KPI ??????????????????? 2570

- KPI □□□□□□□□□□□□□□□□ 1
- KPI □□□□□□□□□□□□□□□□ 2
- KPI □□□□□□□□□□□□□□□□ 3
- KPI □□□□□□□□□□□□□□□□ 4
- KPI □□□□□□□□□□□□□□□□ 5

KPI ?????????????????? 1

[illegible]	**KPI Code**	[illegible]	[illegible]	[illegible]	[illegible]
1	MC1	GP ([illegible]) [illegible] 2,600,000 [illegible] / [illegible]	[illegible] GP [illegible] 68 [illegible] 10% [illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12	[illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12 [illegible] 100% = 20 [illegible] 90-99% = 18 [illegible] 80-89% = 16 [illegible] 70-79% = 14 [illegible] 70% = 0 [illegible]	20
2	MC2	[illegible] (Inventory Turnover) [illegible] 1.5 [illegible]	[illegible] / [illegible] 1.5 [illegible] (Tile Accessory)	[illegible] / [illegible] 1.5 = 15 [illegible] 1.51-1.59 = 12 [illegible] 1.60-1.69 = 10 [illegible] 1.70-1.79 = 8 [illegible]	15

3 MC3 สินค้า
Rank C
ติดต่อกั น 12
สัปดาห์
มูลค่า = 0
Dashboard /DE7
รายงานสิ
นค้า Rank C
12 สัปดาห์
Baseline
ของสินค้ำ Rank C 12 = 0
ทำได้   0 =
15
ทำได้   1-
20,000 = 12
ทำได้
20,001-40,000 =
10
ทำได้
40,001-60,000 = 8
15
4 MC4 สินค้า
Rank A
ขาดสต๊อก
ไม่เกิน 1
Item/ เดือน
Dashboard/MC8
รายงานสิ
นค้า Rank A
ขาดสต๊อค
สินค้า
Rank A
ขาดสต๊อก
เทียบกับ
สินค้า
Rank A
ทั้งหมด
รวมสินค้
าไม่มีเก
รด
และสินค้ำ Re-order
ไม่รวมสิ
นค้า SPO (
คิดจากค่
าเลี่ย 3
เดือนล่า
สุด
ของแต่ละ
CAT
นำมาเป็น
เบสไลน์
)
นับจากยอ ด Out of Stock
ในแต่ละเ
ดือน
10

KPI ???????????????? 2

[illegible]	**KPI Code**	[illegible]	[illegible]	[illegible]	[illegible]
1	MC1	GP ([illegible]) [illegible] [illegible] 2,200,000 [illegible] / [illegible] [illegible] BASE LINE [illegible]	[illegible] GP [illegible] 68 [illegible] 10% [illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12	[illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12 [illegible] 100% = 20 [illegible] 90-99% = 18 [illegible] 80-89% = 16 [illegible] 70-79% = 14 [illegible] 70% = 10 [illegible]	20

2	MC2	Inventory turnover	/ ... 2.1 2.5 2.2 3 2.3 3.5 2.4 Bath Accessory-Bath Fitting 3.4 2.5 3.5	3 3 dp =15 2 dp= 10 1 dp= 5	15
3	MC3	Out of Stock Rank A 2 Item/	Dashboard/MC8 Rank A	Rank A Rank A Re-order SPO (3 CAT) Out of Stock	10

4 MC4 Rank C
มูลค่า 5.65
ล้าน
ต้องลด
440,000 บาท
/
เดือน
DE6-(Deadstock)
Baseline
ของสินค้ำ Rank C
ต้องลดลง
Baseline
ของสินค้ำ Dead Stock
ต้องลดลง
ทำได้ 90-
100% = 15
คะแนน
ทำได้ 80-
89% = 10
คะแนน
ทำได้ 70-
79% = 7
คะแนน
ต่ำกว่า
70% = 5
คะแนน
15

KPI ??????????????? 3

?????????	KPI Code	?????????	?????????	?????????	?????????
1	MC1	GP (???) ????????? ??? 2,500,000 ??? /?????	????? GP ????? 68 ????? 10% ????????? ????????? ?? – (????????? ??? + ????????? ?????)+ ????????? ? ????????? ????? 5% ????? ????????? ????????? ????????? ? ??? 12	????????? ????????? ?? – (????????? ??? + ????????? ?????)+ ????????? ? ????????? ????? 5% ????? ????????? ????????? ????????? ? ??? 12 ????? 100% = 20 ????? ????? 90-99% = 18 ????? ????? 80-89% = 16 ????? ????? 70-79% = 14 ????? ????????? 70% = 10 ?????	20
2	MC2	Inventory turnover ????????? ????????? ????? ????????? ??? 3 ?????	????????? ??? / ?????? ????????? ??? 3 ????? ??? Department	????????? ????????? ????????? ????????? ????? 3 ????????? ????????? ????????? ??? ????? 3 dp =15 ????? ????? 2 dp= 10 ????? ????? 1 dp= 5 ?????	15

3	MC3	Out of Stock Rank A 2 Item/	Dashboard/MC8 Rank A Dp + 2 Item Dp + + 2 Item	Rank A Rank A Re-order SPO (3 CAT) Out of Stock	10
4	MC4	Rank C 3.07 255,000 /	DE7-(Rank C 12) Baseline	Baseline Dead Stock 90-100% = 15 80-89% = 10 70-79% = 7 70% = 5	15

KPI ?????????????????? 4

[illegible]	**KPI Code**	[illegible]	[illegible]	[illegible]	[illegible]
1	MC13	GP ([illegible]) 1,800,000/ [illegible]	[illegible] GP [illegible] 68 [illegible] 20% [illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12	[illegible] – ([illegible] + [illegible])+ [illegible] 5% [illegible] 12 [illegible] 100% = 20 [illegible] 90-99% = 18 [illegible] 80-89% = 16 [illegible] 70-79% = 14 [illegible] 70% = 0 [illegible]	20

2	MC14	Inventory turnover	2.1 3.0 2.2 - 3.0 2.3 1.0 2.4 1.0 2.5 1.0	3 3 dp =15 2 dp= 10 1 dp= 5	15
3	MC15	Rank C 1.42 110,000 /	DE7-(Rank C 12) Baseline	Baseline Dead Stock 90-100% = 15 80-89% = 10 70-79% = 7 70% = 5	15

4	MC16	Out of Stock Rank A □□□□□□□□ □□□□□□□□ □□ 2 Item/ □□□□□	Dashboard/MC8 □□□□□□□□ □□□□ Rank A/B □□□□□□□□	□□□□□□ Rank A □□□□□□□□ □□□□□□□□ □□□□□□ Rank A □□□□□□□ □□□□□□□□ □□□□□□□□ □□ □□□□□□□□ □ Re-order □□□□□□□□ □□□□ SPO (□□□□□□□□ □□□□□□ 3 □□□□□□□□ □□□ □□□□□□□□ CAT □□□□□□□□ □□□□□□□) □□□□□□□□ □ Out of Stock □□□□□□□□ □□□□	10

KPI ?????????????????? 5

[illegible]	**KPI Code**	[illegible]	[illegible]	[illegible]	[illegible]
1	MC1	GP ([illegible]) [illegible] [illegible] 2,100,000 [illegible] /[illegible]	[illegible] GP [illegible] 68 [illegible] 10% [illegible] – ([illegible] + [illegible])+ [illegible] [illegible] 5% [illegible] [illegible] 12	[illegible] – ([illegible] + [illegible])+ [illegible] [illegible] 5% [illegible] [illegible] 12 [illegible] 100% = 20 [illegible] 90-99% = 18 [illegible] 80-89% = 16 [illegible] 70-79% = 15 [illegible] 70% = 10 [illegible]	20
2	MC2	Inventory turnover [illegible] [illegible] [illegible] [illegible] 3 [illegible]	[illegible] / [illegible] [illegible] 3 [illegible]	([illegible] - [illegible])/ [illegible] 4 DP = 15 [illegible] 3 DP = 12 [illegible] 2 DP = 10 [illegible] 1 DP = 8 [illegible]	15

3	MC3	Out of Stock Rank A □□□□□□□□ □□□□□□□□ □□ 2 Item/ □□□□□	Dashboard/MC8 □□□□□□□□ □□□□ Rank A □□□□□□□□	□□□□□□ Rank A □□□□□□□□ □□□□□□□□ □□□□□□ Rank A □□□□□□□ □□□□□□□□ □□□□□□□□ □□ □□□□□□□□ □ Re-order □□□□□□□□ □□□□ SPO (□□□□□□□□ □□□□□□ 3 □□□□□□□□ □□□ □□□□□□□□ CAT □□□□□□□□ □□□□□□□) □□□□□□□□ □ Out of Stock □□□□□□□□ □□□□	10
4	MC4	□□□□□□ Rank C □□□□□□□□ □ 12 □□□□□□□	DE38 Baseline □□□□□□□□ □ Rank C 12 Week □□□□ 45,000.-/ □□□□□	Baseline □□□□□□□□ □ Rank C 12 Week □□□□ □□□□□ 90- 100% = 15 □□□□□ □□□□□ 80- 89% = 12 □□□□□ □□□□□ 71- 79% = 10 □□□□□ □□□□□□□ 70% = 8 □□□□□	15