

# **Digital Grocery Department Performance** Report











Bakery & Bread

Beverages

Breakfast & Cereal







Candy

Coffee

Dairy & Eggs

Deli





Fresh Produce

**Produce** 

Unbranded

Frozen Foods

Meat & Seafood

Snacks, Cookies & Chips



Laundry

Air Fresheners







Cleaning Supplies

Bathroom Supplies



Paper & Plastic

**Batteries** 

Pest Control



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### Digital Grocery & Household Essentials Department Performance

February 2024 Data

#### **Report Overview**

This report provides a holistic overview of each major grocery department at Walmart. It includes information about sales, sponsored search, and organic search for each department.

- Department Overview
- Top-Selling Brands
- Top Brands in Organic Search
- Top Brands in Paid Search
- Top Promoted Brands
- Top-Selling Items
- ❖ Disclaimer: Analytic Index has no affiliation with Walmart. All data is proprietary to the Analytic Index. This report is based on performance items which are in the top-performing sales or search items.
- This report is based on top-performing items in sales or search on Walmart (Top 100 BSR & within top 2 pages of search results)
- The prior period and percent change in this report is comparing data from the previous month (month-over-month).

#### **Definitions**

#### **Top-Selling Brands**

Estimated sales share based on the brand's items, their best seller rank, and historical sales.

#### **Top Brands in Organic Search**

Based on share of organic search visibility, which is similar to organic impressions in that it looks at keywords the brands items appear for, how high they rank for said keywords, and the search volume of the keywords.

#### **Top Brands in Paid Search**

Based on share of paid search visibility, which is similar to ad impressions in that it looks at keywords the sponsored items appear for, their ad position on the page for said keywords, and the search volume of the keywords.

#### **Top Promoted Brands**

The brands that were observed with the most promo activity via retailer badges.

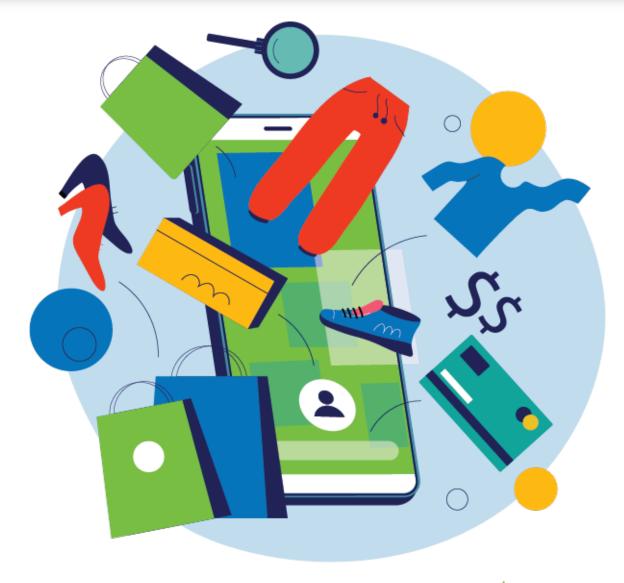
#### **Top-Selling Items**

The best-selling items based on Best Seller Ranking over the time period.



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Pest Control.

# **About Analytic Index**

Actionable **search**, **sales**, **and shelf** insights for all major retail ecommerce platforms.

















#### **Reasons to partner with Analytic Index:**



HIGHER **SEARCH RANKINGS** 



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# **Walmart** | Digital Grocery



# Walmart 2,4

# **Digital Grocery**

Baking	1
Bread & Bakery	2
Beverages	
Breakfast & Cereal	
Candy	
Coffee	
Dairy & Eggs	
Deli	•
Fresh Produce	
Frozen Foods	
Meat & Seafood	
Snacks, Cookies, & Chips	





# **Walmart** | Baking



#### **Market Share Leaders:**



#### **Produce** Unbranded







Brands Observed

▼-32% vs Prior Period

Items Observed

▼-19% vs Prior Period

Department Summary

Keywords Observed

▼ -20% vs Prior Period

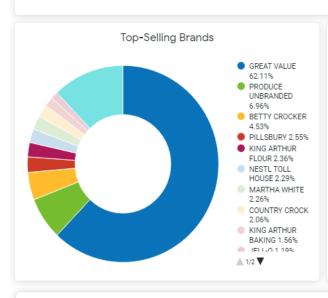
Organic Search Visibility

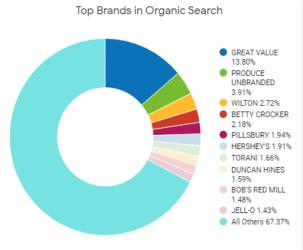


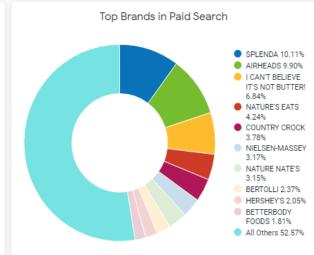
Sponsorship Activity

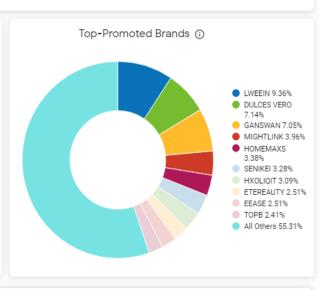


2,243,815 Weekly Average









#### **Top-Selling Items:**













Great Value Chopped Walnuts, 8 oz



\$582 7.3 ¢/oz King Arthur Baking Company All-Purpose Unbleached Flour 5lbs \*\*\*\* 3036

# Walmart | Bakery & Bread



#### **Market Share Leaders:**











Brands Observed

39

▼ -5% vs Prior Period

Items Observed

135

▼ -4% vs Prior Period

Department Summary

Keywords Observed

13,298

▼ -24% vs Prior Period

Organic Search Visibility

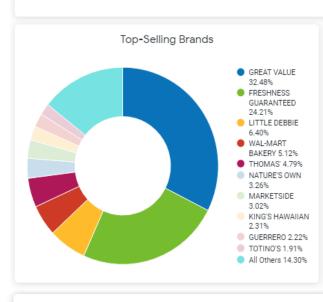


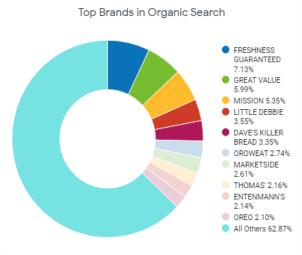
6,290,829,517 Weekly Average

Sponsorship Activity

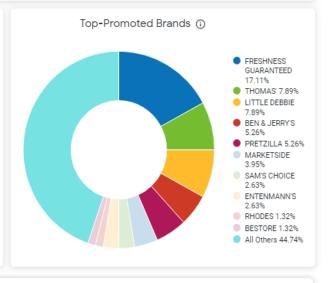


589,155 Weekly Average









#### **Top-Selling Items:**



\$148 7.4 ¢/oz Great Value White Round Top Bread Loaf, 20 oz



**§ 153**  $_{13.9~c/oz}$  Great Value Hot Dog Buns, White, 11 oz, 8 Count



\$153 13.9 ¢/oz Great Value Hamburger Buns, 8 Count, 11 oz



\$208 10.4 ¢/oz Great Value Honey Wheat Bread, 20 oz

+ Add

\$268 20.6 ¢/oz Little Debbie Zebra Cakes, 13 oz 0

# **Walmart** | Beverages



#### **Market Share Leaders:**











Brands Observed

▼ -4% vs Prior Period

Items Observed

▼-4% vs Prior Period

Department Summary

Keywords Observed

▼ -17% vs Prior Period

Organic Search Visibility



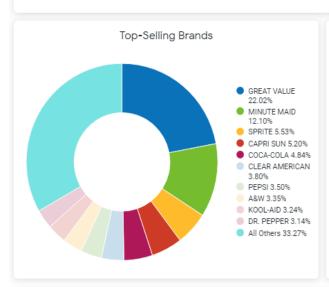
16,415,653,002 Weekly Average

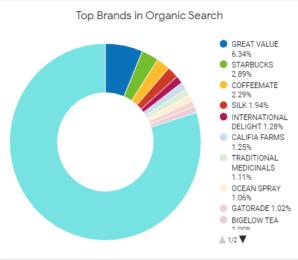
Sponsorship Activity

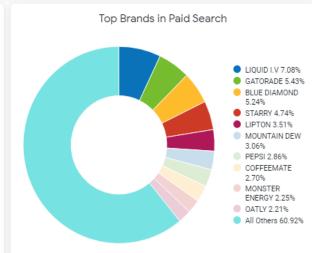


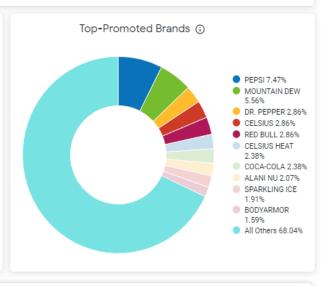
▲ 8.8%

5,924,639 Weekly Average









#### **Top-Selling Items:**



0



\$563 0.8 c/fl oz Great Value Purified Drinking Water, 16.9 fl oz Bottles, 40 Count

★★★☆☆ 8724



\$943 5.2 ¢/fl oz

Capri Sun Variety Pack with Fruit Punch, Strawberry Kiwi & Pacific Cooler Juice Box Pouches, 30 ct Box, 6 fl oz... \*\*\*\*\* 512

59oz

Minute Maid Fruit Punch Real Fruit Juice Drink, 59 fl oz Carton

\*\*\*\*\* 1530



\$768 4.8 ¢/oz

Great Value Pure Granulated Sugar, 10lb \*\*\*\*☆ 2594



\$184 3.1 c/fl oz

Minute Maid Berry Punch Flavored Fruit Drink, 59 fl oz Carton

★★★☆☆ 370

# Walmart | Breakfast & Cereal



#### **Market Share Leaders:**







#### Produce Unbranded



Brands Observed

29

▼ -6% vs Prior Period

Items Observed

111

▼-3% vs Prior Period

Department Summary

Keywords Observed

18,837

▼ -17% vs Prior Period

Organic Search Visibility

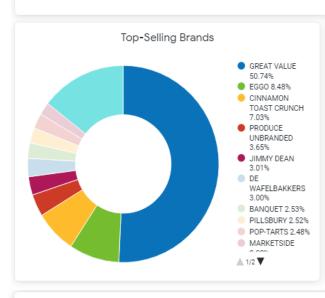
**▼**-16.2%

6,225,604,427 Weekly Average

Sponsorship Activity

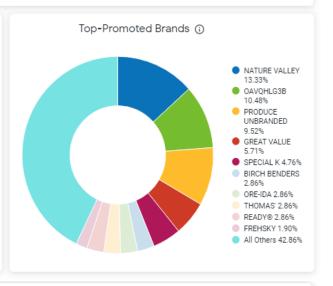
**4**.9

1,635,536 Weekly Average









#### **Top-Selling Items:**



\$493 26.2 ¢/oz Cinnamon Toast Cru

Cinnamon Toast Crunch Breakfast
Cereal, Crispy Cinnamon Cereal, Family
Size, 18.8 oz
\*\*\*\*\*\* 3577

Polloc Po

0

+ Add

\$358 <sub>15.9 ¢/oz</sub>

Great Value Patties Shredded Seasoned Poatato Hash Brown



\$316 19.8 c/oz

Great Value Cinnamon French Toast

Sticks, 16 oz (Frozen)



\$442 13.4 ¢/oz

De Wafelbakkers Buttermilk Pancakes.
33 oz, 24 Count Bag (Frozen)

+ Add

\$340 2.7 ¢/fl oz Great Value Whole Vitamin D Milk, Gallon, 128 fl oz

\*\*\*\*\* 414

# **Walmart** | Candy



#### **Market Share Leaders:**











Brands Observed

63

▼-10% vs Prior Period

Items Observed

140

▼-8% vs Prior Period

Department Summary

Keywords Observed

21,308

▼ -18% vs Prior Period

Organic Search Visibility

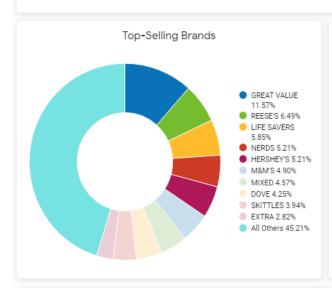
**▲** 13.8%

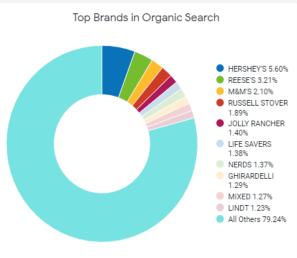
6,761,255,060 Weekly Average

Sponsorship Activity

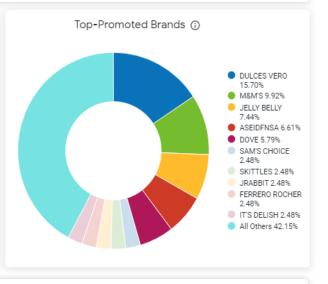
**▲** 49.1%

2,487,296 Weekly Average









#### **Top-Selling Items:**



\$512 57.5 c/oz Snickers, Twix, Milk Way & 3 Musketeers Milk & Dark Chocolates - 30 Ct

\*\*\*\* 675



\$417 46.3 ¢/oz
Bake Believe, Keto-Friendly, Dark
Chocolate Chips, 9 oz Pouch

Milk Chocolate

\$112 31.8 c/oz Great Value Milk Chocolate with Salted Toffee Bar, 3.52 oz \*\*\*\* \*262 21.8 c/ounces
Whoppers Malted Milk Balls Candy, Box 12 oz

# **Walmart** | Coffee



#### **Market Share Leaders:**



STŌK



# Arizona



Brands Observed

32

▼-14% vs Prior Period

Items Observed

113

▼-7% vs Prior Period

Department Summary

Keywords Observed

12,956

▼ -21% vs Prior Period

Organic Search Visibility



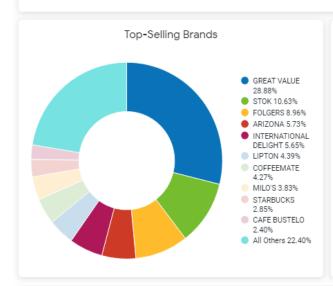
5,928,128,136 Weekly Average

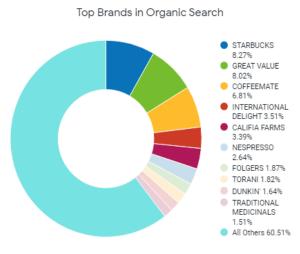
Sponsorship Activity

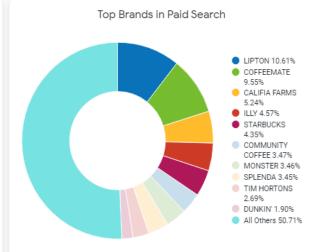


9.2%

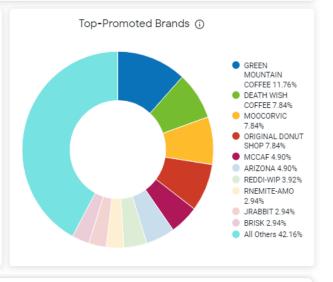
1,640,961 Weekly Average







0



#### **Top-Selling Items:**



\$588 12.3 ¢/fl oz

SToK Black, Unsweetened, Medium Roast Arabica-Based Blend Cold Brew Coffee, 48 fl oz Bottle

\*\*\*\* 461



WS Not Too Sw

\$588 12.3 ¢/fl oz

SToK Black, Sweetened, Dark Roast Not Too Sweet Arabica-Based Blend Cold Brew Coffee, 48 fl oz Bottle # Add

\$ 467 \$1.02/oz

Great Value Donut Shop 100% Arabica
Medium Roast Ground Coffee Pods, 12
Ct



Now \$ 899 \$13.24 22.3 ¢/oz Folgers Classic Roast Ground © 40.3-Ounce

\*\*\*\*\* 522



್ಷಿಹಿ Un-Sweആ

\$1785 37.2 c/fl oz +\$9.99 shipping SToK Black, Unsweetened, Dark Roast Extra Bold Cold Brew Coffee, 48 fl oz Rottle

\*\*\*\*\* 114

# **Walmart** | Dairy & Eggs



#### **Market Share Leaders:**











Brands Observed

25

▲ 0% vs Prior Period

Items Observed

104

▼-5% vs Prior Period

Department Summary

Keywords Observed

18,647

▼ -15% vs Prior Period

Organic Search Visibility

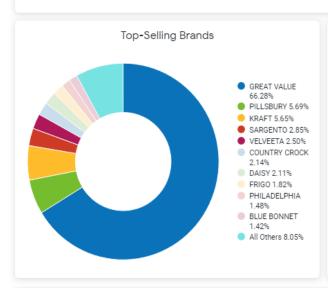


13,040,447,812 Weekly Average

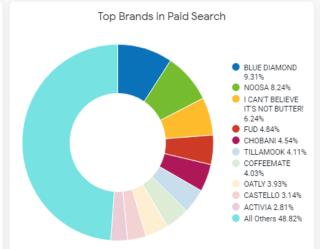
Sponsorship Activity

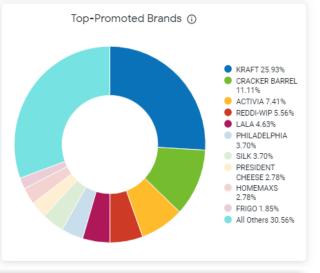


2,025,961 Weekly Average









#### **Top-Selling Items:**



\$340 2.7 ¢/fl oz Great Value Whole Vitamin D Milk,

Gallon, 128 fl oz



\$313 2.4 c/fl oz Great Value 2% Reduced Fat Milk, 128 FI Oz



\$452 10.9 c/oz

Great Value Buttermilk Biscuits, 41.6 oz,
20 Count (Frozen)

\*\*\*\*

623

† Add

\$440 24.4 c/count Great Value Cage-Free Large White Eggs, 18 Count





\$**784** 24.5 ¢/oz

Velveeta Original Melting Cheese Dip & Sauce (Classic Size), 32 oz Block

0



#### **Market Share Leaders:**









Produce Unbranded

Brands Observed

49

▲ 2% vs Prior Period

Items Observed

127

▲ 6% vs Prior Period

Department Summary

Keywords Observed

24,717

▼ -18% vs Prior Period

Organic Search Visibility

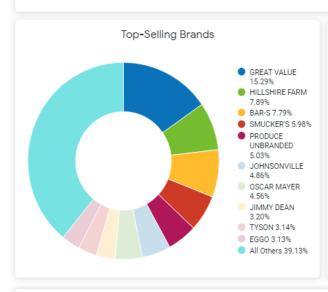


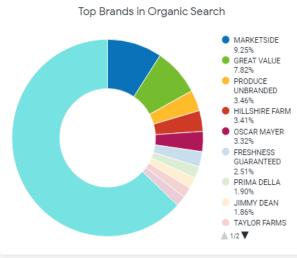
7,872,377,527 Weekly Average

Sponsorship Activity

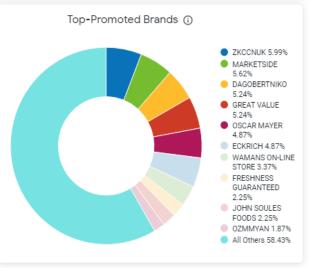


1,452,577 Weekly Average









#### **Top-Selling Items:**



\$118 \$1.57/Ib

Bar S Classic Franks, 12 oz, 8 Count



\$696 \$4.27/lb

Tyson Fully Cooked and Breaded Chicken Patties, 1.62 lb Bag (Frozen)



+ Add

\$3499

Frito-Lay Snacks Flavor Mix Snack Chips, 42 Count Multipack

★★☆☆☆ 409



\$948 47.4 ¢/oz

Nabisco Classic Mix Variety Pack, OREO Mini, CHIPS AHOY! Mini, Nutter Butter Bites, RITZ Bits Cheese, Easter...

\*\*\*\*: 417



\$418 \$5.57/lb Hillshire Farm Beef Lit'l Smokies Smoked Sausage, 12 oz

## **Walmart** | Fresh Produce



**Market Share Leaders:** 

Produce Unbranded





FieldPack Unbranded Fresh Produce

Brands Observed

39

▼-19% vs Prior Period

Items Observed

134

▼-20% vs Prior Period

Department Summary

Keywords Observed

14,942

▲ 1% vs Prior Period

Organic Search Visibility

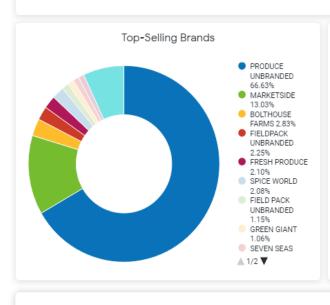
**▼**-31.9%

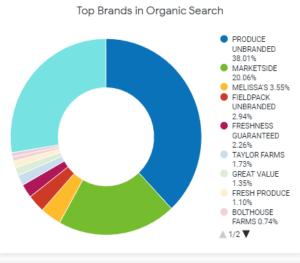
8,900,281,005 Weekly Average

Sponsorship Activity

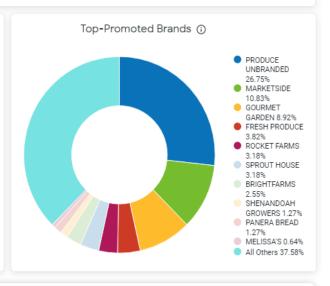
**▲** 25.3%

275,905 Weekly Average



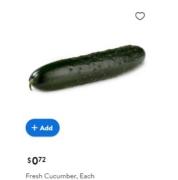






#### **Top-Selling Items:**













\$286 17.9 ¢/oz Fresh Strawberries, 1 lb Container



\$398 34.6 c/oz Marketside Caesar Salad Kit, 11.55 oz Bag, Fresh

# **Walmart** | Frozen Foods



#### **Market Share Leaders:**





#### Produce Unbranded





Brands Observed

38

▲ 41% vs Prior Period

Items Observed

149

▲ 20% vs Prior Period

Department Summary

Keywords Observed

24,523

▼-19% vs Prior Period

Organic Search Visibility

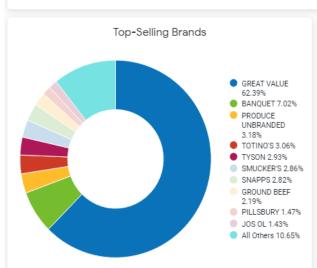


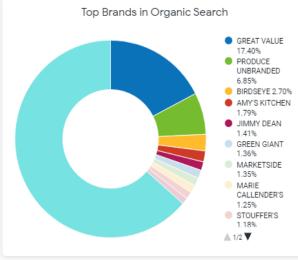
12,746,917,820 Weekly Average

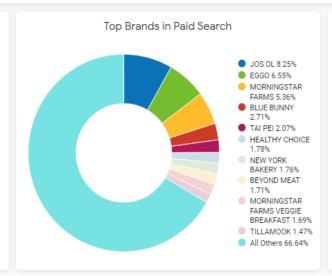
Sponsorship Activity



1,996,834 Weekly Average









#### **Top-Selling Items:**



+ Add

\$358 11.2 ¢/oz Great Value Taters Seasoned and Shredded Potatoes



0

+ Add

\$358 15.9 c/oz

Great Value Patties Shredded Seasoned Poatato Hash Brown



+ Add

\$124 24.8 ¢/oz Snapps Frozen Appetizers Mozzarella Cheese Sticks, 5 oz Box



\$826 \$5.30/lb Great Value Fully Cooked Chicken Breast Strips, 25 oz (Frozen)



+ Add

\$358 11.2 c/oz

Great Value Crinkle Cut French Fried
Potatoes, 32 oz Bag (Frozen)

# Walmart | Meat & Seafood



#### **Market Share Leaders:**



Produce Unbranded



Fresh Beef

Fresh Ground Beef

Brands Observed

33

▼ -20% vs Prior Period

Items Observed

123

▼-24% vs Prior Period

Department Summary

Keywords Observed

41,156

▼ -13% vs Prior Period

Organic Search Visibility



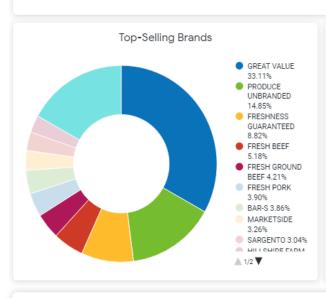
10,135,174,714 Weekly Average

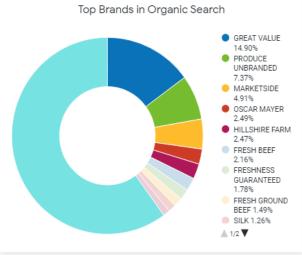
Sponsorship Activity

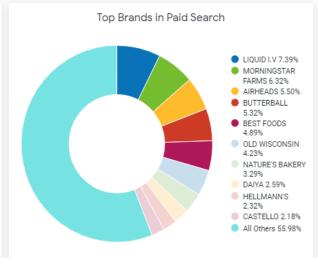


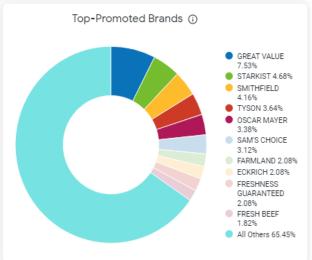
19.8%

2,184,910 Weekly Average









#### **Top-Selling Items:**



\$437 9.1 c/fl oz
Great Value Vegetable Oil, 48 fl oz



\$597 \$1.19/lb Freshness Guaranteed Fresh Chicken Drumsticks, 5 lb Bag



\$558 each \$2.48/lb Final cost by weight Fresh Red Seedless Grapes, Bag (2.25 lbs/Bag Est.)



**\$118** \$1.57/Ib Bar S Classic Franks, 12 oz, 8 Count



\$584 48.7 ¢/oz Great Value Frozen Cooked Medium Peeled & Deveined Tail-on Shrimp, 12 oz Bag (41-60 Count per lb)

# **Walmart** | Snacks, Cookies & Chips



#### **Market Share Leaders:**











Brands Observed

31

▼ -9% vs Prior Period

Items Observed

103

▼-4% vs Prior Period

Department Summary

Keywords Observed

34,361

▼ -18% vs Prior Period

Organic Search Visibility

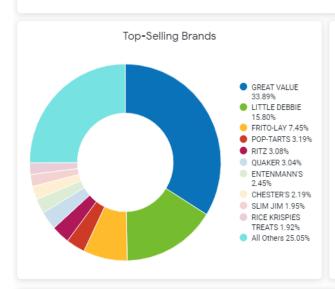


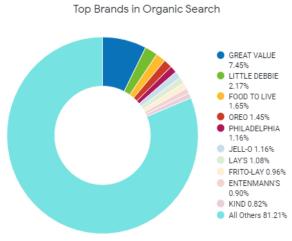
13,185,691,589 Weekly Average

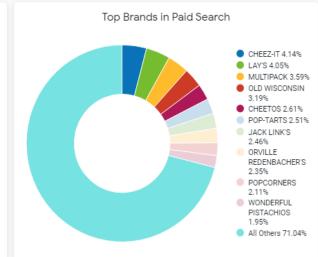
Sponsorship Activity

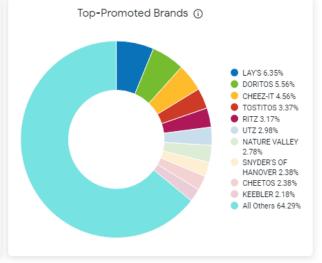


4,317,292 Weekly Average









#### **Top-Selling Items:**



+ Add

\$197 16.4 c/oz

Great Value Peanut Butter Wafer Bars,
12 oz, 6 Count

12 oz, 6 Count ★★★☆ 278



0

+ Add

20.5 ¢/oz Little Debbie Cosmic Brownies, 13 oz



\$24<sup>75</sup>
Frito-Lay Flavor Mix Variety Snack
Chips, 18 Count Multipack

\*\*食公公 495



0

+ Add

Little Debbie Oatmeal Creme Pies, 12 ct, 16.2 oz



+ Add

\$192 12.0 ¢/oz

Great Value Saltine Crackers, 16 oz, 4 Count

★★★☆ 2130

0

# **Walmart** | Household Essentials



# Walmart 2°s.

#### **Household Essentials**

Air Fresheners	<b>14</b>
Bathroom Supplies	15
Batteries	
Cleaning Supplies	
Laundry	18
Paper & Plastic	19
Pest Control	20





# **Walmart** | Air Fresheners



#### **Market Share Leaders:**











Brands Observed

15

▼-87% vs Prior Period

Items Observed

168

▼-67% vs Prior Period

Department Summary

Keywords Observed

3,692

▼ -21% vs Prior Period

Organic Search Visibility

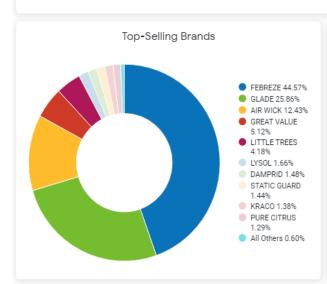


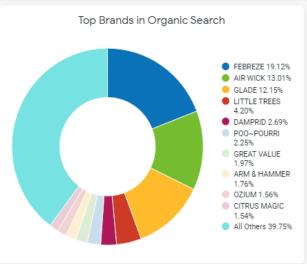
380,145,010 Weekly Average

Sponsorship Activity

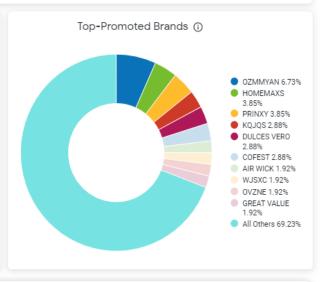


419,251 Weekly Average









#### **Top-Selling Items:**



\$13°° \$5.20/fl oz

Febreze Fade Defy PLUG Air Freshener Refill, Downy April Fresh, (3) .87 fl. oz. Oil Refills



\$12<sup>58</sup> \$3.76/fl oz

Air Wick plug in Scented Oil Refill, Fresh Linen 5 ct, Air Freshener, Essential Oils

\*\*\*\* 1779



+ Add

\$13<sup>58</sup> \$5.20/fl oz

Febreze Fade Defy PLUG Air Freshener Refill, Bora Bora Waters Scent, (3) .87 fl. oz. Oil Refills

\*\*\*\* 1694





\$9

Glade 2 in 1 Candle, Hawaiian Breeze & Vanilla Passion Fruit, Fragrance Infused with Essential Oils, 2 Count

\*\*\*\* 935



\$994 \$5.71/fl oz

Febreze Plug Odor-Fighting Air Freshener Refills with Gain Original Scent, 0.87 oz 2 Ct

\*\*\*\* 1962

# **Walmart** | Bathroom Cleaning Supplies



#### **Market Share Leaders:**











Brands Observed

32

▲ 10% vs Prior Period

Items Observed

107

▲ 10% vs Prior Period

Department Summary

Keywords Observed

4,880

▼ -15% vs Prior Period

Organic Search Visibility



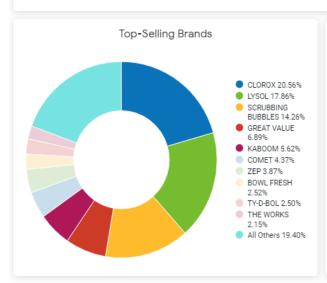
441,243,474 Weekly Average

Sponsorship Activity



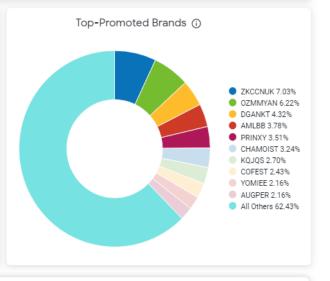
0.3%

428,344 Weekly Average

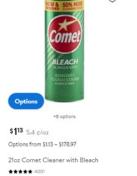








#### **Top-Selling Items:**





Removal, 24oz (Pack of 2)





\$468 78.0 c/count
Lysol Click Gel Automatic Toilet Bowl
Cleaner, Gel Toilet Bowl Cleaner, For
Cleaning and Refreshing, Brand New...
\*\*\*\*\*: 809



\$6<sup>27</sup> 89.6 ¢/oz

The Pink Stuff, Miracle Power Foaming Powder for Toilets, Bathroom Cleaner, 2 Pack, 7 oz.

**★★★☆☆** 536

## **Walmart** | Batteries



**Market Share Leaders:** 

Energizer

**DURACELL** 

**RAY®VAC** 





Brands Observed

21

▼ -5% vs Prior Period

Items Observed

106

▲ 1% vs Prior Period

Department Summary

Keywords Observed

1,131

▼ -21% vs Prior Period

Organic Search Visibility

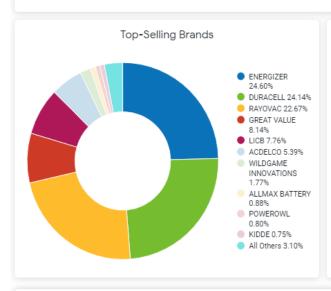


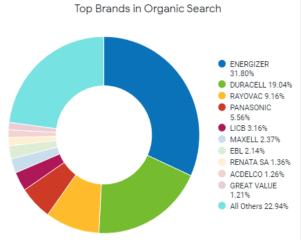
418,944,400 Weekly Average

Sponsorship Activity

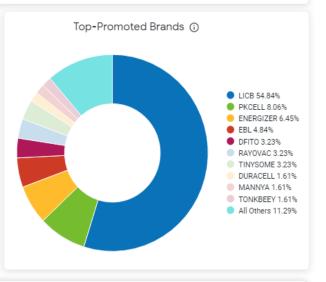


236,845 Weekly Average









#### **Top-Selling Items:**

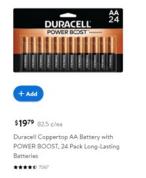


\*\*\*\* 1691



\*4 options \$368 46.0 c/ea Options from \$3.68 - \$24.97 Great Value Alkaline AA Batteries Count

\*\*\*\*: 1855





\*13 options \$897 \$4,49/ea

Options from \$8.97 - \$619.70

Duracell Coppertop 9V Battery, Long
Lasting 9V Batteries, 2 Pack

\*\*\*\*: 1422

+ Add

\$ 497 \$1.24/ea
Energizer MAX AAA Batteries (4 Pack),
Triple A Alkaline Batteries

\*\*\*\*\*\* 2015

# **Walmart** | Cleaning Supplies



#### **Market Share Leaders:**











Brands Observed

30

▼-84% vs Prior Period

Items Observed

152

▼-67% vs Prior Period

Department Summary

Keywords Observed

14,205

▼-9% vs Prior Period

Organic Search Visibility

**▲**1.6%

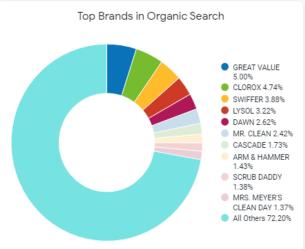
1,976,049,740 Weekly Average

Sponsorship Activity

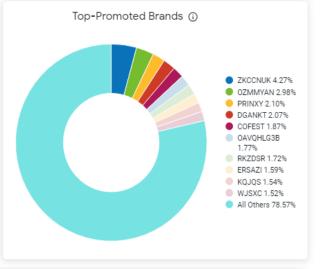
**▲** 7.6%

1,974,133 Weekly Average









#### **Top-Selling Items:**



\$997 \$4.43/100 ct

Great Value Disinfecting Wipes, Fresh and Lemon Scent, 225 Wipes

\*\*\*\* 4508



\$794 67.9 c/oz

Cascade Platinum Dishwasher

Detergent Pods, Fresh Scent, 21 Count

\*\*\*\*\*\*: 9681



\$312 17.3 c/fl oz

Dawn Ultra Dish Soap Dishwashing
Liquid, Original Scent, 18 fl oz



\$1044 14.9 ¢/fl oz Dawn Ultra Dish Soap Dishwashing Liquid, Original Scent, 70 fl oz \*\*\*\*\* 23720



\$348 \$4.64/100 ct
Great Value Lemon Scent Disinfecting
Wipes, 75 Count, 1 Lbs, 5.5 Ounce
\*\*\*\*\* 3890

0

# **Walmart** | Laundry



#### **Market Share Leaders:**











Brands Observed

27

▼-78% vs Prior Period

Items Observed

164

▼-65% vs Prior Period

Department Summary

Keywords Observed

5,208

▼ -13% vs Prior Period

Organic Search Visibility

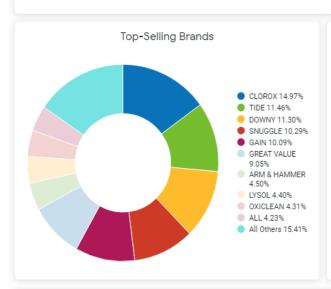


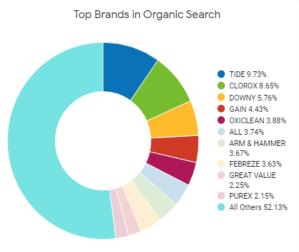
777,143,766 Weekly Average

Sponsorship Activity

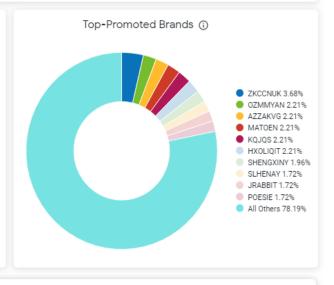


611,408 Weekly Average









#### **Top-Selling Items:**





\$1237 15.5 c/oz
OxiClean Odor Blasters Versatile Odor
and Laundry Stain Remover Powder For
Clothes, 5 lb
\*\*\*\*: 29884







\$1997 10.9 c/fl oz all Liquid Laundry Detergent, Free Clear for Sensitive Skin, 184.5 Ounce, 123 Loads

# Walmart | Paper & Plastic



#### **Market Share Leaders:**









Cottonelle

Brands Observed

25

▼ -86% vs Prior Period

Items Observed

144

▼-71% vs Prior Period

Department Summary

Keywords Observed

11,691

▼-19% vs Prior Period

Organic Search Visibility

**▼**-7.2%

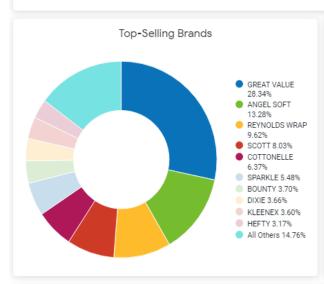
1,334,563,909 Weekly Average

Sponsorship Activity

**1** 

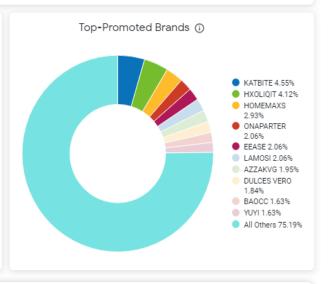
19.2%

1,333,801 Weekly Average









#### **Top-Selling Items:**



\$6<sup>68</sup> 23.2 c/100 ct

Angel Soft Toilet Paper, 9 Mega Rolls

\*\*\*\*\* \$1806





\$498 6.6 c/sq ft

Reynolds Wrap Everyday Strength
Aluminum Foil, 75 Square Feet



+ Add

**\$8**<sup>86</sup> 23.1 ¢/100 ct
Angel Soft Toilet Paper, 12 Mega Rolls **\*\*\*\*** 29809



\$238 2.4 c/count

Great Value Fresh Seal Double Zipper
Sandwich Bags, 100 Count
\*\*\*\*\*\*: 708



Now \$997 \$12.28 5.0 c/count Great Value Everyday Strong, Soak Proof, Microwave Safe, Disposable Paper Plates, 9 in, Patterned, 200...

# **Walmart** | Pest Control



#### **Market Share Leaders:**











Brands Observed

30

▼-50% vs Prior Period

Items Observed

99

▼-33% vs Prior Period

Department Summary

Keywords Observed

2,503

▼ -14% vs Prior Period

Organic Search Visibility

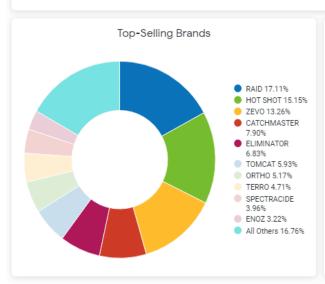
▲ 3.3%

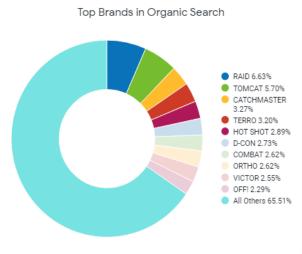
245,174,538 Weekly Average

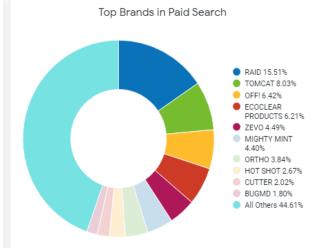
Sponsorship Activity

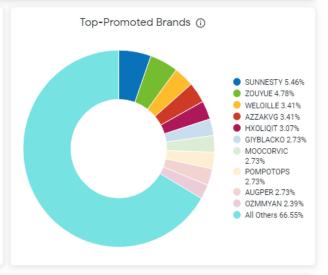
**▲** 31.4%

506,226 Weekly Average





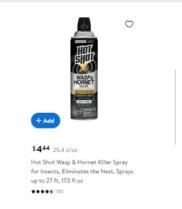




#### **Top-Selling Items:**











# Interested in leveraging Walmart search, sales, and shelf analytics?

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#### Reasons to partner with Analytic Index:



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**HUGE TIME SAVINGS** 



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**CROSS-RETAILER VISIBILITY** 



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