

## Slots IQ – Machine KPI Worksheet

### Lighting Assumptions

Net Win Weight	35.0%
Utilization Weight	25.0%
Variance Weight	15.0%
Zone Weight	10.0%
Lease Weight	15.0%

Machine ID	Zone	Coin In	Net Win	Theo Hold %	Actual Hold %	Variance %	Handle Pulls	Max Pulls	Utilization %	Lease? (Y/N)	Daily Lease Cost	Net Win Score	Utilization Score	Variance Score	Zone Score	Lease Impact	Weighted KPI	Decision
SL-2041	A	\$20,000.00	\$1,800.00	6.2%	9.0%	2.8%	42,000	52,000	80.8%	N	-	10.0	8.1	7.2	4.0	0.0	7.0	Monitor
SL-2042	B	\$18,000.00	\$900.00	5.8%	5.0%	-0.8%	31,000	52,000	59.6%	Y	\$45.00	6.0	6.0	9.2	6.0	4.5	4.9	Relocate
SL-2043	C	\$17,000.00	\$1,400.00	7.1%	8.2%	1.1%	19,000	52,000	36.5%	Y	\$70.00	9.0	3.7	8.9	8.0	7.0	5.1	Relocate
SL-2044	B	\$16,000.00	\$500.00	5.4%	3.1%	-2.3%	26,000	52,000	50.0%	N	-	4.0	5.0	7.7	6.0	0.0	4.4	Relocate
SL-2045	A	\$15,000.00	\$1,100.00	6.0%	7.3%	1.3%	36,000	52,000	69.2%	Y	\$55.00	7.0	6.9	8.7	4.0	5.5	5.1	Relocate
SL-2046	C	\$14,000.00	\$1,300.00	4.9%	9.3%	4.4%	17,000	52,000	32.7%	N	-	8.0	3.3	5.6	8.0	0.0	5.3	Relocate
SL-2047	B	\$13,000.00	\$800.00	6.5%	6.2%	-0.3%	28,000	52,000	53.8%	Y	\$60.00	5.0	5.4	9.7	6.0	6.0	4.2	Relocate
SL-2048	C	\$12,000.00	\$300.00	5.2%	2.5%	-2.7%	15,000	52,000	28.8%	N	-	3.0	2.9	7.3	8.0	0.0	3.7	Replace / Remove

### Scoring Notes

Net Win Score: Ranked against the machines entered in this sheet.

Utilization Score: Directly scaled from utilization percentage (e.g., 72.0% = 7.2 points).

Variance Score: Smaller absolute variance earns more points. Extreme swings are penalized.

Zone Score: Zone C receives the most support; Zone A the least.

Lease Impact: Higher daily lease cost creates a larger deduction.

Purpose: Use this worksheet to evaluate whether a machine should be kept, monitored, relocated, or replaced using a consistent framework.

Yellow cells on the KPI Tool sheet are user inputs.

Actual Hold % = Net Win ÷ Coin In

Variance % = Actual Hold % - Theoretical Hold %

Utilization % = Handle Pulls ÷ Max Pulls

Net Win Score is ranked automatically within the machine list (best performer = 10, weakest = 1).

Utilization Score is based on utilization percentage, capped at 10.

Variance Score rewards machines with smaller absolute variance and penalizes extreme swings.

Zone Score adds context: low-traffic zones receive a slight boost so location does not unfairly punish a game.

Lease Impact penalizes costly leased games.

Weighted KPI = 35% Net Win + 25% Utilization + 15% Variance + 10% Zone - 15% Lease Impact

Decision bands: 8.0-10.0 Keep / Protect | 6.0-7.9 Monitor | 4.0-5.9 Relocate | Below 4.0 Replace / Remove

Always complete the WHY? column. The model supports judgment; it does not replace it.