

# TABS Pak

DRIVING PRODUCTIVITY AND INTELLIGENT BUSINESS DECISIONS THROUGH INTUITIVE, AFFORDABLE ANALYTICS.

*"We are a relatively new, mid-sized Consumer Products company with a Senior Management team from Procter & Gamble and Bristol-Myers. Obviously, we were used to a vast amount of resources to support our business information needs. For just a fraction of the budget we had at those larger companies, we have surrendered very little in terms of having the market information we need to manage our business across five product categories. TABS Group helped us accomplish this."*

**Jack Jancin**  
General Manager, Idelle Labs.

## A comprehensive, yet affordable service bundle

- Data Acquisition Support:** TABS Group will assist in securing an affordable monthly data delivery from one of the syndicated data suppliers.
- Customization:** The raw data received from the supplier is placed into a customized database where product attributes of importance TO YOU are coded. This layers in YOUR category expertise and makes the results relevant AND actionable.
- Software:** QuickTABS® is a user-friendly, Excel-based reporting and analysis tool that provides instantaneous access to your information by all members of your organization. The tool does not require online access, software, or expertise. It's built to be simple to use and unbreakable!
- Category Management :** The 6 Senior-level consultants will develop compelling, fact-based sales presentations for your top national accounts as well as a turnkey review that can be used for secondary accounts. Account-specific reviews for regional accounts are an incremental cost.
- Business Analysis:** Monthly management reports and comprehensive quarterly business reviews along with support for Ad-hoc business questions. Raise the performance bar for your team by arming them with the facts. Convert costly information processing time into revenue-generating opportunity analysis time!



QuickTABS® Sales Table

PERIOD ENDING 10/30/09 (Mo - 4th Month; Qtr - 12th Quarter; Half - 24th Half Year)

CATEGORY	SEGMENT	\$ - YTD Qtr	\$ - PP Qtr	\$ - CURR Qtr	\$ Qtr - YTD Qtr	\$ Qtr - PP Qtr	\$ Qtr - C
BLD OLUC MGMT	BLD OLUC STMP / CRUM	\$35,599,716	\$43,921,347	\$39,372,218	29.9%	22.7%	
	BLD OLUC MTR	\$8,041,039	\$7,286,770	\$7,657,608	6.8%	6.7%	
	BLD GARDEN	\$190,759	\$461,199	\$223,629	0.1%	0.2%	
	CONTROL SOLUTION	\$122,784	\$161,057	\$200,166	0.1%	0.1%	
BLD OLUC MGMT Total		\$43,942,329	\$48,850,383	\$47,153,511	36.9%	30.7%	
BLD PRESS MGMT	BLD PRESS MTR	\$23,990,019	\$21,012,123	\$20,991,664	11.0%	10.5%	
	BLD PRESS ACCES	\$274,438	\$255,848	\$250,881	0.2%	0.2%	
	HEART RATE MTR	\$64,292	\$73,127	\$70,166	0.1%	0.1%	
BLD PRESS MGMT Total		\$24,298,549	\$21,441,098	\$21,412,711	11.3%	10.8%	
THERMOMETERS	DIGITAL	\$7,014,494	\$7,269,156	\$7,795,289	5.9%	5.7%	
	MESH	\$463,915	\$548,527	\$440,761	0.3%	0.2%	
	GLASS	\$492,138	\$430,321	\$461,765	0.4%	0.3%	
	BASAL	\$492,318	\$390,060	\$390,968	0.3%	0.2%	
	W/FORWARD	\$216,072	\$242,769	\$265,662	0.2%	0.2%	
	PROBE COVER	\$291,631	\$287,156	\$313,341	0.2%	0.2%	
	PACPER	\$7,628	\$7,443	\$78,428	0.0%	0.1%	
	TMP	\$15,865	\$18,355	\$17,653	0.0%	0.0%	