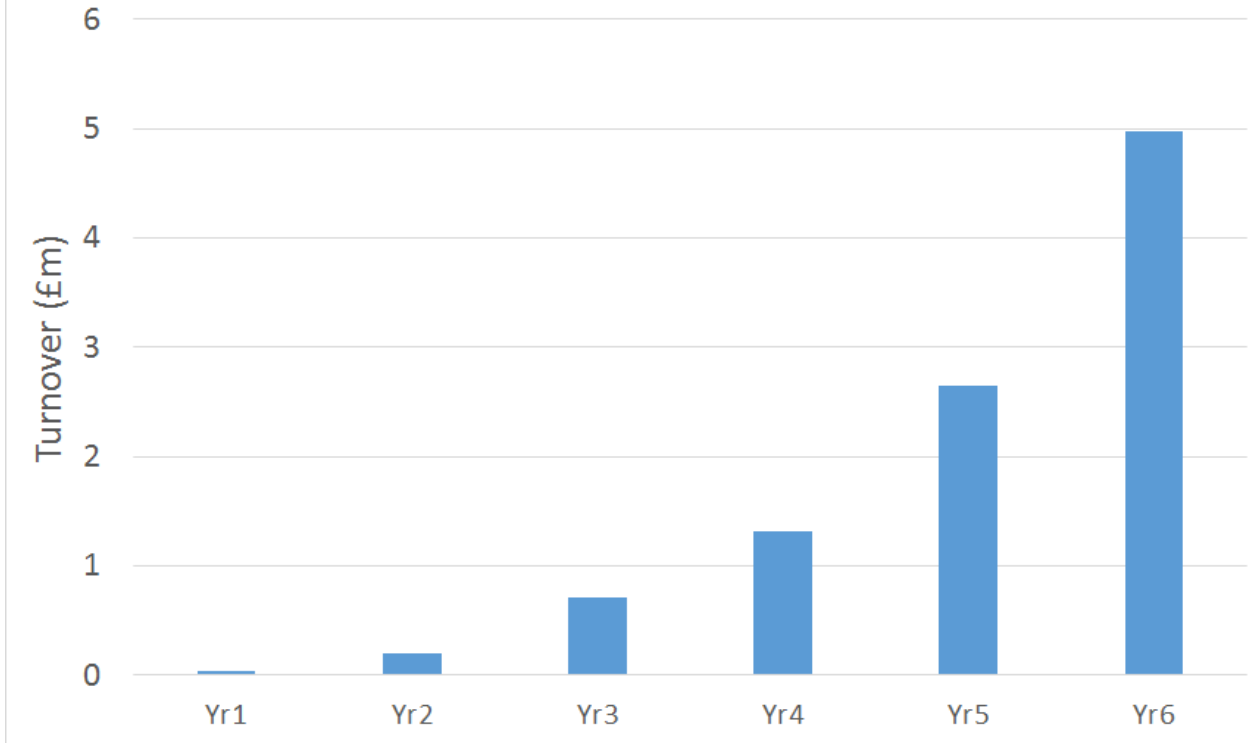


JAMES AND JAMES

Making Vision a Reality



Company Turnover







James Hyde & James Strachan

Opportunity

- Conventional gardening is inefficient
 - Plant Supermarkets require effort on the part of the consumer
 - Ground planting is limited by seasonality
 - Gardening services are expensive

Opportunity for a more efficient, convenient and cost-effective gardening service



James Hyde & James Strachan

Business Concept

delivered, installed,
guaranteed,
replenished, recycled

- Gardening; Delivered
 - Baskets, Containers, Sunken Trays
- Use of Manufacturing principles
 - Kanban, JIT, work-flow







Financial Projections Model [Compatibility Mode] - Excel

FILE HOME INSERT PAGE LAYOUT FORMULAS DATA REVIEW VIEW

Normal Page Break Preview Page Layout Custom Views Workbook Views

Ruler Formula Bar Gridlines Headings Show
 Zoom 100% Zoom to Selection Zoom
 Split Hide Unhide View Side by Side Synchronous Scrolling Reset Window Position Window
 New Window Arrange All Freeze Panes Switch Windows Macros

A2 fx Revenue Projections

	Year 1	Year 2	Year 3	Year 4	Year 5
Bloom Box					
Revenue Projections					
Years 1 to 5					
(\$)					
Hanging Basket					
Number of Units	200	500	500	2,000	2,000
Price per unit	30	30	30	30	30
Total	6,000	15,000	15,000	60,000	60,000
Larger planter					
Number of Units	0	0	0	0	0
Price per unit	60	60	60	60	60
Total	0	0	0	0	0
Monthly rental					
Number of Customers	200	700	1,200	3,200	5,200
Fee per Customer	0	0	0	0	0
Total	0	0	0	0	0
Net Revenue	6,000	15,000	15,000	60,000	60,000
Revenues by Months & Quarters					
(\$)					
Months					
Month 1	0	750	750	3,000	3,000
Month 2	0	750	750	3,000	3,000
Month 3	0	1,050	1,050	4,200	4,200
Total 1st Quarter	0	2,550	2,550	10,200	10,200
Month 4	300	900	900	3,600	3,600
Month 5	480	1,050	1,050	4,200	4,200
Month 6	600	1,050	1,050	4,200	4,200
Total 2nd Quarter	1,380	3,000	3,000	12,000	12,000
Month 7	600	1,200	1,200	4,800	4,800
Month 8	720	1,500	1,500	6,000	6,000
Month 9	900	1,500	1,500	6,000	6,000
Total 3rd Quarter	2,220	4,200	4,200	16,800	16,800
Month 10	720	1,650	1,650	6,600	6,600
Month 11	780	1,800	1,800	7,200	7,200
Month 12	900	1,800	1,800	7,200	7,200
Total 4th Quarter	2,400	5,250	5,250	21,000	21,000
Total for year	6,000	15,000	15,000	60,000	60,000

WELCOME INSTRUCTIONS COMPS **REVENUE** COST OF REV OPER EXP PERSONNEL EXTRA TAXES PROP & EQUIP WORK/CAP FUNDING INCOME BALANCE CASHFLOW BREAKEVEN INCOME-MOS

READY Search the web and Windows ENG 13:50 12/02/2016





Branding



bloom box

Traditionally, gardeners travel from garden to garden, they charge by the hour and can be quite pricey. We keep our gardeners in our garden so they can concentrate on the plants.

Garden centres do a similar thing but they make you travel to them. We do delivery and, unlike garden centres, have a vested interest in making sure our plants endure, staying healthy and beautiful.

The secret is that we don't let our plants die. Instead of discarding them at the end of the season we take them back, return them to health and use them again. This means we can give you valuable plants for a reasonable fare.



topiary

A small tree can brighten up any doorway, garage, gate or path. Exchanged every season, you can choose to have them replaced with a newly trimmed tree, or swap for any other tree of the same size.

All of our trees come in elegant stone containers.

info@bloombox.co.uk

autumn/winter baskets

Designed by a Royal Chelsea Flower Show Gold Medalist, our baskets look sensational throughout the year and are refreshed each season with a new design.

floral

A selection of hardy but vibrant plants to brighten up the coming winter months.



contemporary

A structural basket using cool winter colours. Perfect for the modern home.



herb

A delicious selection of seasonal herbs, ideal for culinary use or for their tantalising fragrance in the garden.



Images are for illustration purposes. Actual baskets may vary slightly in planting but will have a similar aesthetic style and the same high quality.

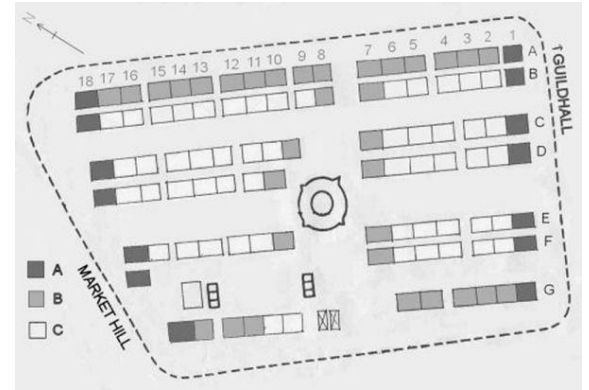
or call (07793) 675579

Marketing

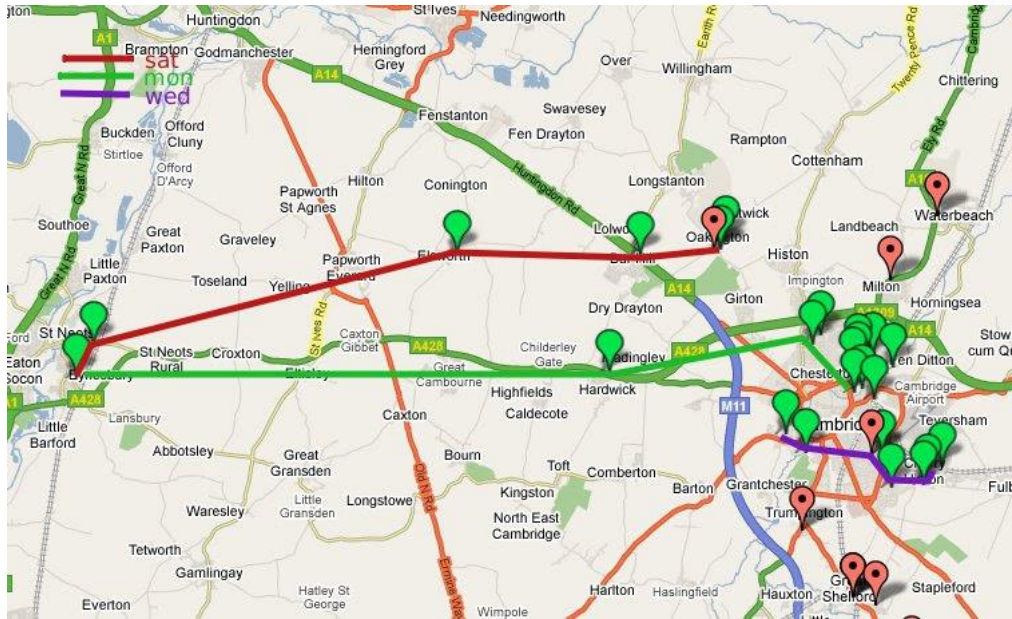


Cambridge
Evening News

Selling

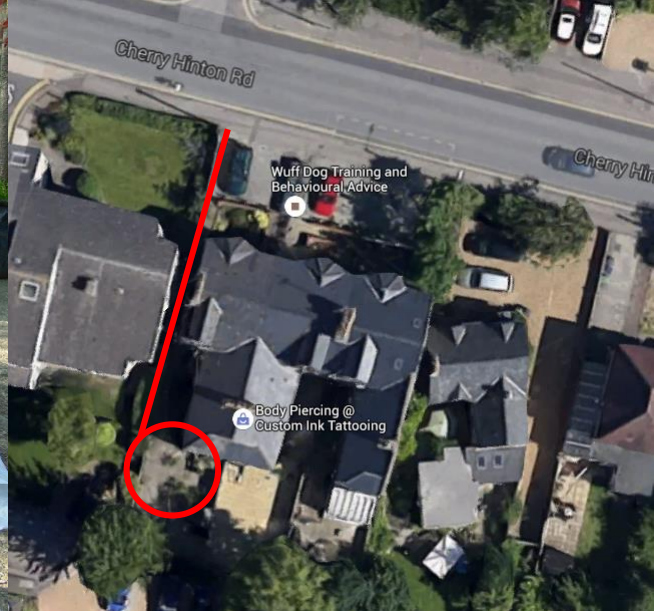


Selling

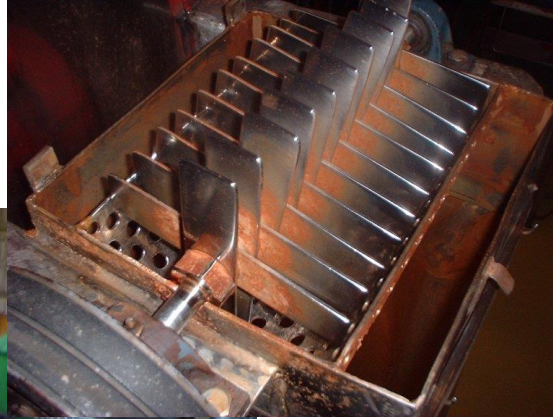




Operations



Efficiency





CRM

LIMBAS your company Sie sind angemeldet als: Adminus Administratos

Arbeitsplatz **Tabellenbaum** Profil admin Info Abmelden reset

Beispiel-CRM

- Aufträge
- Kunden
- Kontakte
- Artikel
- Positionen
- Zahlungseingang
- Ausgaben
- Korrespondenz
- Adressen

Tutorial-Beispiele

Tutorial-Abfragen

Beispiel-CRM

Kunden

Datei | Ansicht | Extras

Kundendaten Kontakte Termine Korrespondenz Dateien

Kunde: Alfreds Futterkiste & Fressnapf - Kunden Nr: 1

Standortadresse

Name	Alfreds Futterkiste		
Name Zusatz	& Fressnapf		
Strasse	Obere Str. 57		
PLZ	12209	Ort	Innenamzing
Postfach	75		
Land	Germany		
Region	Bayern		

Datensatz: 1 übernehmen

kalender

Wiedervorlage

Kontakte

- 12-10-2012 13:48:00
Neue Telefonnummer

Kunden

- 11-10-2012 13:47:00
Ergänzung
Kontaktdaten

Aufträge

- 10-10-2012 16:16:00
Rückfrage
Auftragsbestäti


Datei-Manager










01223 858919

[HOME](#)
[ABOUT](#)
[PROJECTS](#)
[OUR SERVICES](#)
[GALLERY](#)
[CONTACT](#)


Bloom Box Gardening Services

Bloom Box are trying to make gardening simpler. We offer a range of efficient gardener services and specialise in zero-maintenance hanging baskets and planters.

Services we offer include: [Garden Clearance](#), [Garden Maintenance](#), Grass Cutting, [Lawn Care](#), [Hedge Trimming](#), [Hedge Care](#), [Landscaping](#), [Patio Laying](#), [Deck Construction](#), [Shed Construction](#), [Fencing](#), [High Pressure Jet Washing](#) & [General Handyman Work](#).

Services

- Garden Maintenance & Border Design
- Lawn & Hedge Care
- Landscaping & Construction
- Driveway & Patio Cleaning
- Handyman Services
- Garden Clearance
- Pits and Planters
- Hanging Baskets



View our latest project at [Yarns Lovers](#)

Company Turnover





JAMES AND JAMES

Tell me more

[Honey and Manuka Honey
'best before' date](#)

[Blackcurrant Honey](#)

[Marvellous Manuka Honey](#)

[List all >>](#)

Categories

[Honey Remedies](#)

[Manuka Honey](#)

[Manuka
Honeysuckers](#)

[Raw & Rare Honey](#)

[Manuka Honeygars](#)

[Green Goodness](#)

[Marine Minerals](#)

[Mega Omega](#)

Manuka Honeysuckers

There are 5 products.



For Manuka Honey benefits on-the-go, what could be easier than our delicious Manuka Honey lozenges? Made with completely natural, health-boosting ingredients and a minimum 70% lab-certified Manuka Honey, it's a brilliant way of soothing a sore or tired throat. Our little lozenges are big on antibacterial and anti-inflammatory properties and give you a great natural energy boost.









Green Bay Harvest - Sharing out the Season's Bounty

Jo Glass <jo@greenbayharvest.co.uk>
to JamesS

The Real Food for Better Being Letter



Issue: 10 - Changing tastes in food culture



At this time of seasonal abundance, it's hard to believe that while the world produces more and more food, hunger continues to grow. Providing food security for all isn't just about agricultural practice, it's about supporting our food systems around the globe need to change.

I share in the belief that we can strengthen food systems by learning to be less dependent on fossil fuels and by being more resourceful in the face of climate change.

Promoting food security in developing countries is inextricably linked to our own food. This year's theme for World Food Day on 16

In this issue:

- Securing the future of food
- Getting down and dirty with food
- Lunch that ticks all boxes
- You're worth our salt!



Securing the future of food

The UK is 60% self sufficient in food: if we were to reduce our lamentable food waste and our over-eating, and to start consuming more calorie-efficient food, our self sufficiency would probably increase.

Ours is a rich country with strong trading links: we can and do import a wide variety of foodstuffs. And we need to the UK to



Two healthy ways to get through Christmas!

GBH x

Jo Glass <jo@greenbayharvest.co.uk>
to JamesS

Dear JamesS

I hope that your plans for a mid winter celebration - whether Christian or not - are bringing tidings of festive joy into these wintry days. Personally, I notice that my family seem to be eating and drinking less and I am reminded that this winter season is the time that our bodies naturally adjust to having a smaller amount as well as a smaller range of foods. I am having a struggle to provide a balanced diet for all when everyone keeps reaching for biscuits, party food and office Honeysuckers.

However our Green Bay products continue to inspire me. I have put plenty of flax fibre in the Christmas cake; a daily shot of green barley in apple juice (with a dash of lemon) is helping us keep sinus-related illness away; and Apple Cider vinegar with Manuka Honey helps to keep our digestion working well. I am frequently to be seen nibbling dried blackcurrants in the kitchen. These gifts from nature help my family to redress the tipping of the nutritional scales towards the excesses of the season, and keep our taste buds alive to the inspiring range of taste experiences outside of sweet and stodge!

Our Green Bay gift to you this Christmas is in the form of a Christmas box to let our range inspire you too. Add some of our exceptional foods for better being to your winter diet, and share it with your lucky friends too. Our Chef's Christmas box has a range of nutritional goodies for you to add to your diet. Our Chef's Christmas box has a range of nutritional goodies for you to add to your diet. Our Chef's Christmas box has a range of nutritional goodies for you to add to your diet.

...you could say they are seasonal essential
[fore about our Christmas Boxes >](#)

I spent all year enjoying our Green Bay products, both what you like at...
...me at jo@greenbayharvest.co.uk

Best wishes for a healthy and happy festive season.

Jo
Founder, Green Bay Harvest

What Makes LSA So Good For You?

Flax is one of the most complete and functional foods, and its effects have been known for centuries - so why do Green Bay think it needs improving ..?

Find out and try it for yourself, see below.



James' Late Night RFV Chart load

Number of Orders Placed

15 Orders

0 Orders

1st Feb 2010

half way between ...

90 weeks ago

Most Recent Order

£ 31,947 — 90 Customers — Avg Customer Value to Date £ 354.97 — 388 Orders — Avg Order Value to Date £ 82.76 — Total Basket Lines 526

11 orders between 15/07/08 and 24/07/09 with a total value of £519

Graph Options:

Graph Width: px
 Graph Height: px
 Max diameter of one point: px
 Power Rule:

Range Options:

'Now' Date:
 Weeks into the past: weeks
 Min number of orders:
 Max number of orders:
 Minimum total order: £
 Maximum total order: £
 Show Tails?
 Hold For Comparison?

* this will add a small random variance to the Y axis to make the tails easier to see.

* this will copy the current points to the next chart - only works with same range settings.

Product Focus:

All Products

*** Not Shown**

Of the 2242 customers with orders matching the criteria, 2152 are not displayed.

- 2 had orders totalling over £3000 (include)
- 2148 had orders totalling less than £200 (include)
- 130 made their last order before 12/05/08 (include)
- 1 have placed more than 15 orders (include)

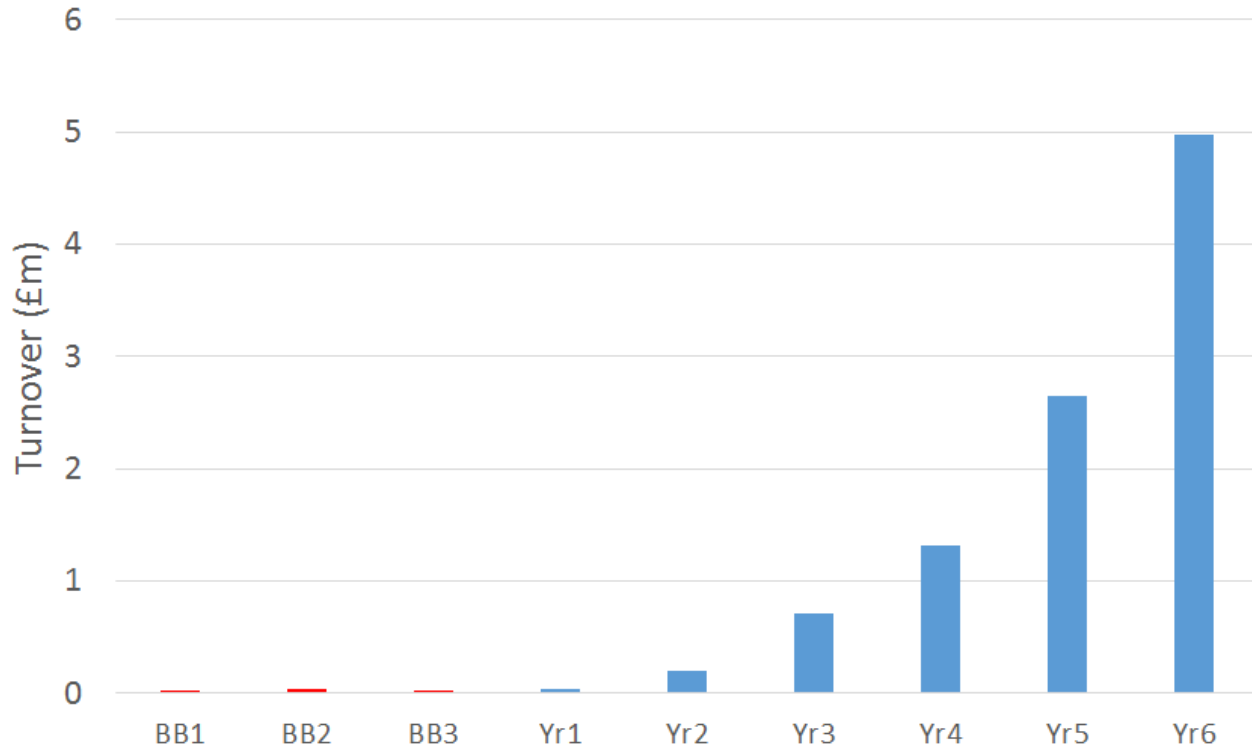
all code © James Strachan, 2009

start | Spotify - Bat For Lash... | RFV Tool - Google Ch... | demo - Retrosnub - ... | C:\Documents and Se... | demo.JPG - Paint | 23:25 | Monday | 01/02/2010





Company Turnover



six

[About](#)[Services](#)[Prices](#)[Moving to six](#)[Orders](#) [Stock](#)

six

[About](#)[Services](#)[Prices](#)[Moving to six](#)[Orders](#) [Stock](#)[Campaigns](#)[Report Center](#)[Account](#)

My Company Ltd

[edit details](#)[see all current messages!](#)

Messages

- Low Stock Warning**
4 weeks of stock remain for "Super Can Opener"
- Low Stock Forecast**
7 weeks of stock remain for "Nice Perfume"
- BBE Risk**
200 units of "Ketchup" have sell by 29/03/09 (BBE of 29/09/2009), sales prediction is 120 units by that date
- Overstock Warning**
1000 units of "Sewing Kit" in stock, equivalent to 100wks stock.

Recent Orders

[see all orders](#)

Order	Date	Status	Customer	Tracking Code
<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	RM123412
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	RM123412
<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	

Recent Returns (3)

[see all returns](#)

Order	Date	Status	Customer	Tracking Code
<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	RM123412
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	RM123412



Without Equal Inc



Sun Love Ltd

5 Sunny Grove
Berks
GG3 4GG



David Bossman - 01245 456 456



David Bossman - 01245 456
07707 070

[see all 5 contacts](#)

Orders being processed

<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	RM123412

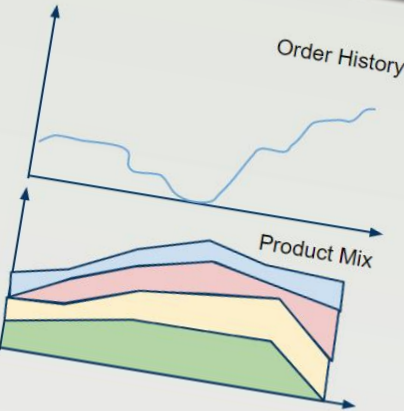
Despatched Orders

Order	Date	Status	Customer	Tracking Code
<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	RM123412
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	

Product	SKU	Price	Quantity	
<input type="checkbox"/> Socks (pair)	SHS-001	2.99	3	
<input type="checkbox"/> Shoes	SHS-002	34.50	1	
<input type="checkbox"/> Bab	SHS-003	9.95	2	
<input type="checkbox"/> Gym Shoes	SHS-004	34.50	1	
<input type="checkbox"/> Car	SHS-005	34.50	2	
<input type="checkbox"/> Thyme	SHS-006	34	1	
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	300

Returns

<input type="checkbox"/> - 1	24/11/09	Shipped	James Strachan	
<input type="checkbox"/> + 2	23/11/09	pending	James Hyde	RM123412



http://sixworks.co.uk/demo.php?focus=Client(1) Logged in as Demo Company Ltd [Help](#) [Logout](#) [Contact](#)

six

[Dashboard](#) [Orders](#) [Customers](#) [Products](#) [Reports](#) [Account](#)

Demo Customer Ltd

YTD: **£14,043** , Annualised Growth: **+4%**
 New **23/month** , Active **987/1430**

Messages [see all Messages](#)

- Low Stock Warning**
4 weeks of stock remaining for "Super Can Opener"
- You haven't set up all your account details
This is a less important message, but it's still recent

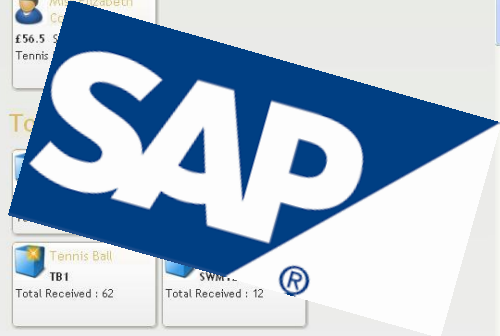
Recent Orders [see all Orders](#)

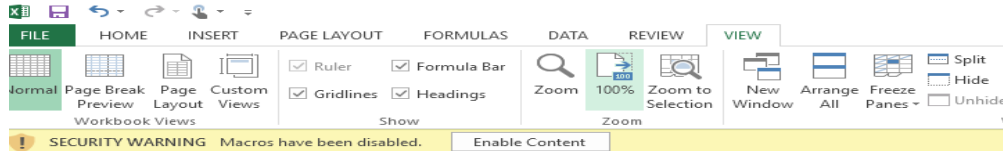
<input type="checkbox"/>	Status	Order	Date	Customer	Order Total (inc P&P)	Tracking Code
<input checked="" type="checkbox"/>	Shipped	1	24/1/09	James Strachan	£ 34.50	RM123412
<input checked="" type="checkbox"/>	pending	2	23/1/09	James Hyde		
<input checked="" type="checkbox"/>	pending					45233-A

Online Sales

Top Customers [see all Customers](#)

- Mr James Strachan**
£68.95 Socks (pair), Shoes, Bob, Gym Shoes, Car, thyme, skis
- Mr James Hyde**
£121 Jelly Beans, Giraffe, Pirate
- Miss Elizabeth**
£56.5 Tennis
- Tennis Ball**
TB1 Total Received : 62
- SWA...**
Total Received : 12





		Year 1	Year 2	Year 3	Year 4	Year 5	
1	6ix						Notes
2	Revenue Projections						
3	Years 1 to 5						
4	(\$)						
5	Packets/Parcels						
6	No CO's	1	14	20	30	40	
7	Number of Orders	1,600	19,560	50,000	75,000	100,000	
8	Price per unit	2.75	1.9	1.9	1.9	1.9	
9	Total	4,400	37,164	95,000	142,500	190,000	
10	Postage						hrs/day
11	Value	12,000	82,152	210,000	315,000	420,000	
12	Good In						
13	Number of Units	800	9,780	25,000	37,500	50,000	
14	Price per unit	0.25	0.25	0.25	0.25	0.25	
15	Total	200	2,445	6,250	9,375	12,500	
16	Materials						
17	Number of Units	1,600	19,560	50,000	75,000	100,000	
18	Price per unit	1	2	3	4	5	
19	Total	1,600	39,120	150,000	300,000	500,000	
20	Monthly storage						
21	Number of m3	16	60	120	180	240	
22	Fee per Annum	324	324	324	324	324	
23	Total	5,184	19,440	38,880	58,320	77,760	
24							
25							
26							
27	Net Revenue	23,384	180,321	500,130	825,195	1,200,200	
28							
29		1949	15027	41678	68766	100000	
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[Fulfilment](#)[Stock Reporting](#)[Customer Analysis](#)[Try Our Demo](#)

The result of good fulfilment is not delivering an order,

it's getting the next sale.

Six offers state-of-the-art **Fulfilment** for small and large companies looking to reduce costs and increase revenue. Six handles everything from posting a single item in a jiffy bag to freighting multi-pallet consignments. We use unique software (coded in-house in 2010) built on cutting-edge Cloud Computing technologies, to ensure that every pick is perfect and data is available instantly.

[find out more »](#)

Our live, web-based **Stock Reporting** allows automated pre-advice of stock short and predicts out-of-date issues months in advance, allowing you to take action early and reduce wasted time or stock. Because our main database is hosted in the software cloud, our clients enjoy secure, live feeds viewable from your online account from anywhere in the world.

[find out more »](#)

Most impressive is the wide selection of **Customer Analysis reports we can offer**. In only a few clicks you'll be able to discover the latest buying trends of your customers, get suggestions for cross selling specific to each customer, group customers based on their buying profile and send highly-targeted campaigns by email, post or in-box advertising to these groups. What's more, you can track the progress online to see what worked and what didn't.

[find out more »](#)



£22.50 london pre 9am



- Client Testimonials
- Quick Quote
- Online Demo
- Contact Six

Contact

Fulfilment Services

Live Reporting

Intelligence

Warehouse Live Data Feed

Items in Stock
196,412

Pick & Pack Accuracy
99.984%

Same Day Despatch
99.5%

Calculated at 16:45:24



Multi-channel eCommerce Fulfilment services

Fast, same day pick, pack and despatch with real-time and online inventory management means Six has the solution for everything from posting a single item in a jiffy bag to freighting multi-pallet consignments.

[find out more about your customers »](#)

The result of good fulfilment is not delivering an order,

it's getting the next sale

Fancy Drawing

Fulfilment Services »

- For eBay, Amazon, Play...
- For Your Online Store »
- For Phone or Mail Order »
- For Health & Beauty »
- Customer Services »

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Live Reporting »

- Inventory Management »
- Automated Alerts »

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Business Intelligence™ »

- Customer Analysis »

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How It Works »

- Product Storage »
- Picking & Packing »
- Fulfilment Pricing »
- Postage Rates »
- Returns Handling »
- Technology & Security »

latest articles

twitter

London Olympics 2012 - Final Carrier Update As we draw ever nearer the games, couriers are now finalising their arrangements for deliveries. Here is the most up to date information we have. City Link There will be a surcharge of £1.50

sixworks London Olympics 2012 - Final Carrier Update | eCommerce Fulfilment Blog [www.ly/cbDHO](#)

CapEx

- PC & Laptop
 - £30ea from Gumtree
- Printer
 - £50 from eBay
- Desks
 - £0 borrowed
- Trolley
 - £0 borrowed
- Office and Warehouse space

Unused kitchen aka Office



Total Spend ≈ £300





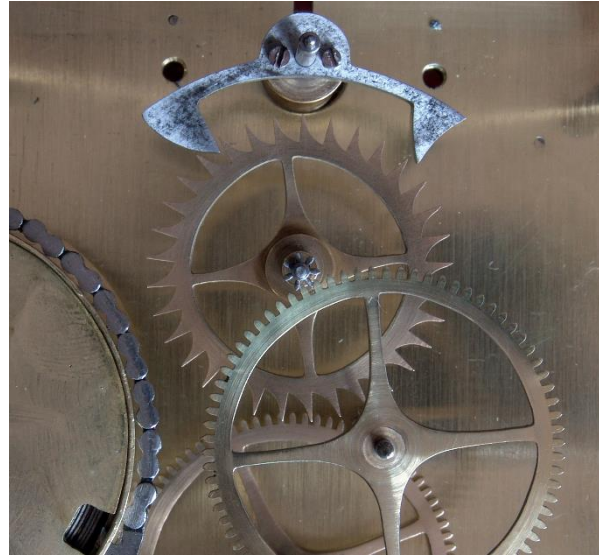
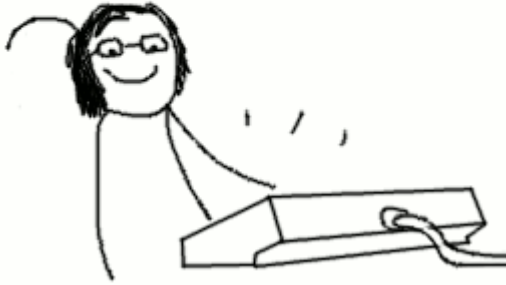


JAMES AND JAMES



JAMES AND JAMES

PROGRAMMING



One Year Later...

The screenshot displays the SIX Client - Green Bay web interface. It features a navigation bar with 'home', 'in stock', 'orders', 'account', 'settings', and 'support'. A line chart at the top shows sales or profit trends. Below it, the 'Recent orders' table lists items like 'John Glass in Cork', 'John Glass @ Stone Bay Market', and 'John Glass @ The North Cove'. The 'Stock Overview' section includes a pie chart and a table of stock categories: 9 Dormant, 1 Out of Stock, 10 Low Stocked, 2 Well Stocked, 5 Overstocked (Profitable), 1 Overstocked (Loss-making), 1 Non-Moving, and 40 Retired. A 'Configuration' table shows settings for 'Default lead time' (150 days) and 'Time between orders' (20 days). The bottom of the page contains an 'Introduction to this analysis' section and a table of 'Items with suspected bad data'.

Item	Status
9	Dormant
1	Out of Stock
10	Low Stocked
2	Well Stocked
5	Overstocked (Profitable)
1	Overstocked (Loss-making)
1	Non-Moving
40	Retired

Item	Status
Green, Paul & Co. of Virginia 'Walrus' Honey	Sold
Blue, Minka & Mavros Honey	Sold
Green, Paul & Co. of Virginia 'Walrus' Honey	Sold
Green, Paul & Co. of Virginia 'Walrus' Honey	Sold
Blue, Minka & Mavros Honey	Sold



CAMBRIDGE ANGELS



 UK Business Angels
Association

JAMES AND JAMES

SIX

sixworks.co.uk

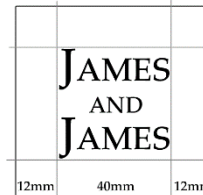
SIX

You get the first sale, we'll get you the next.

Six increases sales and reduces costs. We do this by using order and stock data, to give you live sales reports, inventory and forecasts. It also enables us to do clever selling - automatic and specific customer-by-customer campaigns, based on statistical customer behaviour.



JAMES AND JAMES



Brand Style - content levels

"Happy consumers and empowered clients, from innovative people"



1. The first content someone will see. It is very human content with a focus on creating the right feel and conveying our brand principles and vision.

2. Marketing and promotional content focusing on our strengths and how this will make the client 'feel'. It should contain the more intangible benefits and values, such as confidence.

3. Factual and practical information given in context which highlights the specific benefits of our service. It may call upon attributes of what we do to reinforce the benefits.

4. Detailed and specific information, such as technical information or long lists (unless this should always be last, but may be a pdf). This level may not be present in all sections or media.

Our content structure follows our value structure. Think about where your content should sit within the business as a whole and make sure it contains the right level of emotion (top level) or detail (bottom level).

Typography

Our brand typefaces are Palatino LT and Lato. We use Palatino LT Medium and Lato Regular for the body.

All our paragraphs, both online and in print, are left aligned and never just character spacing and can make it harder to read

Keep typography simple. Do not overcrowd layouts and do not use too much weight to draw emphasis instead. Never use underline.

Palatino LT Light *and Italic*
 Palatino LT Light Bold *and Italic*
 (also called Medium)
 Palatino LT Roman *and Italic*
 Palatino LT Bold *and Italic*
 Palatino LT Black *and Italic*

Lato Hairline
 Lato Hairline Extra Condensed
 Lato Light
 Lato Light Bold
 Lato Regular *and Italic*
 Lato Bold *and Italic*
 Lato Black *and Italic*

Typically level 1 content is the most emotionally led and descriptive, with level 4 being the most rational and detailed.

That is not to say that level 1 should not include factual content, but that it should be presented in a more expressive and attention grabbing through never sensational manner.

Remember that just because the level of detail increases at the lower levels, you should still try to keep the content short and to the point.

Two Years Later...

The image displays two screenshots of the SIX Client web application. The left screenshot shows the 'Recent orders' page, which includes a line chart at the top and a table of orders below. The right screenshot shows the 'Stock Overview' page, which features a pie chart, a list of stock categories, and a table of items with suspected bad data.

Recent orders

Order ID	Buyer	Item	Price	Status
GBH000022	John Glass in Care		£11.40	3 days ago
00000138	TEST			
12771	John Glass @ Stone Bay Masonry (ND) Limited in Carleidge		£243.72	1 week ago
12771	Edgley Masonry @ Manselton Dr in Silchester		£1,491.04	1 week ago
GBH000021	Jane Innes Green (buying to Medical) in Inverness		£81.03	4 days ago
12795	The Health Care @ The North Cove in Nottingham		£1,510.14	6 days ago
12794	UK Car Distribution @ UK Distribution in Southampton		£1,527.24	6 days ago
12793	Patex Close White Foods Flexibility @ White Foods (Market) Flexibility in London		£660.20	6 days ago
12792	Raiffa Aramis in Manchester		£41.06	1 day ago
12791	Christina Nikolaidis in Lincolnshire to Oleg Medvedevsky		£27.23	6 days ago
12790	Justin Wren in Yorkshire		£11.54	1 day ago
12789	Laura Ed Lithien - to Glass @ Alpha AG in Sweden		£1,091.74	6 days ago
12788	Laurea Let Lithien - Edgley @ Alpha AG in Sweden		£10.00	1 day ago
12788	Beatrix Colman in Hampshire		£3,443.32	6 days ago
12781	UK Wholesale @ Wholesale in Milton Keynes		£22.96	6 days ago
12787	Victoria Richmond in Upton		£85.84	1 week ago
12786	Mike Briggs @ Blue View Retail Ltd. in Huntington		£50.88	1 week ago
12785	Fred Coates in Carlisle		£201.09	1 week ago
12784	Roberts AM @ Roberts in Chesham		£11,448.48	4 days ago
12782	Charles Coates @ Coates (PCT) in Harpenden		£14.91	1 week ago
12783	Irwinie Georgeina @ Carter to Demaria		£39.95	1 week ago
12780	Irene Davies in CASDFP			

Stock Overview

9 Dormant
1 Out of Stock
10 Low Stocked
2 Well Stocked
5 Overstocked (Profitable)
1 Overstocked (Loss-making)
1 Non-Moving
40 Retired

Configuration

Default lead time	150 days
Time to deliver orders	20 days
Internal Rate of Return	10.0%

Items with suspected bad data


Item	Price	Status
Green Paul@Erie: Pk of Virginia "Woolly" Honey 50kg has a sale price but no cost price set - not		
Green Paul@Erie: Bulkberry Honey 50kg has a sale price but no cost price set - not		
Green Paul@Erie: Truffle "Metta & Cordes" Honey 50kg has a sale price but no cost price set - not		
Green Paul@Erie: Pk of Virginia "Woolly" Honey 50kg has a sale price but no cost price set - not		
Redd@Erie: 10kg has a sale price but no cost price set - not		
Redd@Erie: 1kg has a sale price but no cost price set - not		
Green Paul@Erie: Heather "Honey" has a sale price but no cost price set - not		
Blue Moxie@Moxie@Erie: 50kg has a sale price but no cost price set - not		
Blue Moxie@Moxie@Erie: 10kg has a sale price but no cost price set - not		
Blue Moxie@Moxie@Erie: 1kg has a sale price but no cost price set - not		

Time to sell SaaS





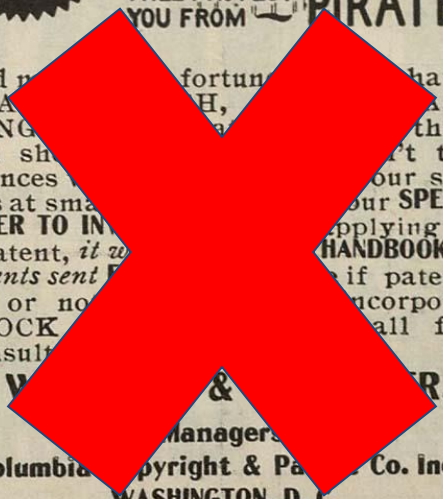
UNITED STATES PATENTS AND FOREIGN TRADE-MARKS
 AND FOREIGN COPYRIGHTS



A COPYRIGHT
 WILL PROTECT YOU FROM PIRATES.

And no fortune have a
 PLAN, H, ACT,
 SONG, H, thing,
 you should not take
 chances in our serv-
 ices at small our **SPECIAL**
OFFER TO IN applying for
 a patent, it will **HANDBOOK on**
patents sent if patent-
 ble or not incorporate
STOCK all fees.
 Consult

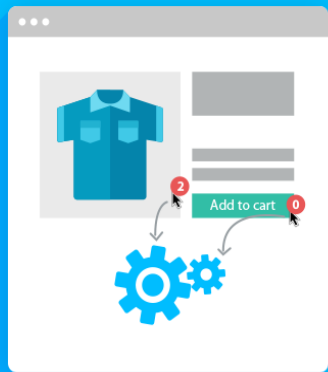
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 Columbia Copyright & Patent Co. Inc.,
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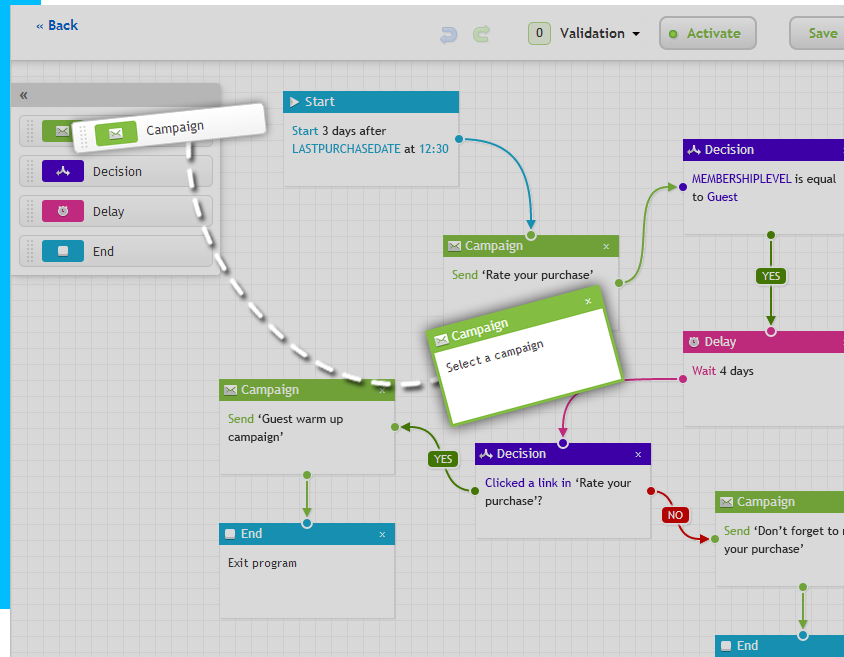
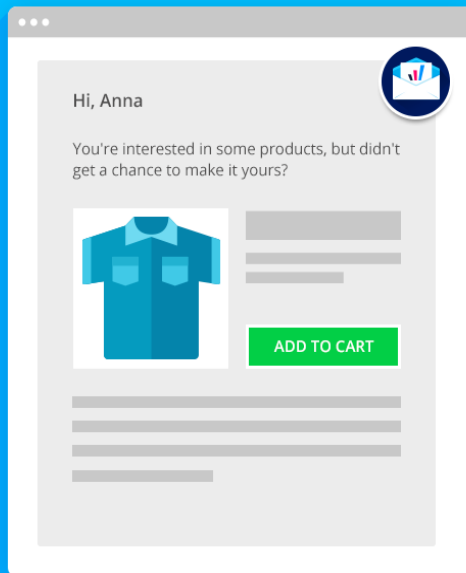
License?





Sales Nurturing

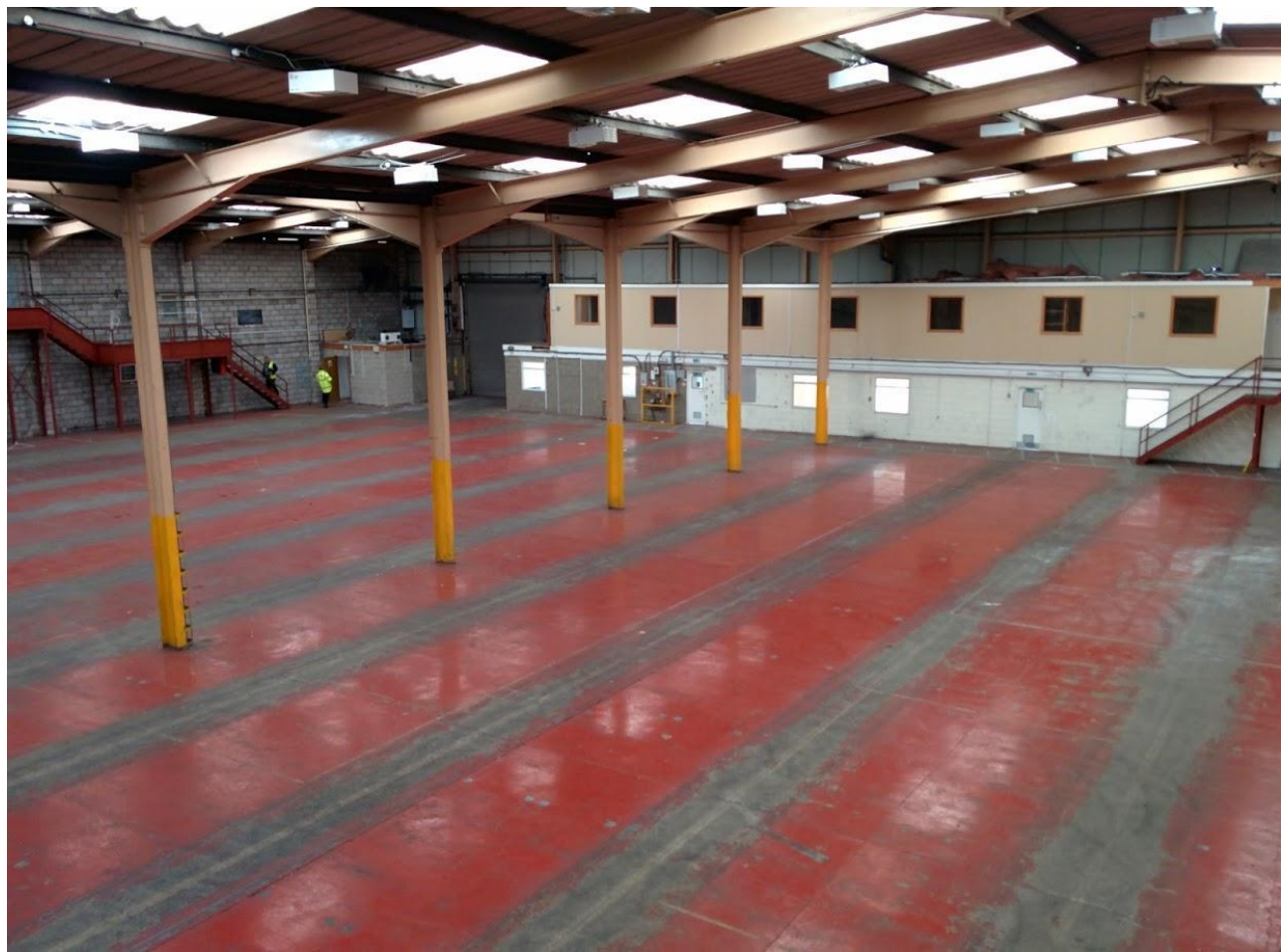
Nurture visitors who are interested in some products but not buying, bring back the lost revenue.





JAMES AND JAMES



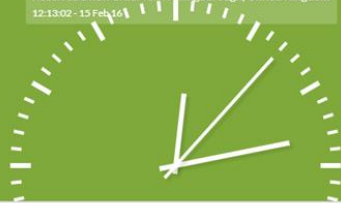




Our Live Warehouse Feed

15 February 2016 12:13:06

Received a new order for Wellesborough, United Kingdom



Order Fulfilment

James and James, two Cambridge process engineers, were fed up with the [order fulfilment services](#) available to online retailers. They knew great technology meant a fulfilment company could deliver more; creating cost savings and providing greater visibility.

Understanding that starting point means you understand our drive and passion to leverage technology to provide a world leading solution - for our clients and their customers. We'll never rest on our laurels, which is why we continue working with the best minds in the industry.

[Find Out More About Our Fulfilment Solution](#)



Andy Bank
Commercial Director

“ We have been with James and James for a number of months and are delighted with the difference it has made to our UK fulfilment operations. We made the switch from another provider as we could not get timely information on the status of outbound orders, tracking numbers or physical stock levels. James and James' system is intuitive, easy to use and the data retrieval is incredibly fast. We have stopped working with

No Risk Trial

- No Commitment
- No Set-Up Fees
- Start Tomorrow

[Apply >>](#)

[Leave a message](#)

- Orders
- Overview
- Browse
- Order contents
- Shipped
- New

Order Overview

- Products
- Overview
- Browse
- Stock Issues
- Corrections
- Analysis
- Retired
- Stock Report

Unidentified Lines: 6 temporary products created by goods-in

Low BBE: 1 product will go past bbe date before all current stock is sold, at current rate of sale

Dormant Lines: 122 products that have been oos for over 30 days

Product Data

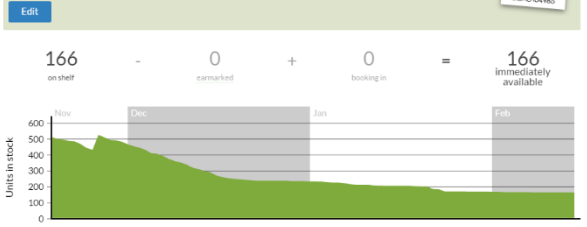
- Products
- Overview
- Browse
- Stock Issues
- Corrections
- Analysis
- Retired
- Stock Report

Browse Products

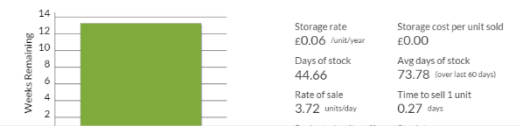
Image	Name	SKU	T
<input type="checkbox"/>	Demo Red Ham	DEMO115241	
<input type="checkbox"/>	Example Traditional Sports Drink	DEMO98327	
<input type="checkbox"/>	Sample Square Table	DEMO74503	
<input type="checkbox"/>	Sample Lemon Hand Cream	DEMO74498	
<input type="checkbox"/>	Placeholder Green Sports Drink	DEMO115239	
<input type="checkbox"/>	Demo Modern Hand Cream	DEMO96996	
<input type="checkbox"/>	Example Strawberry Sports Drink	DEMO96997	
<input type="checkbox"/>	Demo Traditional Hand Cream	DEMO74771	
<input type="checkbox"/>	Sample Custom Cheese	DEMO74733	5 £18.39 £10.11
<input type="checkbox"/>	Example Strawberry Sports Drink	DEMO74737	4 £11.51 £6.33
<input type="checkbox"/>	Placeholder Traditional Cheese	DEMO76259	2 £14.85 £9.21
<input type="checkbox"/>	Demo Modern Hand Cream	DEMO74736	4 £11.36 £7.05
<input type="checkbox"/>	Demo Modern Cheese	DEMO74796	1 £9.45 £5.86
<input type="checkbox"/>	Placeholder Round Chair	DEMO100544	15 £4.19 £2.76

- Products
- Overview
- Browse
- Stock Issues
- Corrections
- Analysis
- Retired
- Stock Report

Test Round Hand Cream



Stock Analysis







JAMES AND JAMES



JAMES AND JAMES

COMPANY
STREET
TOWN
POSTCODE

r24
ROYAL MAIL
RETURN POSTAGE PAID
LICENCE No. XXXXXX

From: | | | | |

Florist Delivery



**ORDER
BY 2PM**

FOR SAME DAY DESPATCH

Courier Delivery



**ORDER
BY 4PM**

FOR SAME DAY DESPATCH

order by
10pm
*for next day
delivery to home*
AS STANDARD*





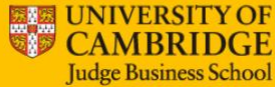


James & James

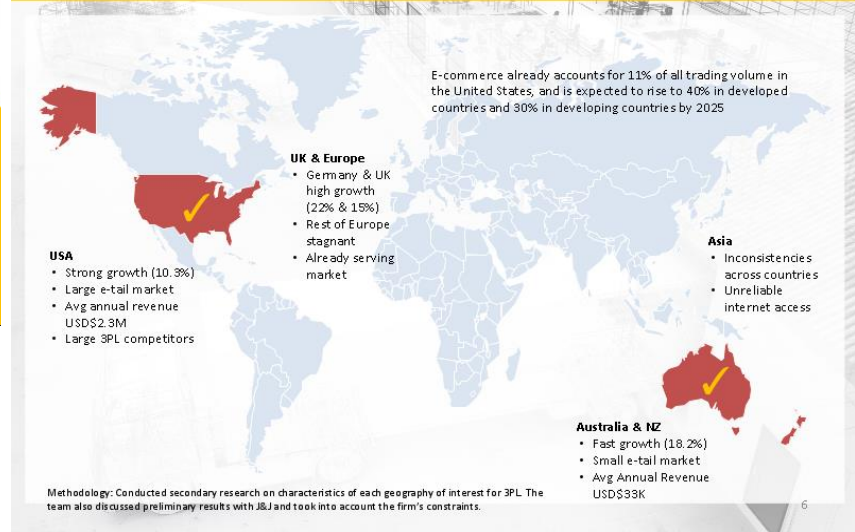
Corporate Expansion Strategy

The Twenty7 Group

Team: An Le, Ayyaz Ahmad, Daniel San Martin, Neil Madden, Xavier Tang



Analysis of Geographic Markets



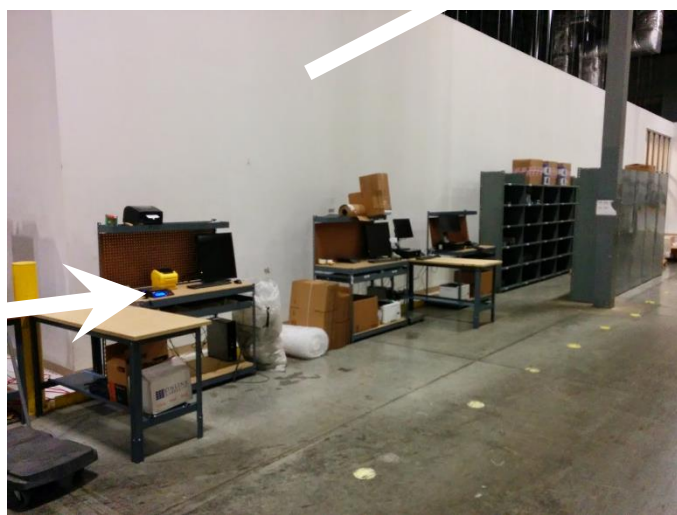


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USA



JAMES AND JAMES



NZ







UK



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