

## ACTION PLAN REPORT

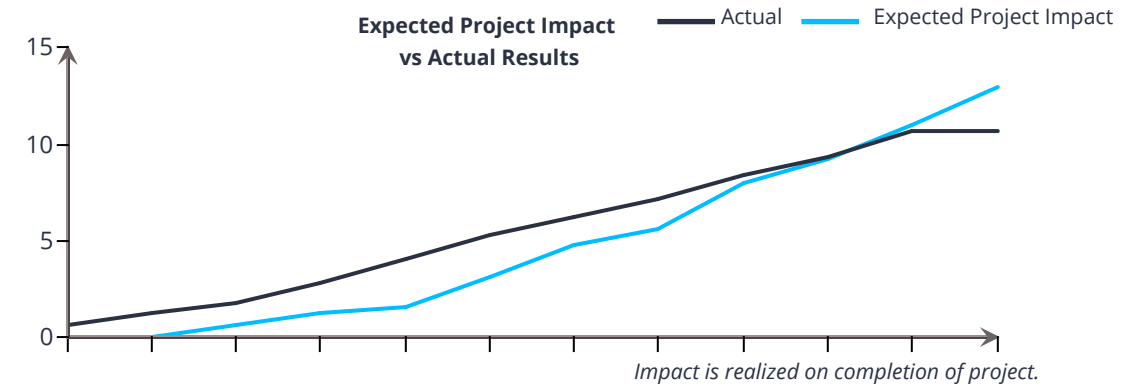
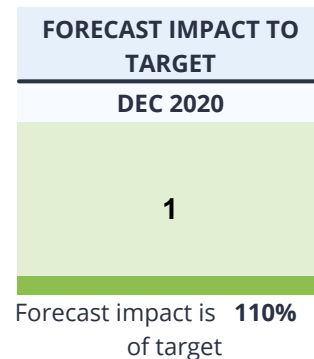
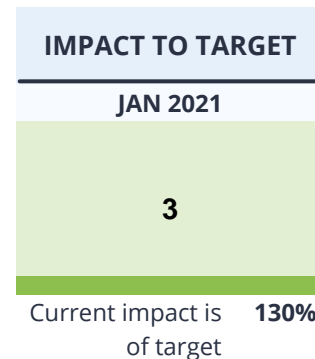
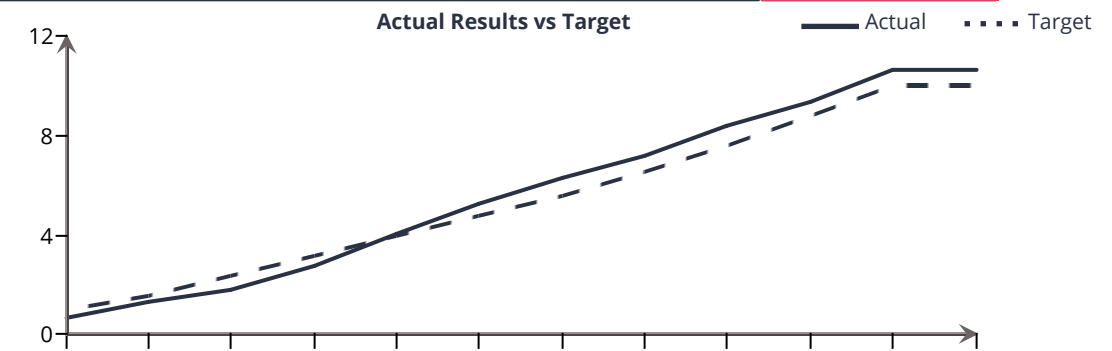
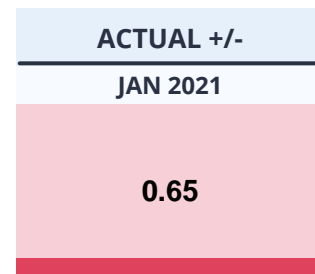
# ACTION PLAN REPORT

<b>SECOND LEVEL IMPROVEMENT PRIORITY:</b> 748 Increase Annual Sales Revenue on Product F from 5m\$ to 10m\$ in 2021 <b>BUSINESS UNIT:</b> Beverages EMEA Finance <b>TOP LEVEL IMPROVEMENT PRIORITY (PARENT):</b> TL05 \$40m from new Products launched by June 2020 <b>TEAM:</b> Beverages EMEA Finance Manager, Beverages EMEA R&D Manager, Sales & Marketing Beverages Director	<b>OWNER:</b> Sales & Marketing Beverages Director <b>BUSINESS UNIT LEAD:</b> Beverages EMEA Finance Manager <b>FUNCTION:</b> Sales & Marketing	<b>START DATE:</b> 1 JAN 2020 <b>NEXT REVIEW:</b> 1 MAR 2021
--	---	---

<b>PROBLEM STATEMENT:</b> Leverage massive opportunity for new isotoniq range across all our markets to achieve 10m\$ by end of year. <b>LATEST REVIEW JOURNAL:</b> Update to describe challenges and support required	<b>REVIEW HEALTH:</b> <span style="color: red;">■</span>
---	--

<b>TARGET TO IMPROVE:</b> Sales of Product F <b>OWNER:</b> Nikki Grey <b>UNIT OF MEASURE:</b> m\$ <b>DESCRIPTION:</b> KPI to track the sales of Product F. Sales will be captured monthly against targets.
---

<b>JUMP OFF POINT:</b> 5 M\$ <b>GOAL:</b> 15 M\$
---







ACTION	OWNER	PROJECTED FINISH	IMPACT	COMMENTS	REVIEW HEALTH	STATUS	12 MONTH PLAN											
							Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21
Marketing Campaign	Matt Fleming	28 Apr 2020	30%	This is a status update for project 2. The project...	●	Completed	█	█	█									
Software Development Upgrade 1	Nikki Grey	12 May 2020	10%	This is an issue journal raised on the Project.	!	Active	█	█	█									
Recruitment Event 1	Nikki Grey	28 Jul 2020	25%	-	!	Completed				█	█	█						
Marketing Campaign 2	Matt Fleming	31 Aug 2020	20%	Setting status to Complete on 30/11/2020. All task...	!	Completed				█	█	█	█					
Software UX Update	Nikki Grey	5 Oct 2020	20%	Project suspended due to resource constraints.	!	Suspended							█	█				
Recruitment Event 2	Nikki Grey	12 Oct 2020	20%	Risk on the project journal	!	Completed							█	█				
Obj Countermeasure Project NG	C Matt Fleming	2 Nov 2020	-	Work on this	!	Active											█	

[REFRESH](#)

C = Countermeasure Project

A ! will show next to Review Health if an Active or Proposed project has no review in the past 30 days

	BI Tool Upgrade	Nikki Grey	18 Dec 2020	5%	Null	!	Proposed
	Software Development Upgrade 2	Matt Fleming	8 Jan 2021	20%	Activities resumed post Christmas break.	!	Active
	Assessment Centres	Nikki Grey	9 Feb 2021	25%	Null	!	Proposed
	EMEA Recruitment Focus	Nikki Grey	9 Apr 2021	40%	EMEA Recruitment Focus Journal	●	Active

**195%**