

### Top Products in Performance Segment

Name	Market Share	Units Sold	Revenue	Stock Out	Price Cost	Size Cost	Lot Price	OTOP	Age	Price Budget	Revenue	Sales Budget	Revenue
SA	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
SL	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
CS	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
CL	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
CP	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
FL	17%	317	\$300,000	0	\$4	\$1.5	\$20.00	20000	2.00	\$700	40%	\$700	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%
SL	0%	2	\$12,000	0	\$3	\$1.5	\$20.00	17000	2.10	\$1,000	55%	\$1,000	37%

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### Size Market Segment Analysis

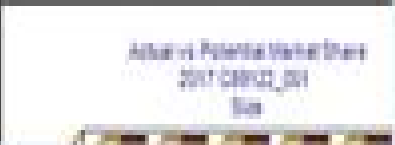
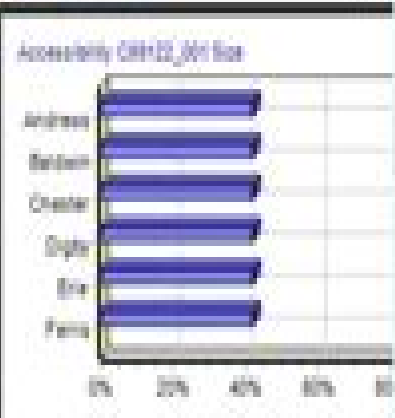
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#### Size Statistics

Total Industry Unit Demand: 1,000  
 Actual Industry Unit Sales: 1,000  
 Segment % of Total Industry: 0.7%  
 Next Year's Segment Growth Rate: 10.0%

#### Size Customer Buying Criteria

Expectations	Importance	
1. Ideal Price	Price 1.0 Size 10.0	47%
2. Age	Ideal Age 1.0	20%
3. Revenue	OTOP 10000-20000	19%
4. Price	\$10.00 - 20.00	0%



Tip 7. Improve products by R&D as close to Ideal and Sweet spots as possible

Primary Segment	Units Sold	Unit Inventory	SALES	MARKET SHARE	GROWTH	Demand	Fore
1 Trad	999	189	7,387		1,067	999	
2 Low	1,763	38	8,960		1,138	1,770	
3 High	368	40	2,554		1,302	365	
4 Pfmn	358	78	1,915		1,169	357	
5 Size	314	62	1,984		1,159	315	
6							Add 3
7							Round
8							
9							
10							
11							
12 Trad	Low	High	Pfmn	Size	Total		
13	7,387	8,960	2,554	1,915	1,984	22,800	
14							
15	32.40%	39.30%	11.20%	8.40%	8.70%	100.00%	
16	13.00%		0.50%	0.10%	1.20%	4.40%	999
17	3.70%	16.70%				7.70%	1,770
18			14.30%			1.60%	365
19			1.60%	16.50%		1.60%	357

# Capsim 2017 Capstone New Winning Strategy Julee

**Yi-Tong Ma**



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