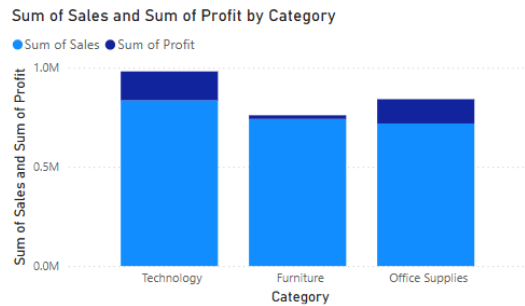
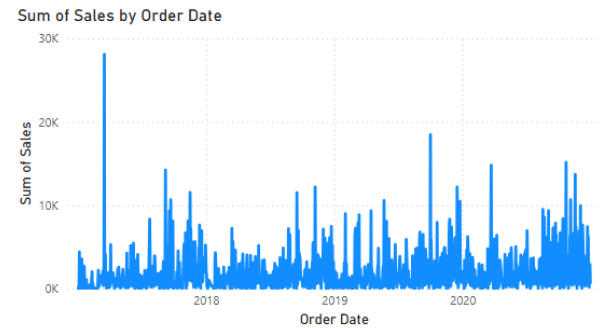


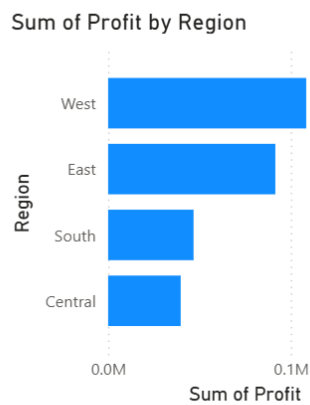
1. Which product categories contribute the most to overall sales and profit?



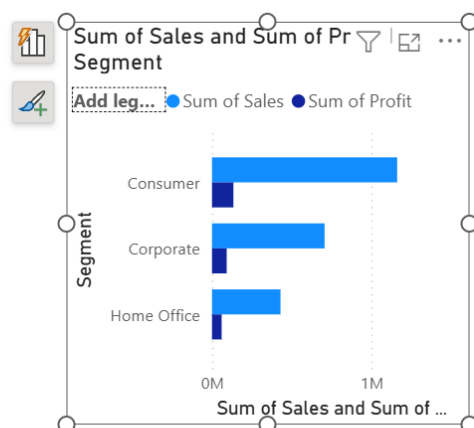
2. What is the monthly sales trend over time?



3. Which regions are most profitable and in terms of sales and profitability?



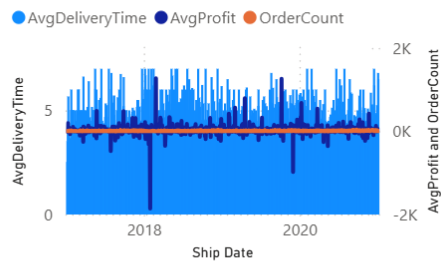
4. How do different customer segments perform which are running at a loss?



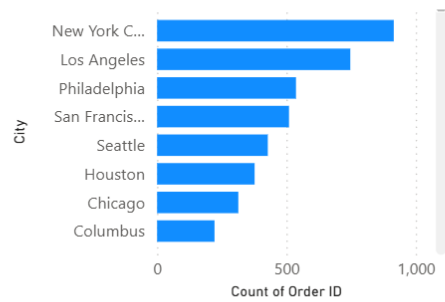
5. Which shipping modes are most used, and how do they impact delivery time and profit?

6. Which cities or states have the highest number of orders?

AvgDeliveryTime, AvgProfit and OrderCount by Ship Date

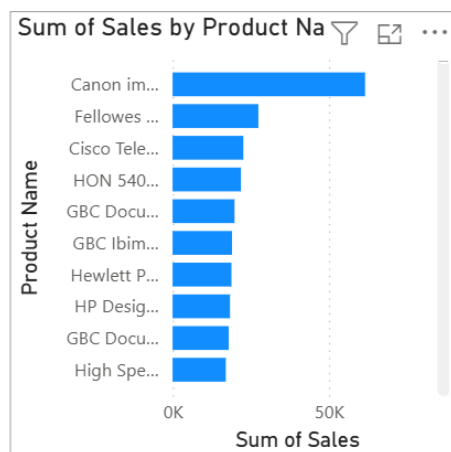


Count of Order ID by City

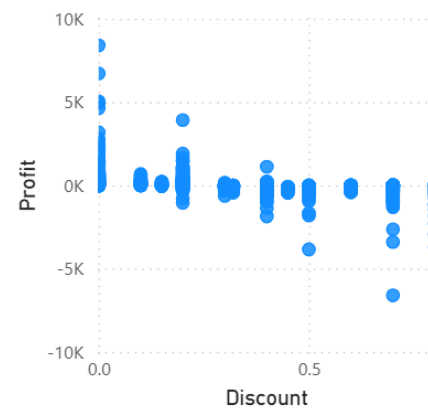


7. What are the top 10 products by sales?

8. How does discounting affect profitability?

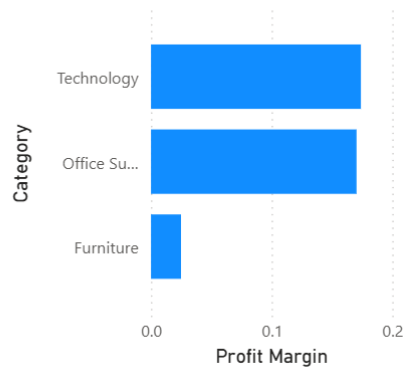


Discount and Profit



9. What's the profit margin by sub-category?

Profit Margin by Category

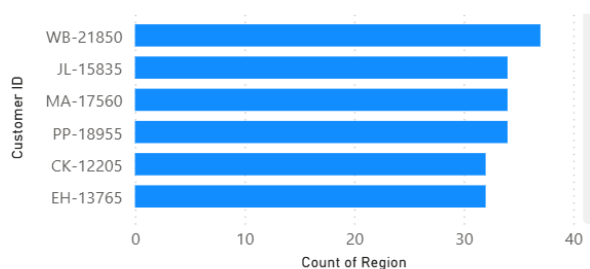


10. How do sales vary by segment and region Combined?

Region	Consumer	Corporate	Home Office	Total
Central	2,52,031.43	1,57,995.81	91,212.64	5,01,239.88
East	3,50,908.17	2,00,409.35	1,27,463.73	6,78,781.25
South	1,95,580.97	1,21,885.93	74,255.00	3,91,721.90
West	3,62,880.77	2,25,855.27	1,36,721.78	7,25,457.82
<b>Total</b>	<b>11,61,401.35</b>	<b>7,06,146.37</b>	<b>4,29,653.15</b>	<b>22,97,200.87</b>

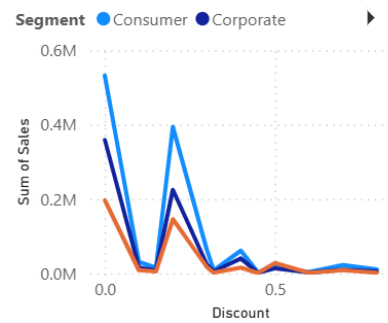
11. How many unique customers do we serve by region or segment?

Count of Region by Customer ID






12. . Which segments respond best to discounts?

Sum of Sales by Discount and Segment



13. What is the current total profit compared to last month?

TotalProfit, ProfitLastMor					
First MonthYear by Date					
03-01...	04-01...	05-01...			
06-01...	07-01...	08-01...			
09-01...	10-01...	11-01...			