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| Pivot table | Recommendation |
| total net sales by each branch | Review the pricing strategy or cost structure for high-sales but low-profit products. Consider increasing their prices or reducing production costs. |
| total cost for each product | Identify branches, products, and companies with high operational costs. Streamline processes, renegotiate supplier terms, and focus on reducing overhead costs. |
| total sales by company | Focus on Streamlining Operations for companies that have low sales but high costs. Reducing inefficiencies will help in cutting unnecessary expenditures. |
| total profit and net sales for each branch | Focus on scaling high-profit branches and replicate their successful strategies. For low-profit branches, investigate cost-reduction strategies. |
| net sales vary by month | Identify seasonal trends. Invest in marketing and inventory management strategies during high-profit periods and optimize costs during low-profit periods. |