

RM / Regional manager / English

Review the region

English: pages 1-4 | Bahasa Indonesia: pages 5-8

This account is for reviewing results across areas. It does not edit the reports or approve operating changes.

Sign in

Use the email and password completed by DRM. If you cannot sign in, ask DRM to check that the account is active and assigned the RM role. EN/ID changes the interface language. Sign out after using a shared device.

Your access

RM can view financial, Product Focus, Final Assessment, Inventory, Operations and store-location dashboards across all areas. Approved SC and ARM timetables are available for review. RM cannot submit or approve schedules/revisions, correct or lock months, import data, set map coordinates, change staff/store status, manage users or open Audit Trail.

Choose the period first

Set day, week, month, quarter or custom dates where offered. Use the calendar rather than typing dates. Quarter selectors offer Q1-Q4 with a year. Then choose area, partner or store and click Apply. More filters contains the remaining slicers. A month view may use source MTD figures; read the cutoff note before treating it as a full month.

Go from summary to store

Start with Selling out performance or KPI score. Use Product focus performance for product units and Final assessment for the combined score. Click View beside a store to inspect actuals, targets, component weights and source reconciliation. Store search accepts part of a name or code; choose a result before applying the filter.

RM / Regional manager / English

Read scores and comparisons

Compare the same period and coverage. A high number is useful only when its target and source are understood.

KPI and final assessment

KPI = Total GMV 40% + Smartphone SO 20% + High-end SO 20% + AIoT GMV 20%. Final score = KPI 60% + Xiaomi T 5% + Xiaomi Pad 5% + Redmi Note 10% + LHA 10% + TV 10%. KPI and final scores can exceed 100. The final assessment minimum is 80.

Two color rules to keep apart

Achievement and outlook: 100% or more is green, above 50% and below 100% soft yellow, 50% or less soft red. Weighted component scores use attainment against their weight: 80% or more green, above 50% and below 80% soft yellow, 50% or less soft red. Example: 32 points against a 40-point weight equals 80%, so green. The displayed score is not changed by the color.

Read growth and outlook with the notes

DoD/WoW/MoM/QoQ/YoY shift the selected comparison window and use the available matching stores. A dash can mean missing data, an unsuitable denominator or an unverified cutoff. Outlook is a projection, not booked sales. Open the calculation and coverage details when you need the basis behind a result.

Ownership, staff and status

Upcoming stores remain in the directory without adding to KPI. Historical achievement stays with the SC/ARM responsible at the time; later transfers do not take those results away. SC qualification is a latest-mapping reference or effective approved update. Qualification unavailable means the source is missing, not that the SC failed certification.

Use inventory, operations and the map

These pages help you decide which store to follow up with. They do not replace checking the source with the team.

Inventory and downloads

Choose a snapshot date and scope. Inventory by product type and Store SKU details each have their own category buttons: All categories, Smartphone, PAD and AIoT. Download report PDF exports the selected section as A4 with all matching rows. DOS 30 or more is adequate, 10 to below 30 moderate, below 10 low. Missing DOS is not zero; replenishment is a recommendation, not an order.

Operations

Foot traffic is an average of available store-days. Entry rate is weighted by passing traffic; conversion, smartphone conversion and attach rate are weighted by visitors. Attach rate remains a ratio rather than a percentage. Observation counts show how much data contributed; check these before comparing areas.

Locations and schedules

Store map locator is bounded from East Java through Bali and Nusa Tenggara to Indonesian Papua. Full coverage restores the overview. Approximate pins require DRM verification; RM cannot set locations. Use the SC/ARM timetables to read approved plans, not to approve or change them.

A useful follow-up message

If a result looks wrong, send DRM or the responsible ARM the store code, period, filters and the figure in question. Include the visible warning or source mismatch. Do not send passwords. Where a report download button is available, it follows the selected filters and your access scope.

Download the report you need

Set the period and filters first. Use the Download report PDF button beside the section you want to save.

Sales, growth, KPI and partner reports

In Selling out performance, use the button beside Store performance details. The growth panel has its own button and follows the selected indicator. KPI score and Store rankings offer Store KPI rankings; KPI by partner offers Achievement by partner and the store ranking table. Choose the button beside the results you need. Operations matrix also has a separate Growth comparison download.

Product focus and final assessment

In Product focus performance, select Xiaomi T, Xiaomi Pad, Redmi Note, LHA or TV, then click Download report PDF beside that product's store performance table. The PDF follows the selected product. In Final assessment, use the button beside Final assessment ranking. If you use the store-name/code search in either table, clear it before downloading when you want the full filtered list.

What the PDF contains

The report includes every matching row, including rows on later table pages. It uses A4 landscape with standard 2.54 cm margins, repeated table headings and page numbers. Store and personnel details are included where the report provides them. A dash means unavailable, not zero. Check the period, scope and indicator printed at the top before sharing the file.

Your access and the inventory buttons

You can download reports across all areas. Your account remains view-only: downloading does not unlock corrections, month locks, approvals or audit access. Inventory by product type and Store SKU details keep their own category buttons and PDF downloads. Choose the category separately in each section. Wait for the download to finish; if it fails, read the message and try again.

RM / Regional manager / Bahasa Indonesia

Tinjau hasil regional

English: halaman 1-4 | Bahasa Indonesia: halaman 5-8

Akun ini dipakai untuk membaca hasil lintas area. Akun RM tidak mengedit laporan atau menyetujui perubahan operasional.

Masuk ke akun

Gunakan email dan kata sandi yang sudah dilengkapi DRM. Jika belum bisa masuk, minta DRM memeriksa status aktif akun dan role RM. EN/ID mengubah bahasa tampilan. Keluar dari akun setelah memakai perangkat bersama.

Hak akses Anda

RM dapat melihat dashboard finansial, Product Focus, Final Assessment, Inventory, Operations dan lokasi toko di seluruh area. Timetable SC dan ARM yang disetujui dapat ditinjau. RM tidak dapat mengajukan atau menyetujui jadwal/revisi, mengoreksi atau mengunci bulan, mengimpor data, mengatur koordinat, mengubah penempatan/status toko, mengelola pengguna, atau membuka Audit Trail.

Pilih periode lebih dahulu

Tentukan harian, mingguan, bulanan, kuartal atau rentang khusus jika tersedia. Gunakan kalender, bukan mengetik tanggal. Kuartal menyediakan Q1-Q4 beserta tahun. Lalu pilih area, partner atau toko dan klik Terapkan. Filter lainnya memuat slicer tambahan. Tampilan bulanan dapat memakai MTD sumber; baca catatan cutoff sebelum menganggapnya satu bulan penuh.

Dari ringkasan ke detail toko

Mulai dari Selling out performance atau KPI score. Gunakan Product focus performance untuk unit produk dan Final assessment untuk skor gabungan. Klik Lihat di samping toko untuk memeriksa realisasi, target, bobot dan rekonsiliasi sumber. Pencarian Toko menerima sebagian nama atau kode; pilih hasil sebelum menerapkan filter.

RM / Regional manager / Bahasa Indonesia

Baca skor dan pembandingan

Bandingkan periode dan cakupan yang sama. Angka tinggi baru berguna jika target dan sumbernya dipahami.

KPI dan final assessment

KPI = Total GMV 40% + Smartphone SO 20% + High-end SO 20% + AIoT GMV 20%. Skor akhir = KPI 60% + Xiaomi T 5% + Xiaomi Pad 5% + Redmi Note 10% + LHA 10% + TV 10%. Skor KPI dan skor akhir boleh melebihi 100. Standar minimum final assessment adalah 80.

Bedakan dua aturan warna

Achievement dan outlook: 100% ke atas hijau, di atas 50% hingga di bawah 100% kuning lembut, 50% ke bawah merah lembut. Skor komponen berbobot memakai pencapaian terhadap bobotnya: 80% ke atas hijau, di atas 50% hingga di bawah 80% kuning lembut, 50% ke bawah merah lembut. Contoh: 32 poin dari bobot 40 berarti 80%, sehingga hijau. Warna tidak mengubah nilai skornya.

Baca pertumbuhan dan outlook beserta catatannya

DoD/WoW/MoM/QoQ/YoY menggeser rentang pembandingan dan memakai toko yang memiliki data pembandingan. Tanda garis dapat berarti data belum tersedia, pembagi tidak sesuai, atau cutoff belum terverifikasi. Outlook adalah proyeksi, bukan penjualan yang sudah terjadi. Buka rincian perhitungan dan cakupan untuk melihat dasar hasilnya.

Kepemilikan, pegawai dan status

Upcoming tetap ada di daftar tanpa menambah KPI. Pencapaian historis mengikuti SC/ARM yang bertanggung jawab saat itu; pemindahan tidak mengambil hasil lama. Kualifikasi SC adalah referensi mapping terbaru atau perubahan disetujui yang sudah efektif. Kualifikasi belum tersedia berarti sumbernya belum ada, bukan SC gagal sertifikasi.

RM / Regional manager / Bahasa Indonesia

Gunakan Inventory, Operations dan peta

Halaman ini membantu menentukan toko yang perlu ditindaklanjuti. Angkanya tetap perlu dicocokkan dengan sumber bersama tim.

Inventory dan unduhan

Pilih tanggal snapshot dan cakupan. Persediaan per tipe produk serta Rincian SKU per toko mempunyai tombol kategori sendiri: Semua kategori, Smartphone, PAD dan AIoT. Unduh laporan PDF mengekspor bagian terpilih sebagai A4 dengan seluruh baris sesuai filter. DOS 30 ke atas memadai, 10 hingga di bawah 30 sedang, di bawah 10 rendah. DOS kosong bukan nol; pengisian stok adalah rekomendasi, bukan pesanan.

Operations

Traffic depan toko adalah rata-rata observasi toko-hari yang tersedia. Entry rate dibobot traffic depan toko; konversi, konversi smartphone dan attach rate dibobot pengunjung masuk. Attach rate tetap rasio, bukan persen. Jumlah observasi menunjukkan seberapa banyak data yang dipakai; periksa sebelum membandingkan area.

Lokasi dan jadwal

Store map locator dibatasi dari Jawa Timur melalui Bali dan Nusa Tenggara hingga Papua Indonesia. Seluruh cakupan mengembalikan tampilan awal. Pin perkiraan memerlukan verifikasi DRM; RM tidak dapat mengatur lokasi. Gunakan timetable SC/ARM untuk membaca rencana yang disetujui, bukan untuk menyetujui atau mengubahnya.

Pesan tindak lanjut yang membantu

Jika hasil terlihat keliru, kirim kode toko, periode, filter dan angka yang dipermasalahkan kepada DRM atau ARM terkait. Sertakan peringatan atau perbedaan sumber yang terlihat. Jangan mengirim kata sandi. Tombol unduh laporan yang tersedia mengikuti filter dan cakupan akses Anda.

RM / Regional manager / Bahasa Indonesia

Unduh laporan yang Anda perlukan

Tentukan periode dan filter dahulu. Gunakan tombol Unduh laporan PDF di samping bagian yang ingin disimpan.

Laporan penjualan, pertumbuhan, KPI dan partner

Di Selling out performance, gunakan tombol di samping Detail performance toko. Panel pertumbuhan memiliki tombol sendiri dan mengikuti indikator terpilih. KPI score dan Store rankings menyediakan Peringkat KPI toko; KPI by partner menyediakan Pencapaian masing-masing Partner serta tabel peringkat toko. Pilih tombol di samping hasil yang diperlukan. Operations metrix juga memiliki unduhan Perbandingan pertumbuhan tersendiri.

Product focus dan final assessment

Di Product focus performance, pilih Xiaomi T, Xiaomi Pad, Redmi Note, LHA atau TV, lalu klik Unduh laporan PDF di samping tabel performa produk per toko. PDF mengikuti produk yang dipilih. Di Final assessment, gunakan tombol di samping Peringkat Final Assessment. Jika memakai pencarian nama/kode toko pada kedua tabel ini, kosongkan pencariannya sebelum mengunduh bila ingin seluruh daftar sesuai filter.

Isi file PDF

Laporan memuat seluruh baris yang sesuai, termasuk baris pada halaman tabel berikutnya. Formatnya A4 lanskap dengan margin standar 2,54 cm, judul kolom berulang dan nomor halaman. Keterangan toko dan pegawai ikut disertakan jika tersedia pada laporan. Tanda garis berarti belum tersedia, bukan nol. Periksa periode, cakupan dan indikator di bagian atas sebelum membagikan file.

Hak akses dan tombol inventory

Anda dapat mengunduh laporan di seluruh area. Akun tetap hanya-baca: unduhan tidak membuka akses koreksi, kunci bulan, persetujuan atau audit. Persediaan per tipe produk dan Rincian SKU per toko tetap memiliki tombol kategori serta unduhan PDF masing-masing. Pilih kategori secara terpisah pada setiap bagian. Tunggu hingga unduhan selesai; jika gagal, baca pesannya lalu coba kembali.