mazars

Dealer Name: BHAVANI SANITARY
Category - Galleria
Address -H.NO.2-6,A&B,CELLAR FLOOR,CHOUDHARY MANSION,CHANDANAGAR, HYDERABAD-500050
Visit Date - 26.07.2023

Trade Partner Final Score card				
S.no.	**Parameters**	**Weightage**	**Score (1-10)**	**Weighted Score**
1	**Dealer Profile**	**30%**	**6.0**	**1.8**
2	**Store Location**	**40%**	**8.4**	**3.4**
3	**Commercial Check**	**30%**	**8.8**	**2.6**
	Total Score	**100%**		**7.8**

Remarks :-

Weighted Score	**Galleria**	
8 or Above	Approved	Highly recommended
6 to 8		Special Approval for negative parameter
Below 6	Not Approved	Disqualified for Premiere / Galleria / Boutique / Studio applied for

Dealer Profile Score Card			
Parameters	**Score**	**Weightage**	**Weighted Score**
Past History/Business Experience	2.5	100%	2.5
Attitude/Reputation	1.0	50%	0.5
Type of Outlet	2.0	75%	1.5
Business Volumes (%) for Hindware	3.0	0%	0.0
Dealer Space	1.5	100%	1.5
Total Score	10.0		**6.0**

Store Location Score card			
Parameters	**Score**	**Weightage**	**Weighted Score**
Shop Carpet Area	3.0	90%	2.7
Shop Frontage	1.5	85%	1.3
Shop Visibility	1.5	90%	1.4
No. of Floors	1.0	25%	0.3
Parking	1.0	100%	1.0
Market Profile	2.0	90%	1.8
Total Score	10.0		**8.4**

Commercial Check Score Card			
Parameters	**Score**	**Weightage**	**Weighted Score**
Turn over last year	4.0	100%	4.0
Turn over Value Growth plan	6.0	80%	4.8
Total Score	10.0		**8.8**

mazars

Dealer Profile

Past History/Business Experience (Within Trade)		Tick whichever is applicable	Remarks
0-2 yrs	25%		Dealer established his Tiles & Sanitary business 35 years ago and started dealing hindware from past 3 years. (Shop is under construction at 2nd floor)
2-5 yrs	50%		
5-10 yrs	75%		
> 10 yrs	100%	✔	

Attitude/Reputation		Tick whichever is applicable	Remarks
Avg Businessmen	25%		On the basis of enquiry from nearby shops and conduct
Good Businessmen	50%	✔	
Reputed/ Well Known Businessmen	100%		

Type of Outlet		Tick whichever is applicable	Remarks
Exclusive Outlet	100%		Dealer also deals in Cera, Jaguar along with Hindware.
Multibrand Outlet	75%	✔	

Business Volumes (%) for Hindware Brand		Tick whichever is applicable	Remarks
Business Volumes - 100%	100%		As per dealer, Business volume of Hindware is around 20% compare to other brands.
Business Volumes - 75%	75%		
Business Volumes - 50%	50%		
Business Volumes - 25%	25%		
Business Volumes - Less than 25%	0%	✔	

Dealer Space		Tick whichever is applicable	Remarks
Self Owned	100%	✔	Self Owned Premise
Rented/Lease More than 5 years	75%		
Rented/Lease Less than 5 years	50%		

Store Location

Shop Carpet Area		Tick whichever is applicable	Remarks
1000-1100	70%		The carpet area of ground floor is 2500 Sq. Ft. (Depth=100ft and Width=25 ft) There are 5 floors including Basement leading to a total carpet area of 12500 Sq.Ft. As per dealer, area reserved for Display of Hindware is available at 2nd floor having carpet area around 1125 Sq. Ft. (Depth=45 ft. and Width=25 ft)
1100-1200	90%	✔	
1200+	100%		

Shop Frontage		Tick whichever is applicable	Remarks
Single Floor			
35 ft+	100%		Shop frontage is 25 ft.
25 ft+	85%	✔	
20 ft+	70%		
15 ft+	50%		
15 ft-	-10%		

Shop Visibility		Tick whichever is applicable	Remarks
Road side corner	100%		Main Road facing area.
Main road facing	90%	✔	
Within Market	75%		
Side/By lane (not visible from main road)	50%		

No. of Floors		Tick whichever is applicable	Remarks
Single Floor			
Ground Floor	100%		As per dealer, area reserved for Display of Hindware is available at 2nd floor having carpet area around 1125 Sq. Ft. (Depth=45 ft. and Width=25 ft)
Any other floor (Basement & 1st Floor)	50%		
2nd Floor	25%	✔	
Multi Floor			
Ground floor < 500 sq ft	N/A		
Ground floor 500-600 sq ft	50%		
Ground floor 600-700 sq ft	75%		
Ground Floor 700-800 sq ft	100%		

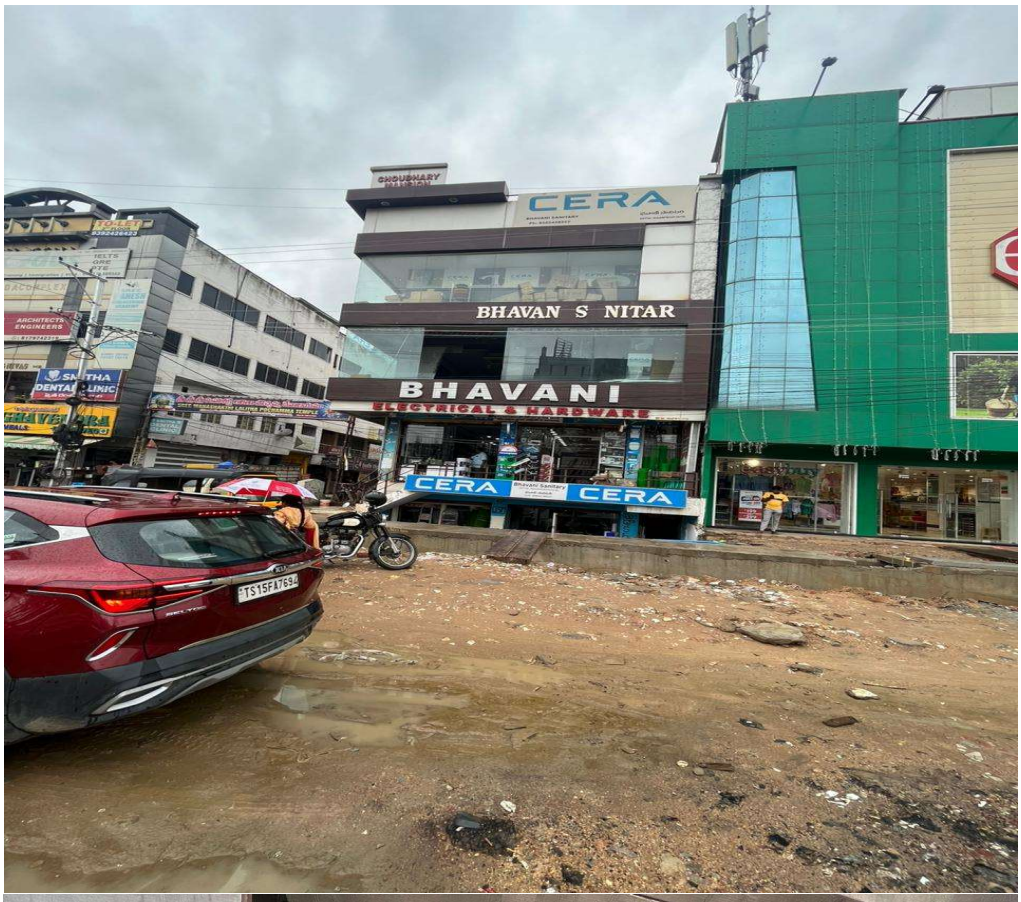
Parking		Tick whichever is applicable	Remarks
Exclusive Parking for cars outside shop frontage	100%	✔	2-3 cars can be parked outside shop frontage.
Common Parking within 100 m area	80%		
No Parking Space	0%		
Presence in Multiplex / Mall	100%		

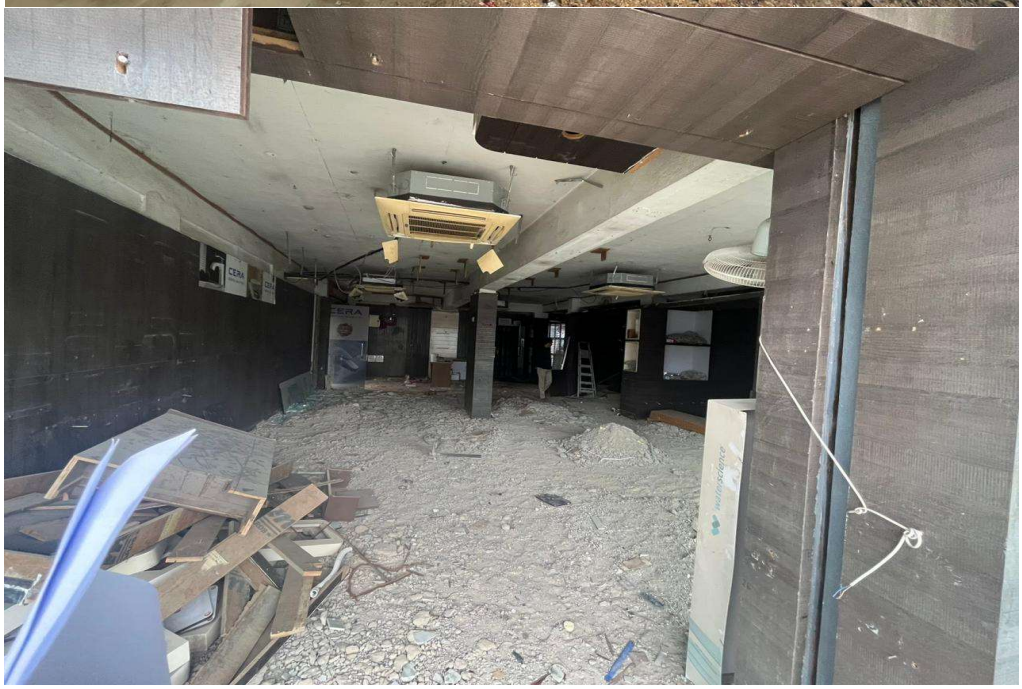
Market Profile		Tick whichever is applicable	Remarks
High Street (Upper Class & Premium)	100%		As the shop is located in the central area of city.
Sanitary / Building Material	100%		
Centrally Located	90%	✔	
Emerging / Growing / New Development	80%		
Residential / Industrial / Outskirts	70%		

Commercial Check

Target vs Achievement (last Year)		Tick whichever is applicable	Remarks
50-70% Target Ach	50%		As per dealer, 80% of the targets are achieved which is given by company.
70-80% Target ach	75%		
More than 80% Target ach	100%	✔	

Turn over Value Growth plan		Tick whichever is applicable	Remarks
Growth Plan - 25%	100%		Dealer is expecting 15% growth as compared to last year.
Growth Plan - 20%	90%		
Growth Plan - 15%	80%	✔	
Less than 10% Growth Plan	50%		
For Degrowing dealer in last FY - we will not go ahead with brand store			


CERA
BHAVAN S NITAR
BHAVANI
ELECTRICAL & HARDWARE
CERA
CERA
TS15FA7693




ARCHITECTS
ENGINEERS
SMITH'S
DENTAL CLINIC
CERA
BHAVAN S NITAR
BHAVANI
ELECTRICAL & HARDWARE
CERA