The KYTS dashboard shows key performance indicators that allow us to monitor our progress towards achieving our targets. Each dashboard is a snapshot of our performance at any particular time in the month.

As the month progresses the number of retailers contacted increases and so the averages and percentages become more and more reliable as they are based on more retailer contacts.

At the end of the month the dashboard is reset. This means that the month-end dashboards can be compared to monitor trends in progress. Dashboards are published online here: http://colalife.org/dashboards
The dashboard uses the data synchronised with the server up to midnight of the previous day. Unsynchronised data is not included in the dashboard analysis.
This pie chart indicates the progress through the month.

This example is a month-end dashboard so it is totally green.

Half way through the month it will be half green and half red.

If we are on target to contact each retailer once a month, then the proportion of green in this pie chart should match the green portion of the smaller charts to the right.
These pie charts show our progress towards our target of contacting each retailer at least once a month. As the month progresses more contacts are made and the green portion of the charts gets bigger. We can tell if we are on target to contact all retailers by the end of the month by comparing the green portion of these small pie charts with the green portion of the large pie chart to the left. They should be similar.

Green represents retailers successfully contacted either through visits or by phone.

Yellow represents failed attempts to contact retailers.

Red represents the proportion of retailers where no attempt to contact them has yet been made this month.

Percentage of current month elapsed

- Elapsed
- Remaining

100%

Today’s date: 30/04/16
Dataset dates: 29/04/16

If the red segments in these pie charts match the red section of the large pie chart, we will have met our target.

The orange segment represents the percentage of successful contacts (the green pie chart segment).

Number of trained retailers:
- Mumbwa: 73, Chipata: 109, Eastern: 138
- Chirundu: 25, Kafue: 50, Lusaka: 204, Southern: 185
- Kalabo: 61, Mongu: 78
Contact progress – visits versus phone contact

These orange/black pie charts indicate the proportion of successful contact that was face-to-face (orange) or by phone (black). Our target is 100% by visit for all districts except Lusaka where the visit target is 50%. **Throughout the month** all charts should be 100% orange except Lusaka which should be at least 50% orange.

Contact progress - visits versus phone contact

- **Percentage of current month elapsed**:
  - Elapsed: 100%
  - Remaining: 0%

- **Central - Mumbwa**: 77%
- **Eastern - Chipata**: 76%
- **Eastern - Other**: 26%
- **Lusaka - Chirundu**: 47%

The orange segment represents the percentage of successful contacts (the green segment represents the remaining).

**Number of trained retailers:***
- Mumbwa: 73, Chipata: 109, Eastern: 138
- Chirundu: 25, Kafue: 50, Lusaka: 204, Southern: 185
- Kalabo: 61, Mongu: 78

**Average kits sold (including zero sales) in the last 7 days and number in sample (number in sample equals number contacted)**
- **Day 1**: 14 kits
- **Day 2**: 14 kits

**Average wholesale and retail prices**
- **Wholesale**: 15.00
- **Retail**: 15.52
This area of the dashboard shows the number of retailers on the system.
Adding a new retailer will increase the numbers here, removing a retailer will reduce them.
Editing a retailer (e.g., adding location information) will not affect these figures.
These numbers are used to calculate the percentage of retailers contacted in the green/yellow/red pie charts.
Graph 1 shows the average kits sold over the last 7 days as reported by the retailers contacted and recorded on the tablets.

The blue line is our target.

The number in the box at the base of each column is the number of retailers contacted so far this month.

So in Mumbwa there are 73 trained retailers (red box) and 56 were visited which gives the 77% contacted in the Mumbwa green/yellow/red pie chart above.

Number of trained retailers:
- Mumbwa: 73, Chipata: 109, Eastern: 138
- Chirundu: 29, Kafue: 50, Lusaka: 204, Southern: 185
- Kalabo: 61, Mongu: 78

Average kits sold (including zero sales) in the last 7 days and number in sample (number in sample equals number contacted)
Graph 3 shows the average stock levels as reported by the retailers contacted and recorded on the tablets. It excludes retailers who also act as wholesalers as their stock levels would distort the retailer average.

This means the number in the sample may be less than in Graph 1. In Mumbwa, for example, it is two less (54, not 56). This is because 2 of the retailers in Mumbwa also acted as wholesalers.

The blue line is our target.
Graph 4 shows the % of retailers contacted with stock. This is a crucial indicator – we all know that if a retailer has no stock they can’t sell!

Once again the number in the box at the base of each column is the number of retailers contacted and the blue line is the target (80%).

This graph should be comparable with Graph 5 (% of retailers with sales – explained on the next slide). In other words retailers with stock should be selling. If they are not, there is a problem that needs to be investigated urgently.
Percentage of retailers with sales in the last 7 days

Note:
For face-to-face visits the dashboard uses the stock level at the start of the visit not the stock level at the end as the fieldworker may have sold kits to the retailer during the visit.

Graph 5 shows the % of retailers contacted who reported sales in the last 7 days.

This graph should be comparable with Graph 4 (% of retailers with stock). In other words retailers with stock should be selling. If they are not, there is a problem that needs to be investigated urgently.

Note that it is possible for the % of retailers with sales to be higher than the % with stock. On a visit, a retailer may have no stock but will have had sales in the last 7 days. Indeed this is the case here for Lusaka. Only 29% had stock at the time of the visit but 37% reported sales.
Graph 2 shows the average wholesale and retail prices for retailers with sales in the last 7 days.

The number in the box of each column is the number of retailers who have reported sales in the last 7 days. We do not collect price information from retailers without sales.

The red part of each column is the average wholesale price, the blue part of each column is the average margin (gross profit) the retailers are making. The full length of the column is the average retail price and this is the number at the top of each column.

The figures that form this chart are also shown in the table to the right of this graph for additional clarity.
The KYTS Dashboard explained (Release 4)

Questions or comments on this dashboard should be directed to act@colalife.org

Dashboards are published weekly online here: http://colalife.org/dashboards