

Retail analytics software evaluation

Compare the same deployment, evidence and commercial scope. Complete one set of scores for each candidate. The weights below are an illustrative starting point; agree and edit them before seeing supplier scores.

Review date: _____ Locations / entrances: _____ POS: _____

1. Establish non-negotiable requirements

Requirement gate	Supplier A	Supplier B	Supplier C
Required metrics and site coverage demonstrated	Pass / Fail / Unverified	Pass / Fail / Unverified	Pass / Fail / Unverified
POS/data access and integration responsibility agreed	Pass / Fail / Unverified	Pass / Fail / Unverified	Pass / Fail / Unverified
Data access, security and deployment review accepted	Pass / Fail / Unverified	Pass / Fail / Unverified	Pass / Fail / Unverified

2. Rate only evidenced capabilities

Ratings: 0 = does not meet; 1 = major gaps; 2 = partial fit; 3 = meets; 4 = exceeds; 5 = substantially exceeds. U = unverified. Do not rank candidates until all criteria are verified. A failed gate overrides a high total.

Criterion	Weight %	A rating	B rating	C rating
Data source and measurement fit	20			
Store count and reporting hierarchy	10			
POS joining and integration	20			
End-to-end data latency	10			
Exports and data portability	5			
Support and operating ownership	10			
Comparable total cost	10			
Access, retention and deployment controls	15			
TOTAL POINTS	100	/ 100	/ 100	/ 100

Points = weight x rating / 5. Example: weight 20 and rating 4 gives 16 points. Weights must total 100. Blank/U ratings are missing evidence, not zero scores. This worksheet does not assign a winner.

Evidence, ownership and rollout decision

Supplier / product / edition: _____ Reviewer: _____ Date: _____

Requirement	Evidence to collect	Owner / due date	Result / remaining action
Data source and store count	Counting or source method, defined metrics, coverage plan, store IDs and role hierarchy.		
POS joining	Sample fields, time zone, transaction exclusions, integration route and a reconciled day.		
Latency	Observed event time, upload time and report time; behaviour during an outage.		
Exports	Usable sample CSV/API output, identifiers, time grain, access terms and exit process.		
Support	Installation, monitoring, incident response, replacement and integration owner.		
Cost	Same store/sensor count and term; hardware, installation, software, selected features and integration.		
Deployment controls	Data-flow description, permissions, retention, diagnostic handling and responsible review.		

3. Record the decision and pilot

Decision: ☐ Shortlist ☐ Pilot first ☐ More evidence required ☐ Does not meet requirements

Pilot locations / formats: _____

Acceptance criteria and comparison period:

Unresolved items, owner and date:

For a V-Count requirements review, bring your location list, entrance dimensions, POS system and reporting goals.

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