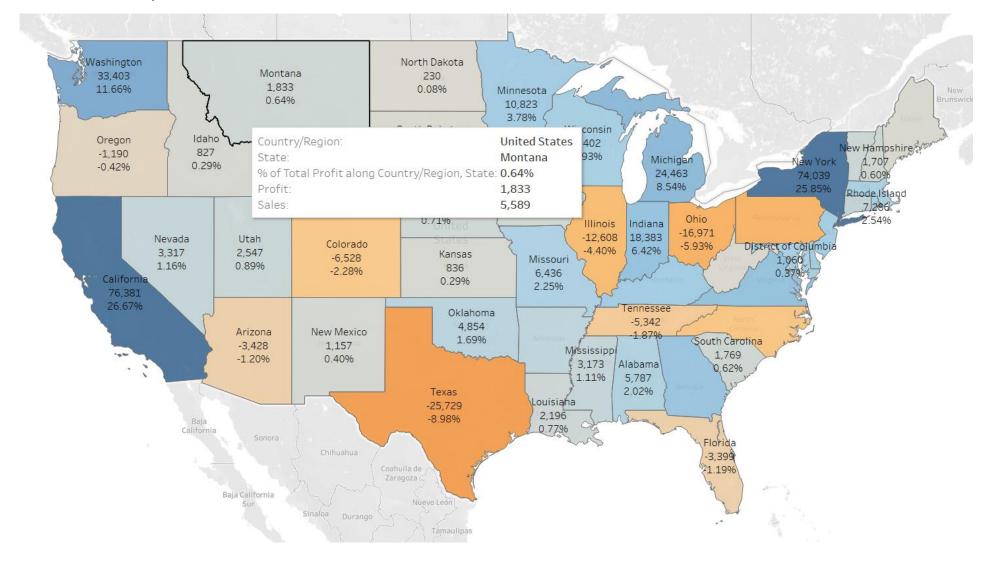
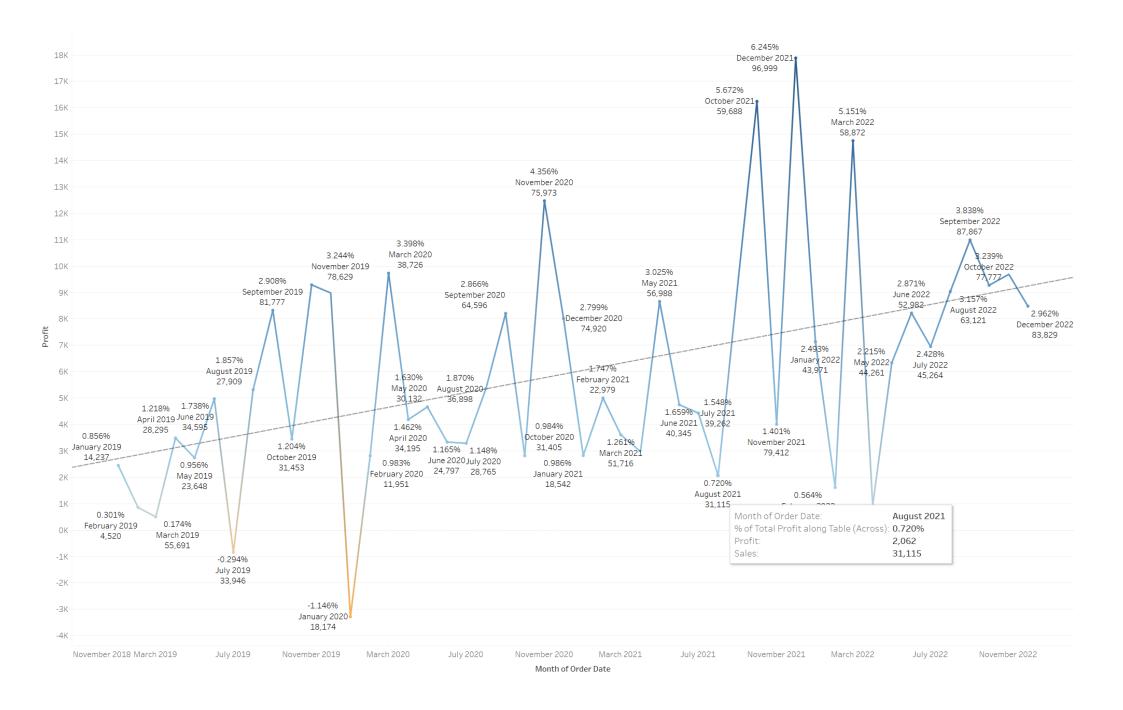
SUPER STORE SALES ANALYSIS

We want to analyse the factors that influence the sales and profit of the store:

- Which state/city is getting the more sales and profit?
- Which category/sub-category is bringing more sales and profit?
- Sales and profit trend over time.

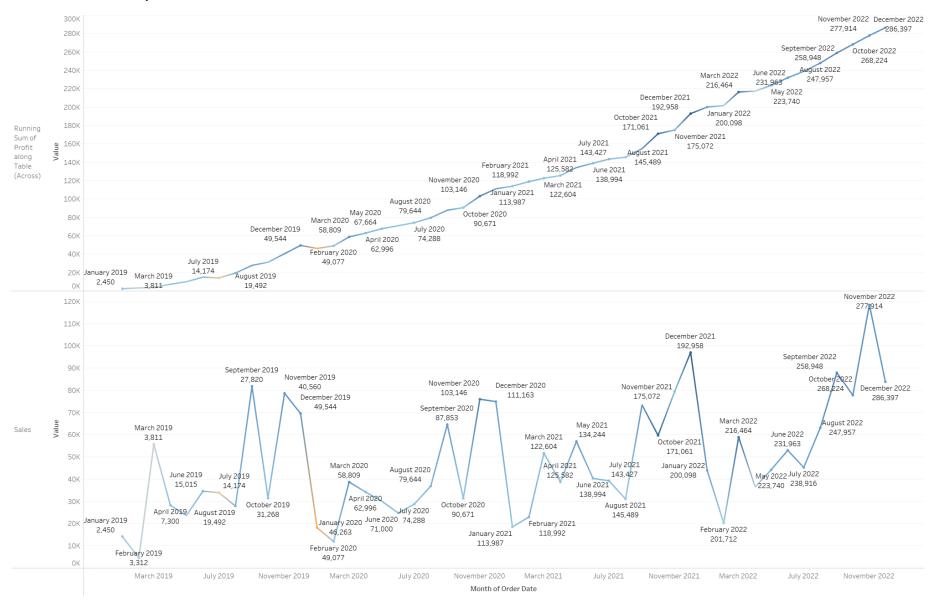


California 19.92% 26.67%	Washington 6.04% 11.66%	Michigan 3.32% 8.54%	Virg 3.07 6.49	7%	Indiana 2.33% 6.42%	
New York 13.53% 25.85%	Georgia 2.1496 5.6796	Delaware 1.19% 3.48% New Jersey 1.56% 3.41%	Maryland 1.03% 2.46%		Missouri 0.97% 2.25%	Alabama 0.85% 2.02%
State: % of Total Profit along Table % of Total Sales along Table Profit:		Wisconsin	Oklahoma 0.86% 1.69%	Mississi; 0.47% 1.11%	0.49% 0.89%	
		1.40% 2.93%	Arkansas 0.51% 1.40%	Louisian 0.40% 0.77%	a South	New
	Minnesota 1.30% 3.78%	Rhode Island 0.99%	Connecticut 0.58%	Nebrask 0.32%	New Mexico	
		2.54%	Nevada 0.73%	Montana 0.24%	District	10 negative

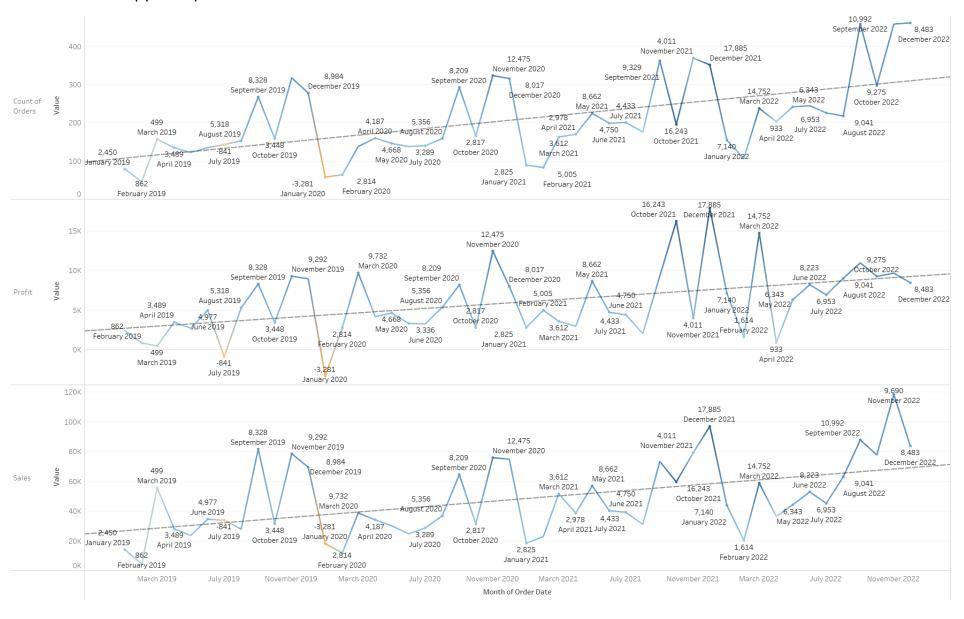


Increasing profit trend (profit cumulative)

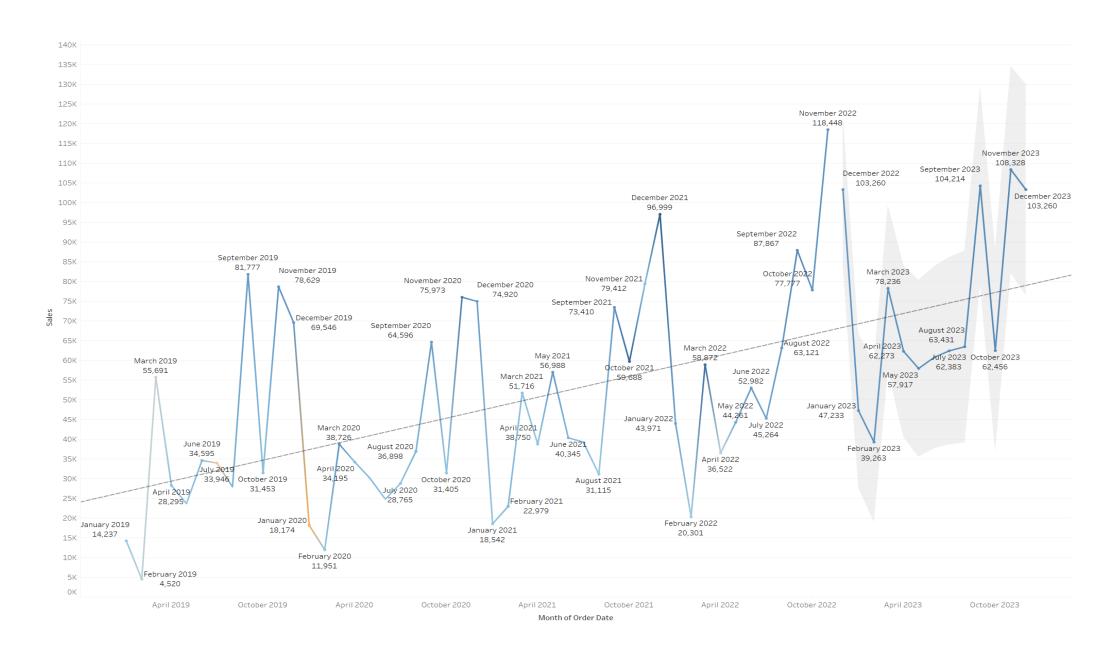
Sales over month period:



Count of orders | profit | sales trend over time :

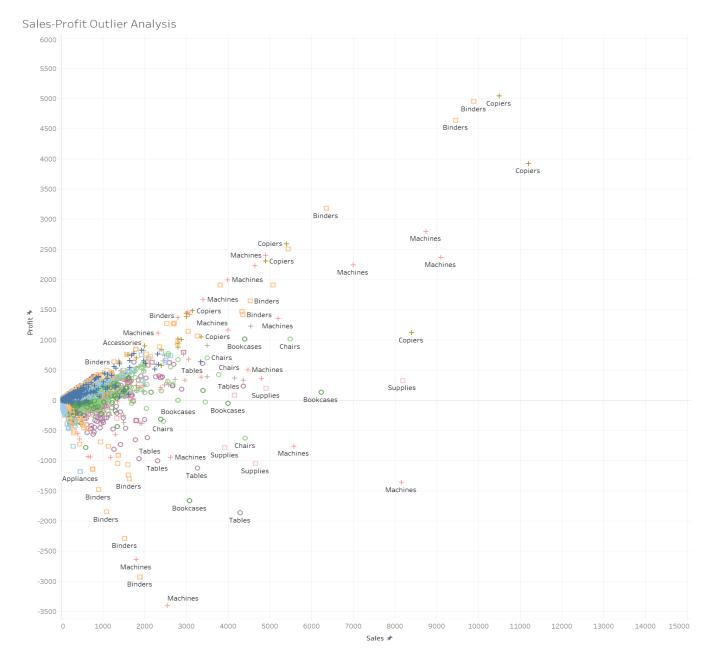


Forecasting sales:



Instances when the profit was exceptionally higher than usual:

Find outliers: (add category/sub-category level information)





Top 10 states with highest sales:

top 10 states sales (2)

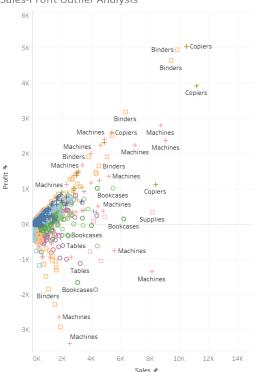
											ate				_					
480K	California	а	Flo	rıda	Illin	nois	Mich	iigan	New	York	Ol	nio	Penns	ylvania	ſe:	xas	Virg	jinia	vvash	ington
460K																				
440K-																				
420K																				
400K																				
380K																				
360K-																				
340K																				
320K																				
300K-																				
280K-																				
260K																				
240K																				
Noss ne																				
200K-																				
180K-																				
160K																				
140K-																		-		
120K																	Texas: -25,72	0		
100K																	170,18			
80K-																				
60K																				
40K-																				
20K																				
0K-																				
-20K																				
-40K																				
	Sales Pro	ofit	Sales	Profit	Sales	Profit	Sales	Profit	Sales	Profit										

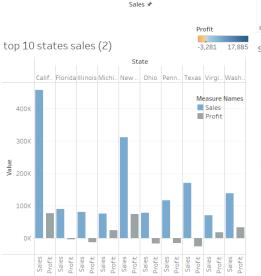
State =	Sales =	Profit
California	457,688	76,381
New York	310,876	74,039
Texas	170,188	-25,729
Washington	138,641	33,403
Pennsylvania	116,512	-15,560
Florida	89,474	-3,399
Illinois	80,166	-12,608
Ohio	78,258	-16,971
Michigan	76,270	24,463
Virginia	70,637	18,598



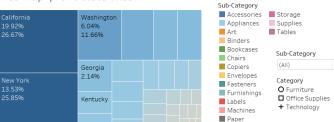
Sales-Profit per region Aanalysis

Sales-Profit Outlier Analysis

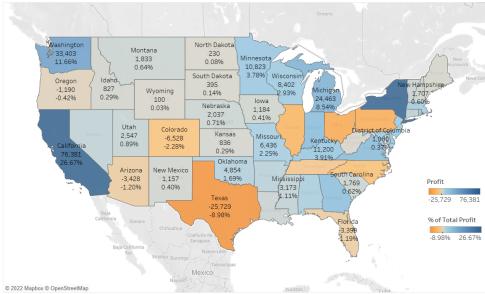




Tree-map -profit-state-wise



profit-sales-geo_map



Phones

top 10 states sales

Washington 138,641

Sales =

457,688

310,876

170 188

116,512

89.474

80 166

78,258

76,270

70,637 18,598

-25 729

33.403

-15,560

-3.399

-12.608

-16,971

24,463

State =

California

New York

Texas

Florida

Illinois

Ohio

Virginia



