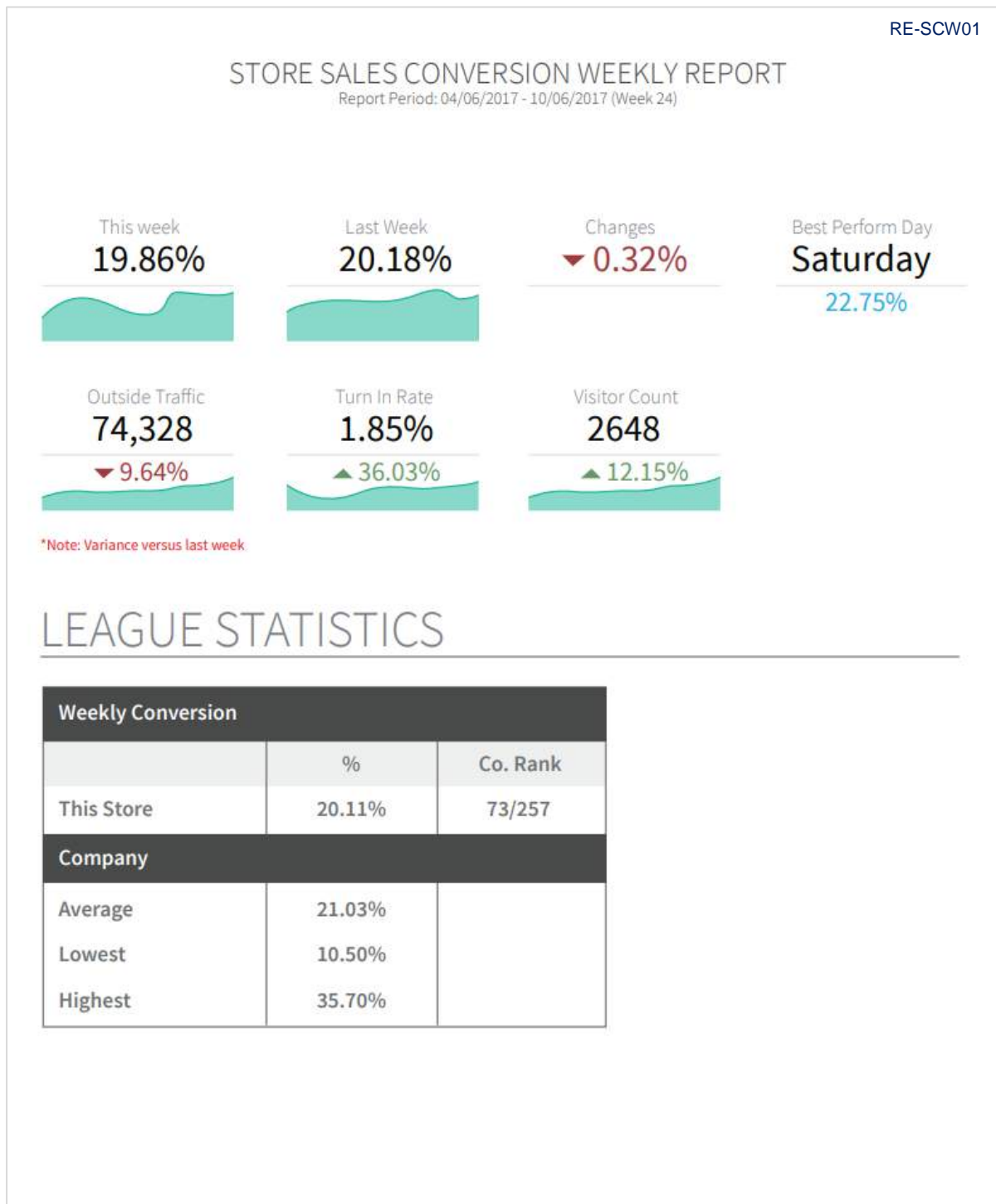
Download a copy of the sample report via this [link](#).



Report #3: Store weekly sales conversion report

The FootfallCam weekly sales conversion report will be able to provide managerial executives such as operating managers and marketing managers a true measure of key performance index by combining the footfall data with the sales data. The report will offer a league statistics table that compare the historical highest and lowest sales conversion figure, along how it is ranked amongst other stores within the same company. Head office may provide the store managers the report to have an idea on how well the store is doing within the company, without exposing the sales data of other stores within the same branch.

Download a copy of the sample report via this [link](#).



Report #3: Store weekly sales conversion report

RE-SCW01

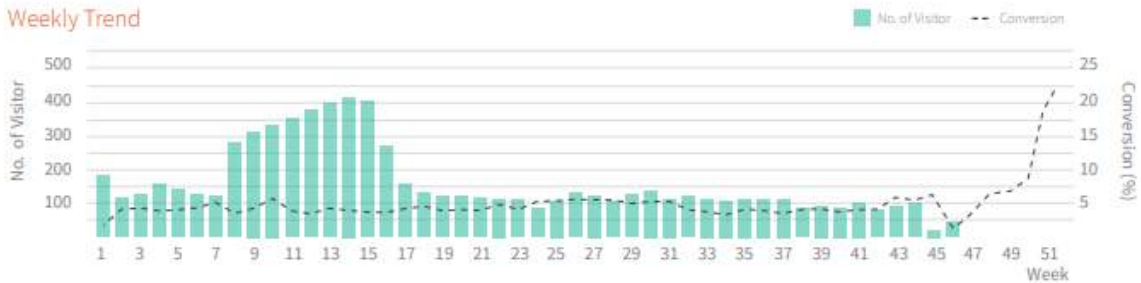
SALES CONVERSION

Monthly Trend

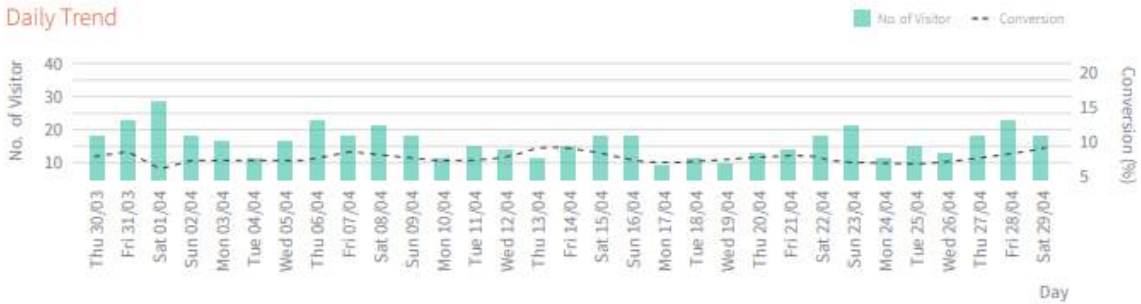


Week 18	No. of Visitor	Sales Volume	Conversion
Monday	161	24	17%
Tuesday	158	20	10%
Wednesday	94	21	7%
Thursday	163	30	7%
Friday	213	47	3%
Saturday	261	62	14%
Sunday	397	87	10%
Total	1447	291	10%

Weekly Trend



Daily Trend



Visitor Profile



Report #3: Store weekly sales conversion report

RE-SCW01

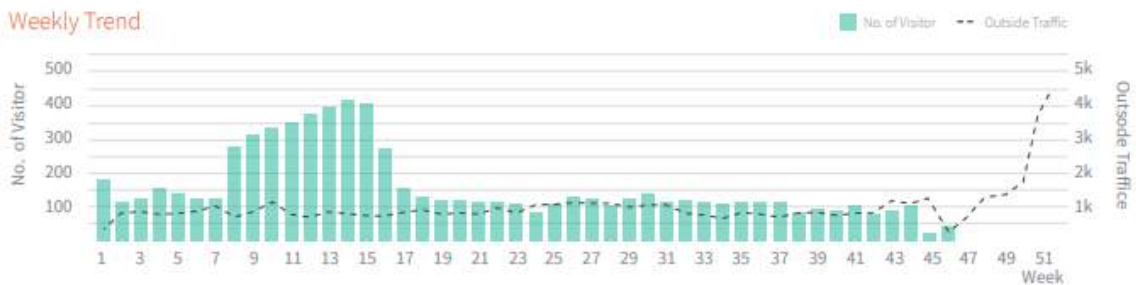
OUTSIDE TRAFFIC

Monthly Trend



Week 18	Outside Traffic	Visits	Turn In Rate
Monday	1601	214	14.91%
Tuesday	1528	230	12.66%
Wednesday	944	271	22.34%
Thursday	1683	350	18.4%
Friday	2173	427	22.07%
Saturday	2661	602	23.75%
Sunday	3957	817	21.91%
Total	14547	2911	20.11%

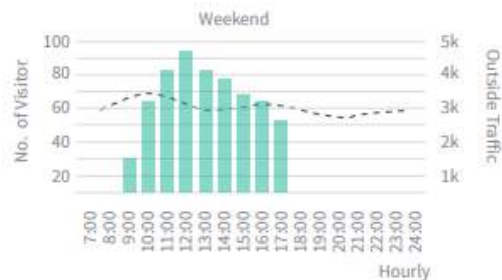
Weekly Trend



Daily Trend



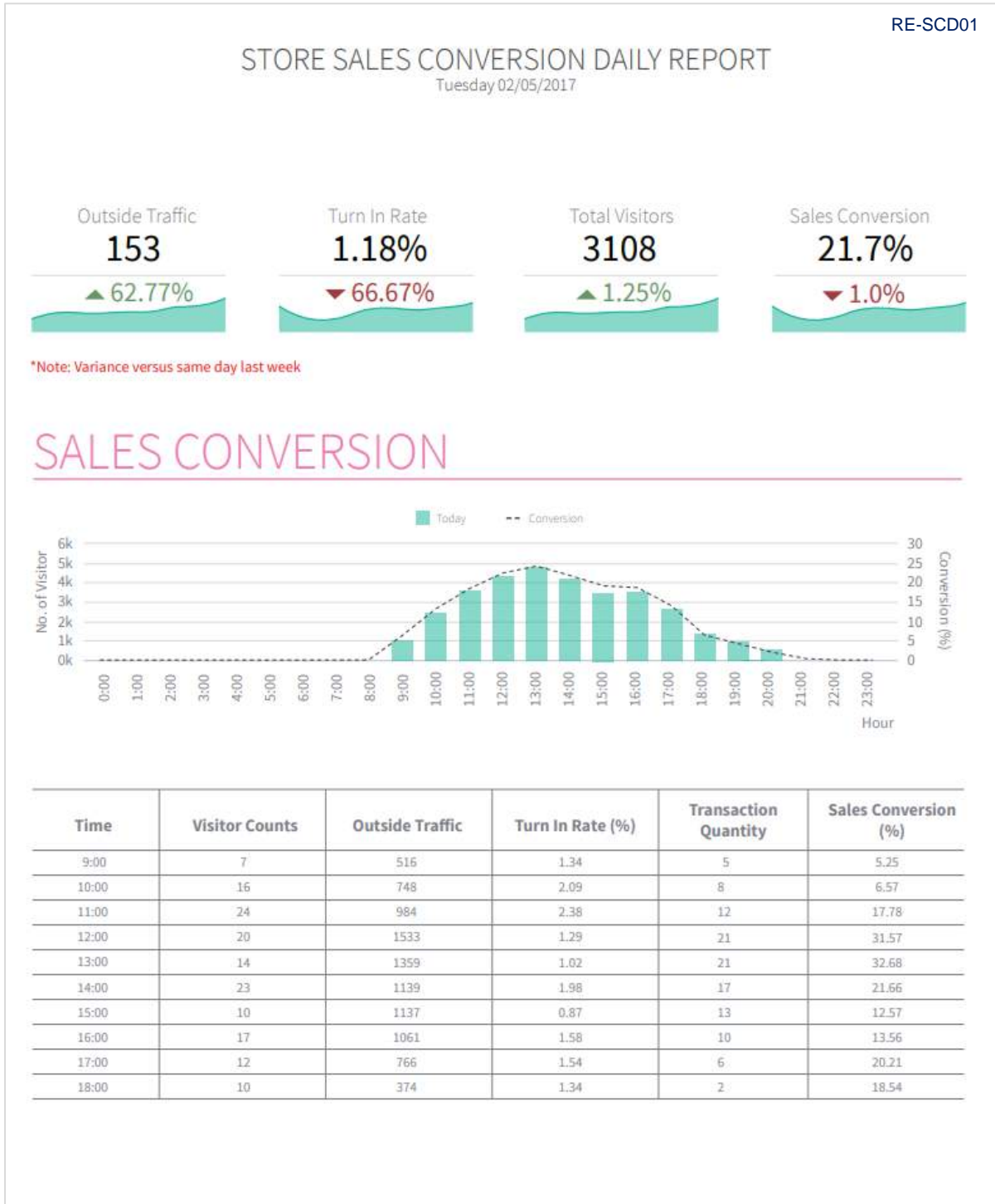
Visitor Profile



Report #4: Store daily sales conversion report

The store daily sales conversion report is comparatively similar to the company daily sales conversion report. The report will be generated when a user's ePoS system uploads sales data on a regular basis to the FootfallCam Analytic Manager. The report is generated on a daily basis and allow store managers to monitor the performance of their stores daily.

Download a copy of the sample report via this [link](#).



Report #5: Time comparison report

The FootfallCam time comparison report will enable managerial executives to compare the key performance index of the same store in two different time periods. Some scenario in how this report may be use is to compare the difference in customer profiling for a holiday weekend and a normal weekend, or pay days and non pay days.

Download a copy of the sample report via this [link](#).



Specialty reports

Specialty reports are reports that are designed with a specific purpose for users. With the specialty level of reports, store managers and head office executives will be able to determine the effectiveness of their marketing campaign, whether they should extend or shorten the operating hours of the store, and to determine how to allocate their staffing resources.

The table below breaks down each of the individual report under the specialty level along with their list of key users for each reporting option.

Name of report	Usage of report
Marketing effectiveness report	To determine how well the marketing campaign did by comparing the key performance index of three different time periods. This report will enable marketing managers to determine the perfect promotional strategy to cater to their demographics.
Company opening and closing time analysis	Benchmarking for the store hour optimisation to determine when a store should open and close. Doing so will enable the store managers to adjust the operating hour of the store and save resources on staff allocation.
Store opening and closing time analysis	Review the opening and closing time analysis of stores based on the outside traffic data picked up by the FootfallCam to determine the most opportunistic moment and adjust the operating hour of the individual store based on the opportunities.
Predictive analysis	Using artificial intelligence to predict the footfall level of the coming 14 days based on the footfall trend of the previous 14 days to allow store managers to predict how many staffs and supply of goods should be allocated.
Queue counting report	Queue counting option that allow retailers to be updated in real time of how many customers are waiting in a queue to determine the average standing waiting time of a customer per till and how often do customer leave without purchasing anytime due to a long queue.

Report #1: Marketing effectiveness report

The FootfallCam marketing effectiveness report will provide both head office executives and store managers with comparative analysis on campaign performance, by comparing three time periods of before the campaign, during the campaign, and after the campaign. Users such as marketing manager, operating manager, and store managers will be able to answer questions such as whether their marketing campaigns had any return on investment and whether brand awareness was raised after the campaign. They can also determine whether their mode of disseminating the campaign alerts was effective or not.

Download a copy of the sample report via this [link](#)

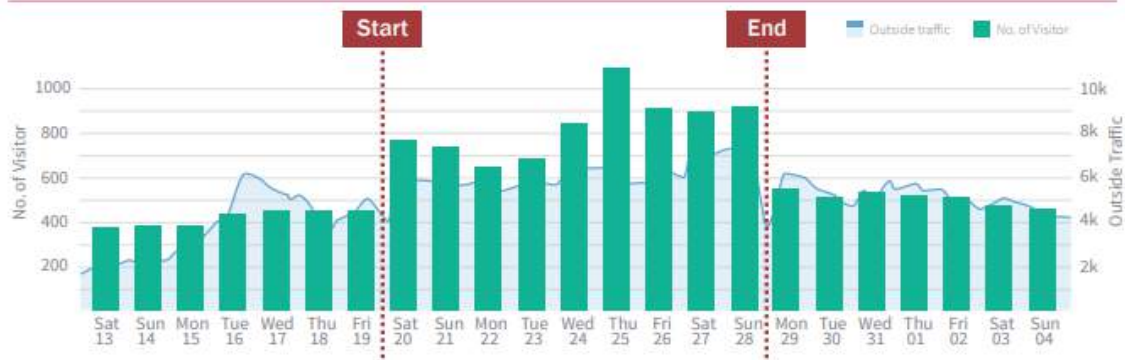
RE-EME01

MARKETING EFFECTIVENESS REPORT

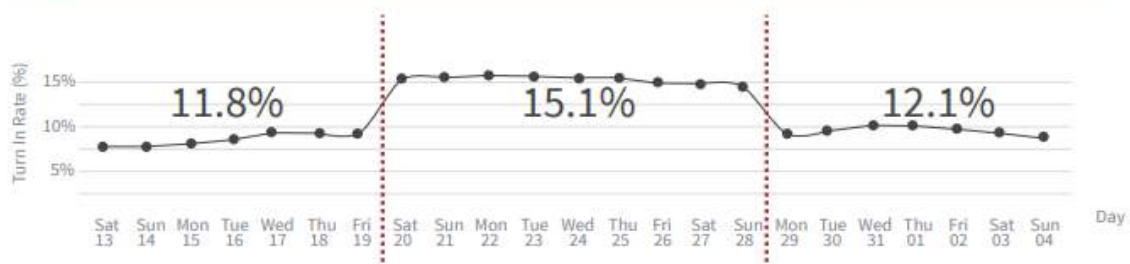
Report Period: 23/11/2014 - 29/11/2014 (Week 47)

Week 51	Before Campaign (Average per day)	During Campaign (Average per day)	After Campaign (Average per day)	% Changes During Campaign	% Changes After Campaign
Visitor Count	457	862	539	▲ 88.6%	▲ 17.9%
Turn In Rate	11.8%	15.1%	12.1%	▲ 27.9%	▲ 2.5%
Visit Duration	10.1 mins	18.2 mins	12.5 mins	▲ 80.2%	▲ 23.8%
Returning Rate	10%	20%	15%	▲ 100%	▲ 50%
Sales Conversion	10.2%	14.3%	13.7%	▲ 40.2%	▲ 34.3%

VISITOR COUNT AND OUTSIDE TRAFFIC



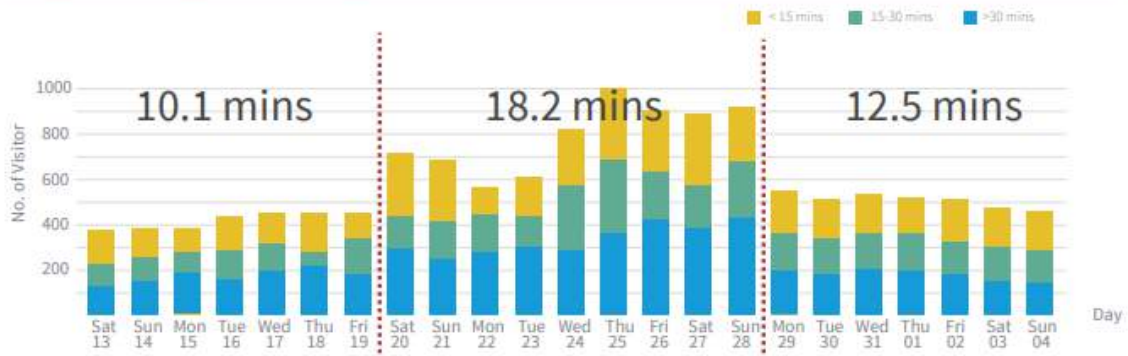
TURN IN RATE



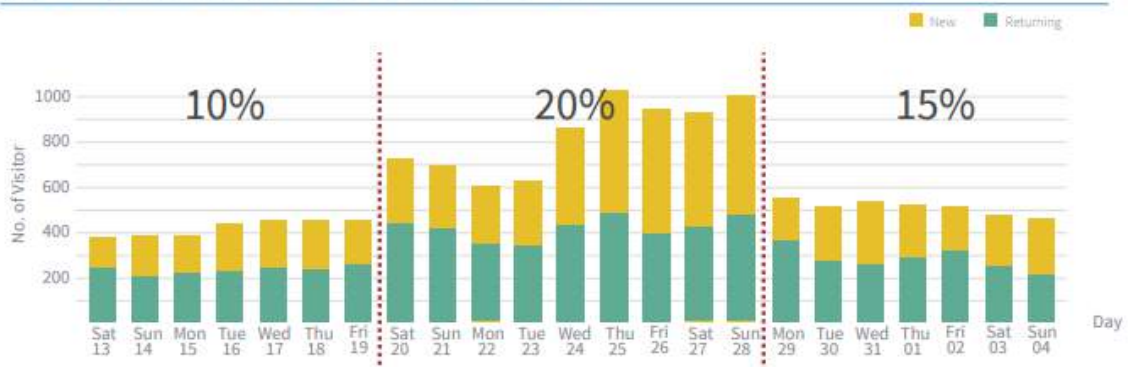
Report #1: Marketing effectiveness report

RE-EME01

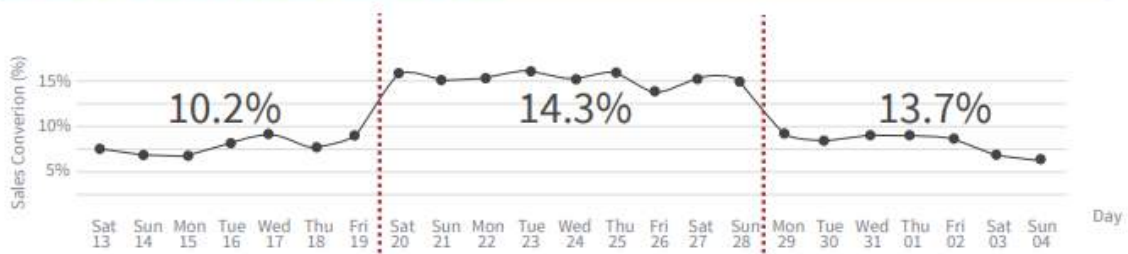
VISIT DURATION



RETURNING CUSTOMER



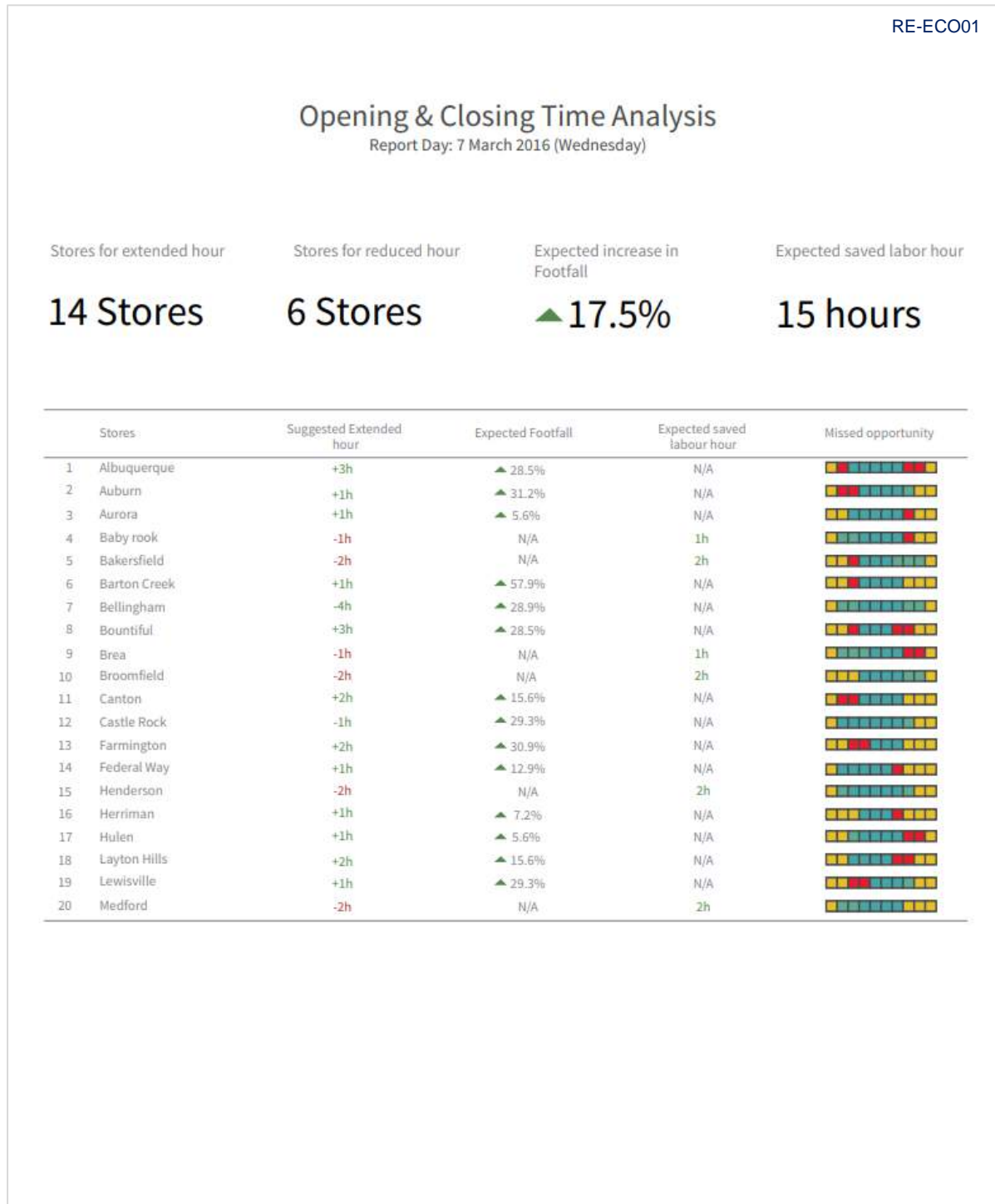
SALES CONVERSION



Report #2: Company opening and closing time analysis

The FootfallCam company opening and closing time analysis report provides a macro view into the operating hours of all stores that are associated with the company. The report will be able to show head office executives with how many opportunities are missed by the store due to closed operating hours and how many human labour resources are wasted due to lack of customers during opening hours.

Download a copy of the sample report via this [link](#)



Report #3: Store opening and closing time analysis

The store opening and closing time analysis report will provide store managers and operating managers with a benchmark for optimising the operating hours of the stores. By using the wifi signals of mobile devices of consumers, FootfallCam will measure the outside traffic of the store and help the manager review the opening and closing time. If there is a lot of traffic within the area after the store has closed, the manager should consider extending the operating hour of the store. Alternatively, if there is low traffic during the early store opening hours, the manager should consider opening the store at later hours.

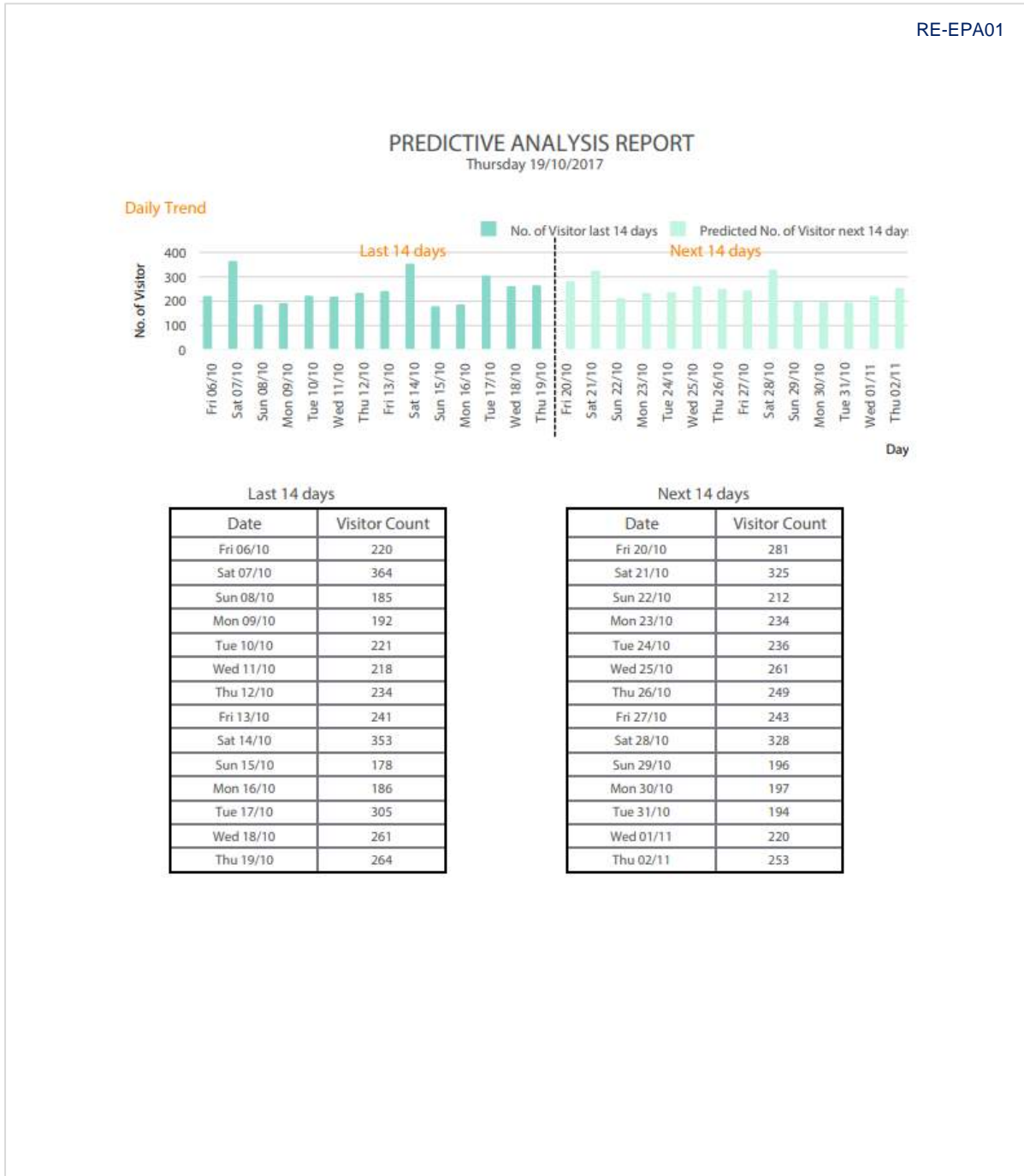
Download a copy of the sample report via this [link](#)



Report #4: Predictive analysis

The predictive analysis report utilises artificial intelligence learning based on the historical data of the previous two weeks and is an essential tools for retailers in optimising staff levels and allocating supply of goods within their stores. Store managers using the predictive analysis will be able to predict the footfall level of the coming two weeks to plan ahead.

Download a copy of the sample report via this [link](#)



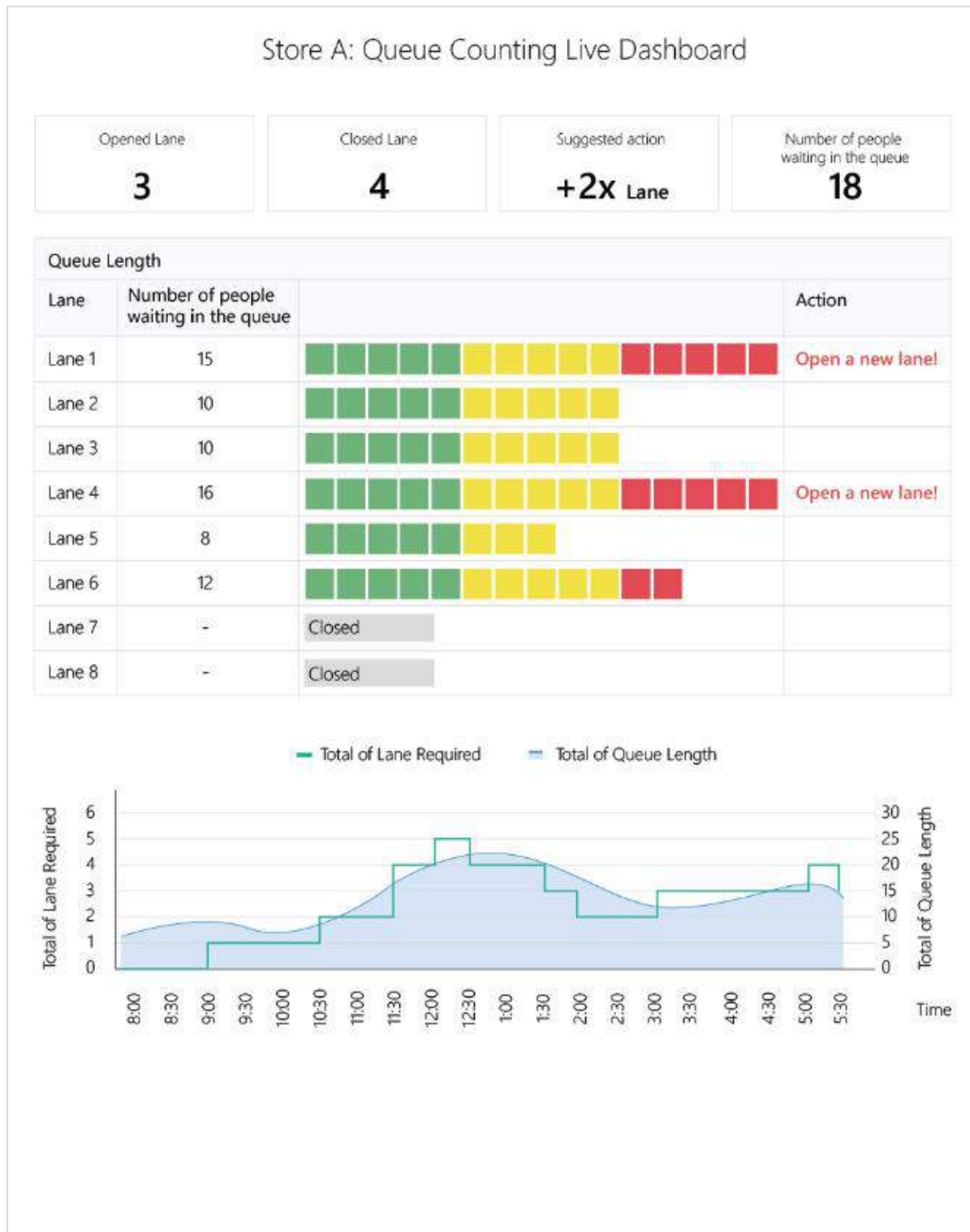
Report #5: Queue counting

Queue counting report will help store managers to identify the queue wait times, queue lengths, and whether specific tills are manned or inactive in order to improve customer service and customer experience. Queue management system offers both live information and historical data of queue. Queue live data will help store managers to deploy existing staff when there is a shortage of workers manning the cash desk while historical data can help with staff deployment planning based on peak hours when potential customers may be loss due to excessive queue lengths. Some key questions store managers will be able to answer are what is the average queue time per customers, and how many till is needed at which hour.

Download a copy of the sample report via this [link](#)



Report #5: Queue counting



Report #5: Queue counting

Company A: Queue Counting Live Dashboard					
Stores with maximum lane opened	Stores need to open lane	Stores need to close lane	Number of people waiting in the queue		
5	10	10	10		
Store	Total Lane	Lane Opened	Lane Closed	Suggested action	Number of people waiting in the queue
Charing Cross Express	6	4	2	+ 1x new lane	15
Covent Garden Metro	10	4	2	-	5
Regent St Metro	10	6	4	- 1x lane	2
Westminster Express	6	6	-	+ 1	15
Strand Express	8	4	4	+ 1	16
Dean St Metro	6	3	3	+ 1	20
Victoria Monck St Express	10	10	-	-	4
Fleet St Express	10	8	2	- 2	10
Waterloo Rd Express	6	4	2	-	5
St Katharines Way Express	10	6	4	- 1	4
Tooley St Metro	6	6	-	-	2

Shopping mall level reports

FootfallCam counters in shopping mall will be able to assist shopping mall developers and overseer with zones identification to maximise the rental of stores. Shopping mall owners can determine which zone of their mall receive the most traffic and adjust their rental value for tenants accordingly. With the option to review staff planning, customer engagement, and marketing effectiveness, shopping mall developers will be able to gain in depth analysis that will help their mall grow.

The table below breaks down each of the individual report under the shopping mall level along with their list of key users for each reporting option.

Name of report	Usage of report
Shopping mall monthly report	With monthly insight into the shopping mall performance, overseers and develops will have analytical insight into the total visitor count of their mall and to quantify customer loyalty in certain areas or zones.
Shopping mall daily report	A daily run through of the performance of the shopping mall in comparison of te previous day. Management can implement better personnel allocation based on the peak traffic in area.
Zone analytics report	Identifiable zones within the shopping mall can be viewed in terms of trend in determining which area of the shopping mall garners the most sales opportunities and tenant rental value may be adjusted accordingly.
Shopping mall counters daily report	A comprehensive report on the footfall data of each individual counter installed in the shopping mall that list the total number of visitor count recorded by each individual counter on an hourly basis.

Report #1: Shopping mall monthly report

Shopping mall monthly report will provide users with a quick overview of the performance of the shopping mall and whether it has seen an increase in the number of visitor count in this month from the previous month. Additionally, shopping mall owners will be able to view which area of their shopping mall garners the most traffic and their performance against the previous month.

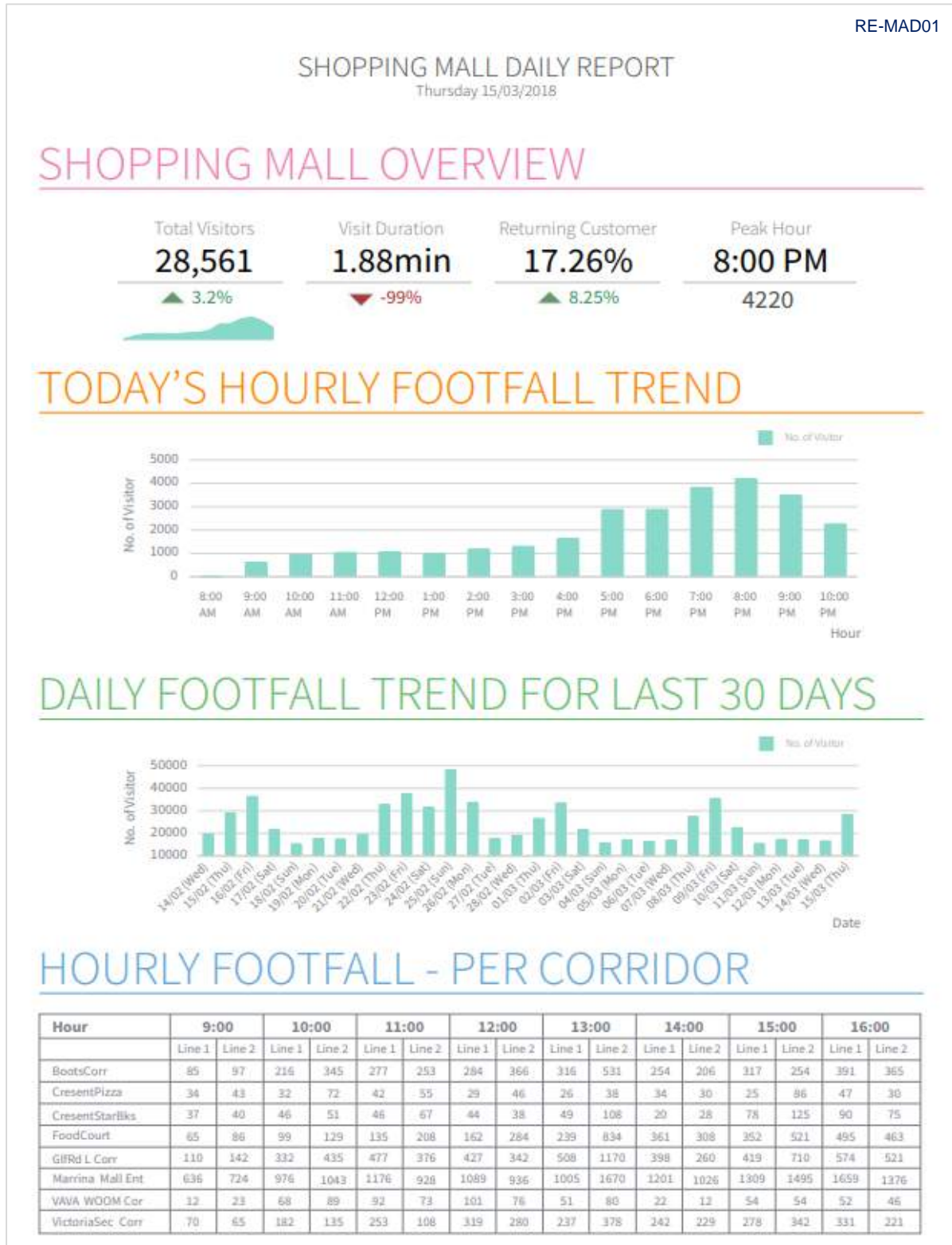
Download a copy of the sample report via this [link](#)



Report #2: Shopping mall daily report

Shopping mall daily report from FootfallCam will enable the customer to receive key performance index based on multiple metrics such as total visitor count, visit duration, returning customer, and distribution of traffic flow. With this data, shopping mall developers and overseer will be able to determine the customer behaviour of consumers and the peak hours of traffic. With the knowledge of traffic peak, marketing team will be able plan the peak hours of marketing campaigns.

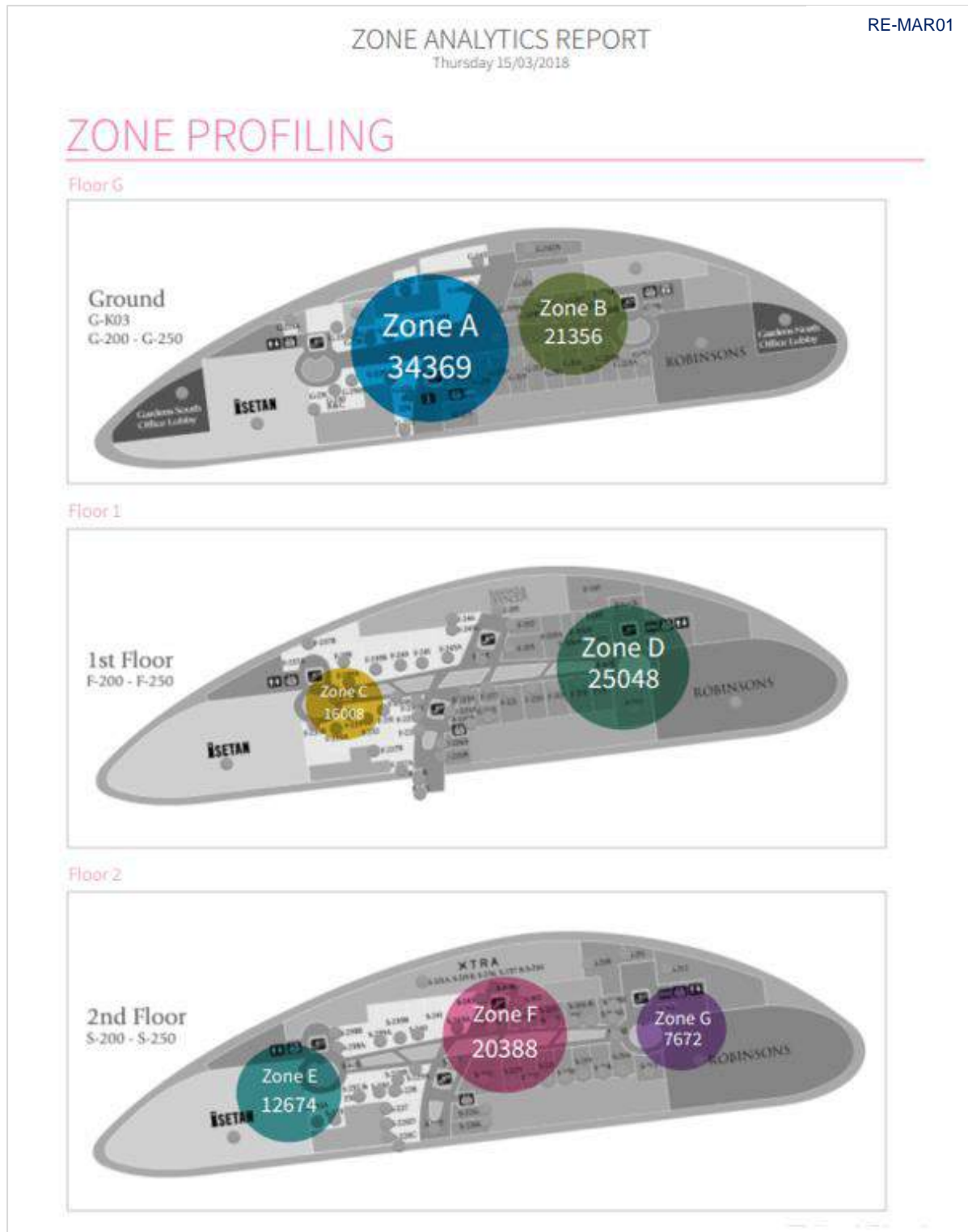
Download a copy of the sample report via this [link](#)



Report #3: Zone analytics report

Shopping mall zone analytics report will be able to determine the engagement of visitors in different zones. Management of shopping mall will be able to use the statistics derived from the zone analytics in analysing the sale opportunities of each zone. Through the sales opportunities, they can determine the value of space in each zone and value the rental of tenant accordingly. Additionally, with insight into the peak zones, resources such as cleaning staffs may be allocated to area that are used more often than quiet areas.

Download a copy of the sample report via this [link](#)

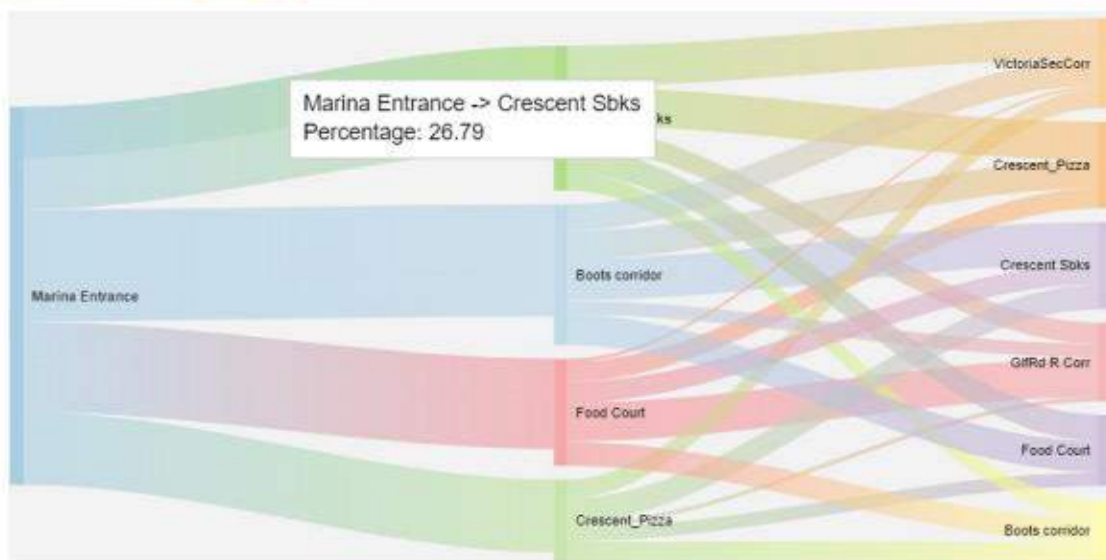


Report #3: Zone analytics report

RE-MAR01

Zone	8:00	9:00	10:00	11:00	12:00	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00	21:00	22:00	23:00
Zone A	48	135	578	1067	1502	2142	2972	3991	3468	3671	4638	5397	4968	4130	3747	2436
Zone B	24	124	352	597	731	856	807	725	1009	1198	1854	2009	1982	1835	1671	1228
Zone C	10	90	274	486	672	768	753	472	865	964	689	810	720	930	710	350
Zone D	35	108	198	432	598	475	642	388	533	740	1072	375	682	965	645	475
Zone E	20	74	163	270	1021	512	450	308	470	422	558	258	226	466	560	220
Zone F	14	53	112	174	273	158	114	132	257	138	296	105	338	235	394	247
Zone G	29	46	87	107	115	120	207	167	142	270	145	215	173	108	209	108

TRAFFIC FLOW



From \ To	Zone A	Zone B	Zone C	Zone D	Zone E	Zone F	Zone G
Entrance	23368	17840	8413	4217	2590	1675	1039
Zone A	-	19432	10614	9345	7214	2538	1674
Zone B	13521	-	8547	2164	1974	860	251
Zone C	8394	7965	-	2009	1982	466	138
Zone D	7856	1009	1671	-	1228	710	105
Zone E	6512	1072	964	1854	-	475	247
Zone F	1598	753	1021	810	740	-	220
Zone G	768	865	626	296	682	350	-

Report #4: Shopping mall counters daily report

The FootfallCam shopping mall counters daily report provide a comprehensive overview into the visitor count recorded by each individual FootfallCam counters installed in the mall on an hourly basis. Shopping mall developers may review this report to have a quick overview at the peak hours of each mall to determine the peak hours of each zone.

Download a copy of the sample report via this [link](#)

RE-MCD01

SHOPPING MALL COUNTERS DAILY REPORT

Thursday 15/03/2018

COUNTER DAILY REPORT

Camera Name	Company Serial	8:00	9:00	10:00	11:00	12:00	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00	Total
GrParkGulfRd	15F010205249	0	15	65	129	94	91	76	84	83	129	112	146	132	1348
MubakEntCentR	15F010205252	0	6	41	44	54	56	75	82	121	173	222	254	288	2054
GlfRdCorRL	15F010205254	0	58	142	190	188	187	182	194	238	312	381	399	423	3625
FdCrtExcMac	15F010205253	0	0	3	1	0	0	0	0	1	9	8	13	15	50
CrescentPizza	15F010205250	0	34	32	42	29	26	34	25	47	86	163	185	183	886
GulfRdMainEnt	15F010205484	0	76	154	160	148	148	167	91	315	382	390	556	538	4821
GlfRdCorRR	15F010205272	0	6	8	13	26	18	13	18	25	26	32	68	76	256
VivaEntL	15F010205257	0	3	13	30	21	30	25	29	16	29	25	27	40	158
BootsCorL	15F010205267	0	30	69	97	90	114	116	107	142	178	234	275	285	1689
TunnelLeft	15F010205476	0	21	9	26	0	1	7	24	7	5	30	62	63	226
TunnelRight	15F010205483	0	80	156	182	187	36	206	300	373	679	888	1268	1351	6859
GulfRdLiftEnt	15F010205251	0	0	2	13	13	9	17	7	7	7	16	14	21	201
VAVWoomR	15F010205262	0	9	42	59	55	23	17	32	25	33	25	69	63	312
VictSecCorR	15F010205255	0	11	8	8	21	4	14	16	14	35	22	32	71	149
VAVWoomL	15F010205265	0	3	26	33	46	28	5	22	27	21	22	53	54	264
VictSecCorL	15F010205266	0	59	174	245	298	233	228	262	317	307	479	523	522	1300
DomeEntrancR	15F010205264	0	232	134	192	139	182	159	167	166	736	263	354	605	1857
DomeEntranceL	15F010205269	0	134	134	141	152	144	163	183	191	203	223	313	303	2549
FoodCrtExc	15F010205260	0	42	65	97	109	184	265	270	388	470	739	819	1060	2698
BootsCorR	15F010205263	0	55	147	180	194	202	138	210	249	376	504	592	681	3347
GrParkMBK	15F010205259	0	19	94	75	92	76	84	96	101	85	109	103	118	458
GlfRdCorLL	15F010205270	0	60	144	243	200	265	187	206	278	326	449	474	529	2168
FdCrtStairWendy	15F010205276	0	11	18	26	34	38	60	56	67	101	93	104	144	203
MubarEntCentL	15F010205274	0	0	0	0	3	1	0	0	0	1	0	1	2	8
FdCrtStairHarde	15F010205277	0	12	13	11	19	17	36	26	39	41	71	114	123	245
VivaEntR	15F010205278	0	50	174	184	186	231	222	246	279	466	620	747	761	3421
CrescentStarbks	15F010205258	0	37	46	46	44	49	20	78	90	225	402	538	733	2696
GlfRdCorLR	15F010205271	0	50	188	234	227	243	211	213	296	384	509	649	901	3778