

# Development

KAZAKHSTAN RED SCORE CARD	GOLD			SILVER			BRONZE		
	Target	OLD	NEW	Target	OLD	NEW	Target	OLD	NEW
<b>TOTAL SCORE</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>TOTAL SCORE + BONUS</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>	<b>110</b>
<b>Cooler KPIs</b>									
Purity	Y/N	10	10	Y/N	10	10	Y/N	10	10
70% Fullness	Y/N	10	10	Y/N	10	10	Y/N	10	10
Pricetag	Y/N	5	5	Y/N	5	5	Y/N	10	10
50% MyCoke	Y/N	10	10	Y/N	10	10	Y/N	10	10
Door target	3	10	10	2	10	10	1	15	15
<b>Strategic SKU</b>	<b>Y/N</b>	<b>-</b>	<b>15</b>	<b>Y/N</b>	<b>-</b>	<b>15</b>	<b>Y/N</b>	<b>-</b>	<b>15</b>
Door target-bonus	(+1)	10	10	(+1)	10	10	(+1)	5	5
<b>Display KPIs</b>									
Display Purity	Y/N	5	-	Y/N	5	-	Y/N	10	-
Display Pricetag	Y/N	5	-	Y/N	5	-	Y/N	10	-
Cashier Display - CSD	1	5	5	1	5	5	1	5	5
Cashier Display - STILL	1	5	5	1	5	5	1	5	5
Bonaqua 5L in the cashier zone	1	10	5	1	10	5	Y/N	-	-
Bonaqua 5L in the cashier zone - bonus	Y/N	-	-	Y/N	-	-	1	-	5
Display Target - CSD (Should Be Pure & Pricetag Available)	2	10	10	1	10	10	1	10	10
Display Target - STILL (Should Be Pure & Pricetag Available)	1	10	10	1	10	10	1	-	5
<b>Display Target - STILL - bonus (will be removed)</b>	Y/N	-	-	Y/N	-	-	1	5	-
Coke'n Meal Inside	Y/N	5	5	Y/N	5	5	Y/N	5	5

# Strategic SKU

<i>Gold</i>	<i>Silver</i>	<i>Bronze</i>
✓CC 1.00 LT	✓CC 1.00 LT	✓CC 1.00 LT
✓CC 1.50 LT	✓CC 1.50 LT	✓CC 1.50 LT
✓CC 500 ML	✓CC 500 ML	✓CC 500 ML
✓CC ZERO	✓CC ZERO	✓CC ZERO
✓Fanta&Sprite 1.00 LT	✓Fanta&Sprite 1.00 LT	✓Fanta&Sprite 1.00 LT
✓Fanta&Sprite 1.75 LT	✓Fanta&Sprite 500 ML	✓BONAQUA 500 ML
✓Fanta&Sprite 500 ML	✓BONAQUA 500 ML	✓FUUSE TEA 1 LT
✓BONAQUA 500 ML	✓FUUSE TEA 1 LT	✓FUUSE TEA 500 ML
✓FUUSE TEA 1 LT	✓FUUSE TEA 500 ML	
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1. To add Coke 300ml in Strategic SKU?
2. To replace CC 1 LT with CC ZERO 1 LT?

# New Score Card TT

KAZAKHSTAN RED SCORE CARD	GOLD		SILVER		BRONZE	
	Target	NEW	Target	NEW	Target	NEW
	TOTAL SCORE	100	100	100	100	100
TOTAL SCORE + BONUS	110	110	110	110	110	110
<b>Cooler KPIs</b>						
Purity	Y/N	10	Y/N	10	Y/N	10
70% Fullness	Y/N	10	Y/N	10	Y/N	10
Pricetag	Y/N	5	Y/N	5	Y/N	10
50% MyCoke	Y/N	10	Y/N	10	Y/N	10
Door target	3	10	2	10	1	15
<b>Strategic SKU</b>	<b>Y/N</b>	<b>15</b>	<b>Y/N</b>	<b>15</b>	<b>Y/N</b>	<b>15</b>
Door target-bonus	(+1)	10	(+1)	10	(+1)	5
<b>Display KPIs</b>						
Cashier Display - CSD	1	5	1	5	1	5
Cashier Display - STILL	1	5	1	5	1	5
Bonaqua 5L in the cashier zone	1	5	1	5	-	-
Bonaqua 5L in the cashier zone - bonus	-	-	-	-	1	5
Display Target - CSD (Should Be Pure & Pricetag Available)	2	10	1	10	1	10
Display Target - STILL (Should Be Pure & Pricetag Available)	1	10	1	10	1	5
Coke'n Meal Inside	Y/N	5	Y/N	5	Y/N	5