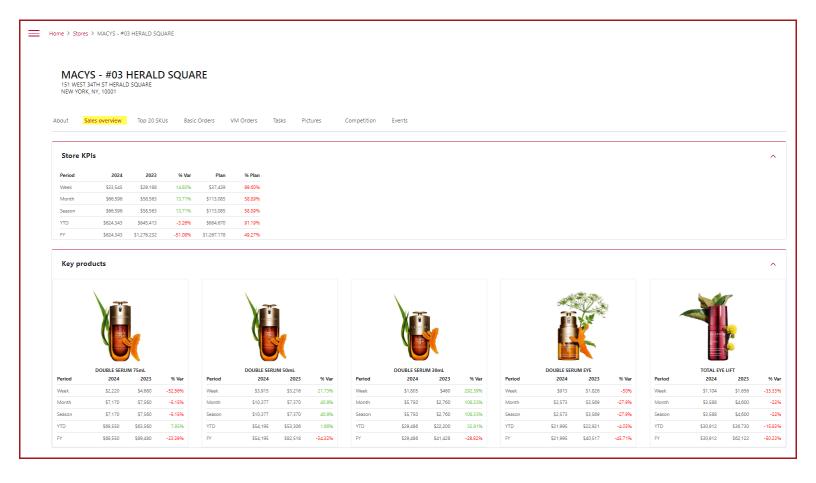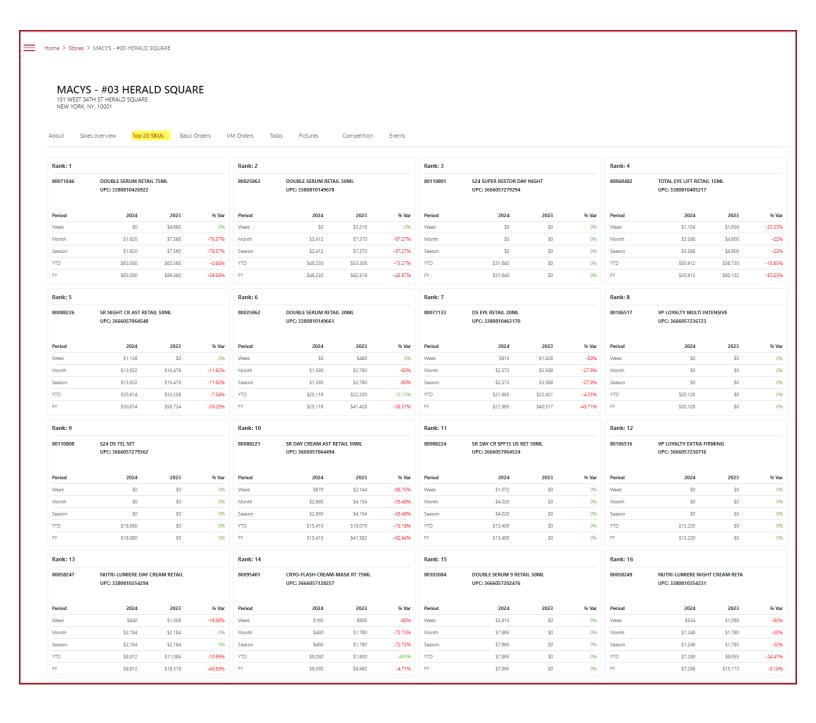**CLARINS**
Elite

We are excited to share with you some enhancements to our Elite application, based on your feedback and opportunities to provide new and improved features. The below will be available Tuesday, September 10th:

1. **Sales Overview**: Store KPI's and Key Product Focus (image reflects Aug Wk4)
   a. Quick snapshot of overall sales achievement, updated weekly and aligned with Qlik
   b. Key product highlights for Double Serum (3 sizes), Double Serum Eye, and Total Eye Lift
      i. Basic product only (no sets)
      ii. Merged results for Double Serum 8 and Double Serum 9

Home > Stores > MACYS - #03 HERALD SQUARE

MACYS - #03 HERALD SQUARE
151 WEST 34TH ST HERALD SQUARE
NEW YORK, NY, 10001

About | Sales overview | Top 20 SKUs | Basic Orders | VM Orders | Tasks | Pictures | Competition | Events

Store KPIs

Period	2024	2023	% Var	Plan	% Plan
Week	$33,545	$29,188	14.92%	$37,439	89.60%
Month	$66,596	$58,563	13.71%	$113,085	58.89%
Season	$66,596	$58,563	13.71%	$113,085	58.89%
YTD	$624,343	$645,413	-3.26%	$684,670	91.19%
FY	$624,343	$1,276,232	-51.08%	$1,267,178	49.27%

Key products

DOUBLE SERUM 75mL

Period	2024	2023	% Var
Week	$2,220	$4,680	-52.56%
Month	$7,170	$7,560	-5.15%
Season	$7,170	$7,560	-5.15%
YTD	$68,550	$63,560	7.85%
FY	$68,550	$89,480	-23.39%

DOUBLE SERUM 50mL

Period	2024	2023	% Var
Week	$3,915	$3,216	21.73%
Month	$10,377	$7,370	40.8%
Season	$10,377	$7,370	40.8%
YTD	$54,195	$53,306	1.66%
FY	$54,195	$82,518	-34.32%

DOUBLE SERUM 30mL

Period	2024	2023	% Var
Week	$1,805	$460	292.39%
Month	$5,750	$2,760	108.33%
Season	$5,750	$2,760	108.33%
YTD	$29,486	$22,200	32.81%
FY	$29,486	$41,428	-28.82%

DOUBLE SERUM EYE

Period	2024	2023	% Var
Week	$913	$1,826	-50%
Month	$2,573	$3,569	-27.9%
Season	$2,573	$3,569	-27.9%
YTD	$21,995	$22,921	-4.03%
FY	$21,995	$40,517	-45.71%

TOTAL EYE LIFT

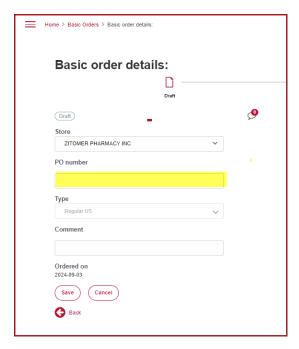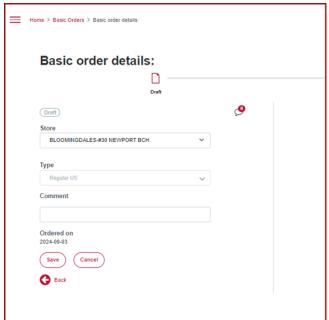| Period	2024	2023	% Var
Week	$1,104	$1,656	-33.33%
Month	$3,588	$4,600	-22%
Season	$3,588	$4,600	-22%
YTD	$30,912	$36,730	-15.83%
FY	$30,912	$62,122	-50.23%

2. **Top 20 SKUs** (image reflects Aug Wk4)
   a. Information is sorted based on YTD 2024
   b. Double Serum 8 and Double Serum 9 skus are reflected individually and identified by the indicated EAN
   c. For doors with Skin Spas, services will be reflected as part of the top 20, if applicable

MACYS - #03 HERALD SQUARE
151 WEST 34TH ST HERALD SQUARE
NEW YORK, NY, 10001

About | Sales overview | **Top 20 SKUs** | Basic Orders | VM Orders | Tasks | Pictures | Competition | Events

Rank: 1

80071846 — DOUBLE SERUM RETAIL 75ML — UPC: 3380810426922

Period	2024	2023	% Var
Week	$0	$4,680	0%
Month	$1,620	$7,560	-78.57%
Season	$1,620	$7,560	-78.57%
YTD	$63,000	$63,560	-0.88%
FY	$63,000	$89,480	-29.59%

Rank: 2

80025863 — DOUBLE SERUM RETAIL 50ML — UPC: 3380810149678

Period	2024	2023	% Var
Week	$0	$3,216	0%
Month	$2,412	$7,370	-67.27%
Season	$2,412	$7,370	-67.27%
YTD	$46,230	$53,306	-13.27%
FY	$46,230	$82,518	-43.97%

Rank: 3

80110801 — S24 SUPER RESTOR DAY NIGHT — UPC: 3666057279294

Period	2024	2023	% Var
Week	$0	$0	0%
Month	$0	$0	0%
Season	$0	$0	0%
YTD	$31,640	$0	0%
FY	$31,640	$0	0%

Rank: 4

80068482 — TOTAL EYE LIFT RETAIL 15ML — UPC: 3380810405217

Period	2024	2023	% Var
Week	$1,104	$1,656	-33.33%
Month	$3,588	$4,600	-22%
Season	$3,588	$4,600	-22%
YTD	$30,912	$36,730	-15.83%
FY	$30,912	$62,122	-50.23%

Rank: 5

80088226 — SR NIGHT CR AST RETAIL 50ML — UPC: 3666057064548

Period	2024	2023	% Var
Week	$1,136	$0	0%
Month	$13,632	$15,478	-11.92%
Season	$13,632	$15,478	-11.92%
YTD	$30,814	$33,258	-7.34%
FY	$30,814	$50,724	-39.25%

Rank: 6

80025862 — DOUBLE SERUM RETAIL 30ML — UPC: 3380810149661

Period	2024	2023	% Var
Week	$0	$460	0%
Month	$1,380	$2,760	-50%
Season	$1,380	$2,760	-50%
YTD	$25,116	$22,200	13.13%
FY	$25,116	$41,428	-39.37%

Rank: 7

80077133 — DS EYE RETAIL 20ML — UPC: 3380810463170

Period	2024	2023	% Var
Week	$913	$1,826	-50%
Month	$2,573	$3,569	-27.9%
Season	$2,573	$3,569	-27.9%
YTD	$21,995	$22,921	-4.03%
FY	$21,995	$40,517	-45.71%

Rank: 8

80106517 — VP LOYALTY MULTI INTENSIVE — UPC: 3666057236723

Period	2024	2023	% Var
Week	$0	$0	0%
Month	$0	$0	0%
Season	$0	$0	0%
YTD	$20,128	$0	0%
FY	$20,128	$0	0%

Rank: 9

80110808 — S24 DS TEL SET — UPC: 3666057279362

Period	2024	2023	% Var
Week	$0	$0	0%
Month	$0	$0	0%
Season	$0	$0	0%
YTD	$18,980	$0	0%
FY	$18,980	$0	0%

Rank: 10

80088221 — SR DAY CREAM AST RETAIL 50ML — UPC: 3666057064494

Period	2024	2023	% Var
Week	$670	$2,144	-68.75%
Month	$2,680	$4,154	-35.48%
Season	$2,680	$4,154	-35.48%
YTD	$15,410	$19,070	-19.19%
FY	$15,410	$41,582	-62.94%

Rank: 11

80088224 — SR DAY CR SPF15 US RET 50ML — UPC: 3666057064524

Period	2024	2023	% Var
Week	$1,072	$0	0%
Month	$4,020	$0	0%
Season	$4,020	$0	0%
YTD	$13,400	$0	0%
FY	$13,400	$0	0%

Rank: 12

80106516 — VP LOYALTY EXTRA FIRMING — UPC: 3666057236716

Period	2024	2023	% Var
Week	$0	$0	0%
Month	$0	$0	0%
Season	$0	$0	0%
YTD	$13,230	$0	0%
FY	$13,230	$0	0%

Rank: 13

80058247 — NUTRI-LUMIERE DAY CREAM RETAIL — UPC: 3380810354294

Period	2024	2023	% Var
Week	$840	$1,008	-16.66%
Month	$2,184	$2,184	0%
Season	$2,184	$2,184	0%
YTD	$9,912	$11,094	-10.65%
FY	$9,912	$18,318	-45.88%

Rank: 14

80095401 — CRYO-FLASH CREAM-MASK RT 75ML — UPC: 3666057128257

Period	2024	2023	% Var
Week	$160	$800	-80%
Month	$480	$1,760	-72.72%
Season	$480	$1,760	-72.72%
YTD	$8,080	$1,600	405%
FY	$8,080	$8,480	-4.71%

Rank: 15

80103084 — DOUBLE SERUM 9 RETAIL 50ML — UPC: 3666057202476

Period	2024	2023	% Var
Week	$3,915	$0	0%
Month	$7,965	$0	0%
Season	$7,965	$0	0%
YTD	$7,965	$0	0%
FY	$7,965	$0	0%

Rank: 16

80058249 — NUTRI-LUMIERE NIGHT CREAM RETA — UPC: 3380810354331

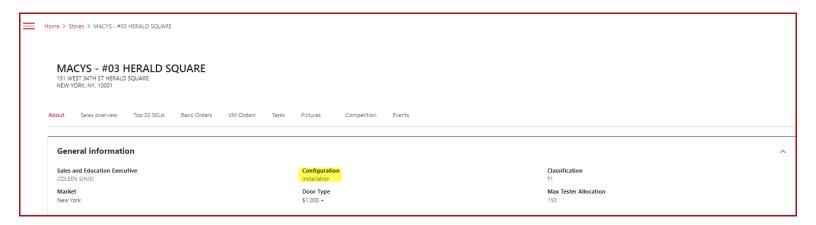| Period	2024	2023	% Var
Week	$534	$1,068	-50%
Month	$1,246	$1,780	-30%
Season	$1,246	$1,780	-30%
YTD	$7,298	$9,655	-24.41%
FY	$7,298	$15,173	-51.9%

3. **P.O. # for Independent Accounts (Mandatory)**
    a. A P.O. # will be **_required_** when choosing to create an order for an **_independent_** account, to help facilitate order processing by Retailer Operations.
    b. The P.O. # field is no longer available when choosing a **_department_** store upon order creation. Retailer Operations will utilize blanket P.O.'s or will secure a P.O. from the retailer for department store orders.

4. **Store Configuration**
    a. We have replaced "Language" with "Configuration" under General Information for each store
        i. Configuration represents the set-up of each store: Installation, Caseline, Innovation 1.0, Table + Backwall, KOP, etc.
        ii. Ulta and Sephora currently do not have configurations reflected in the application

5. **Elite mobile access**
    a. Issue with inability to access the mobile version of Elite after 90 days has been resolved.
    b. If you are experiencing continuing challenges, please submit a help desk ticket: USA-IT Help Desk USA-ITHelpDesk@clarins.com