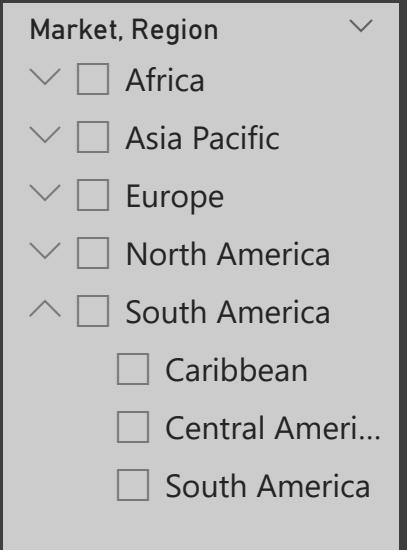
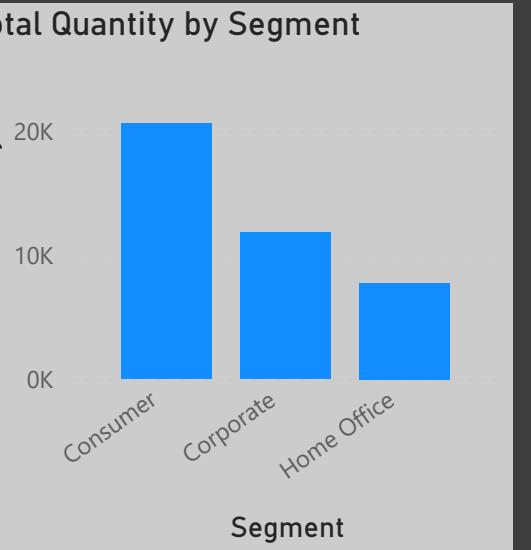
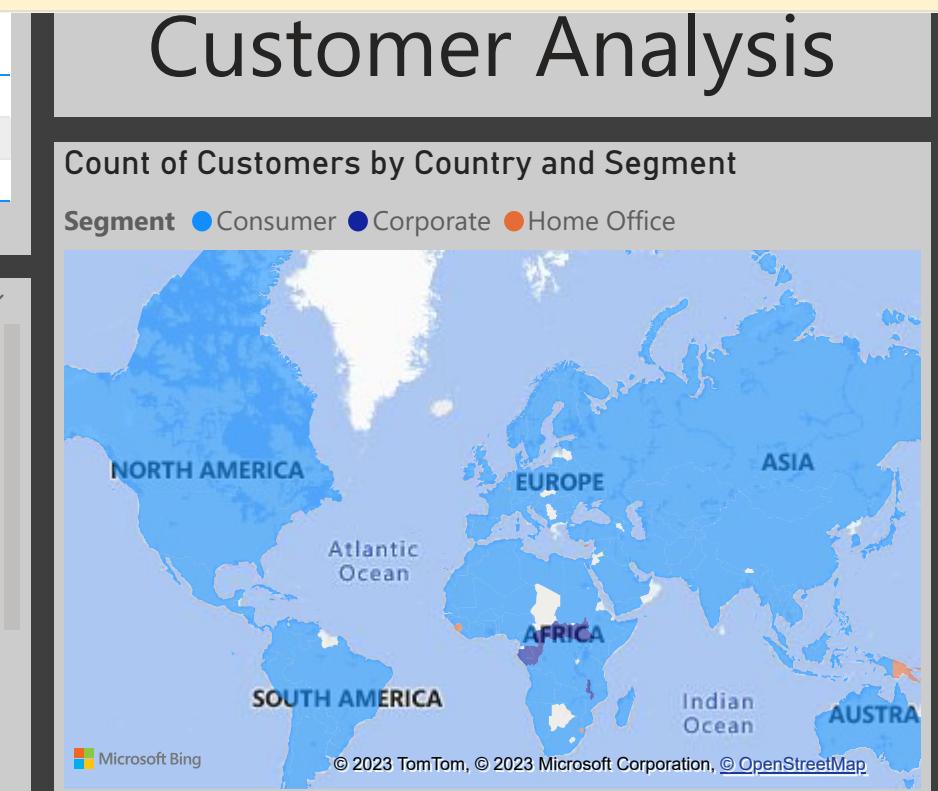
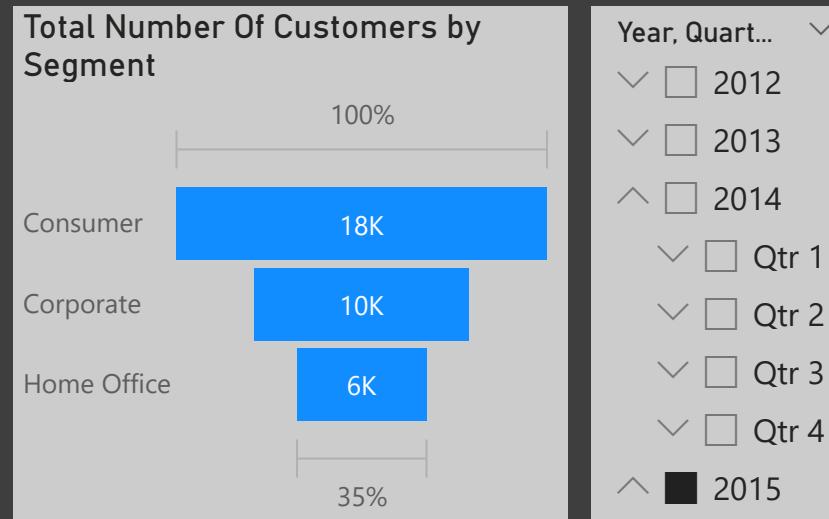


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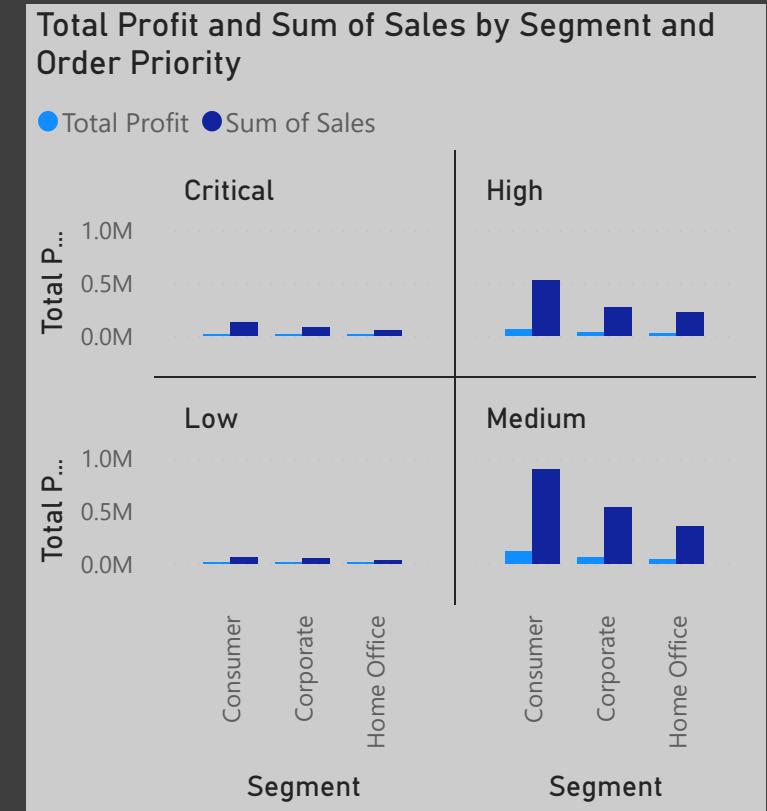
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	Cost	Segment
Consumer	29.97	284
Corporate	31.19	165
Home Office	32.82	88
<b>Total</b>	<b>30.88</b>	<b>537</b>



Priority	Count	Avg. Shipping Days
Low	818	27.97
Critical	1315	33.72
High	5262	27.85
<b>Total</b>	<b>17531</b>	<b>28.76</b>

11614 Total Number Of Customers	Avg. No. Of Shipping Days
17531 Total Number Of Orders	3.95



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01-01-2012 28-02-2014



0.14

Average Discount

Region

- Caribbean
- Central Africa
- Central America
- Central Asia
- Central US
- Eastern Africa
- Eastern Asia
- Eastern Canada
- Eastern Europe
- Eastern US
- North Africa
- Northern Europe
- Oceania

# Market and Regional Sales Analysis

## Sales by Market

Market ● Asia Pacific ● Europe ● North America ● South America ● Africa



74K

Total Number Of Units Sold

26.72

Shipping Cost

Andile  
Ihejirika

Vendor Name

28.53

Profit

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X

28.61

Average Profit

178K

Total Units Sold

246.49

Average Sales

Category, Sub-Category

Furniture

Bookcases

Chairs

Furnishings

Tables

Office Supplies

Appliances

Art

# CATEGORICAL ANALYSIS

## Sales, Profit and Discount by Sub-Category



Year, Quarter, Month

2012

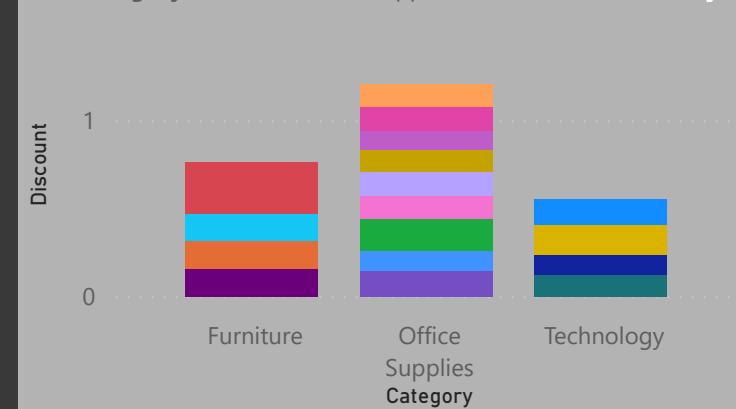
2013

2014

2015

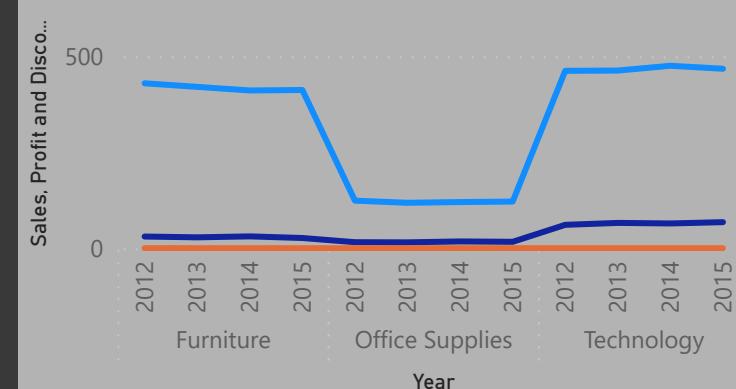
## Discount by Category and Sub-Category

Sub-Category ● Accessories ● Appliances ● Art ● Binders



## Sales, Profit and Discount by Category and Year

● Sales ● Profit ● Discount



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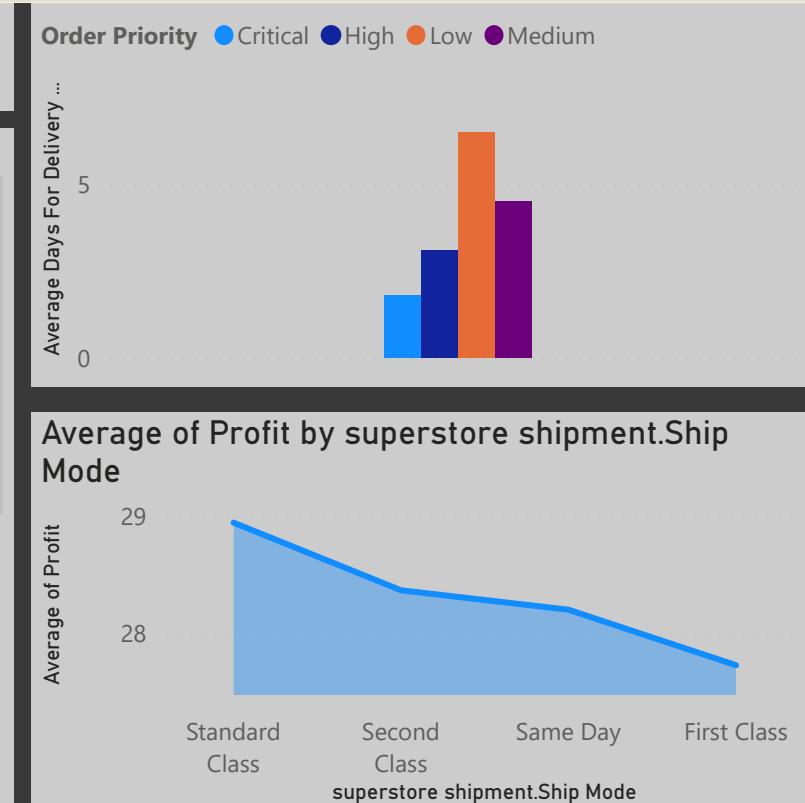
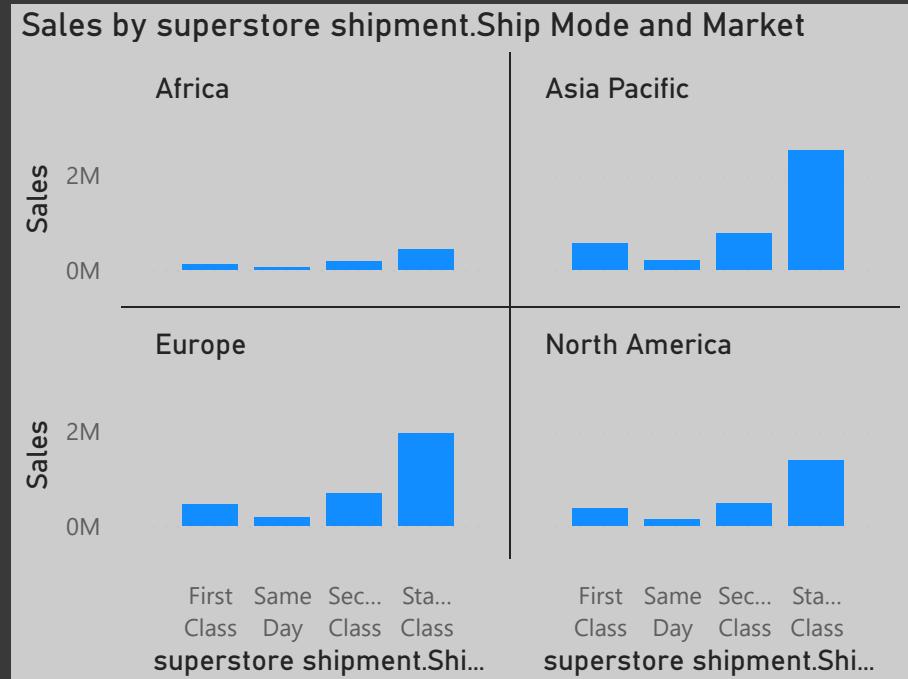
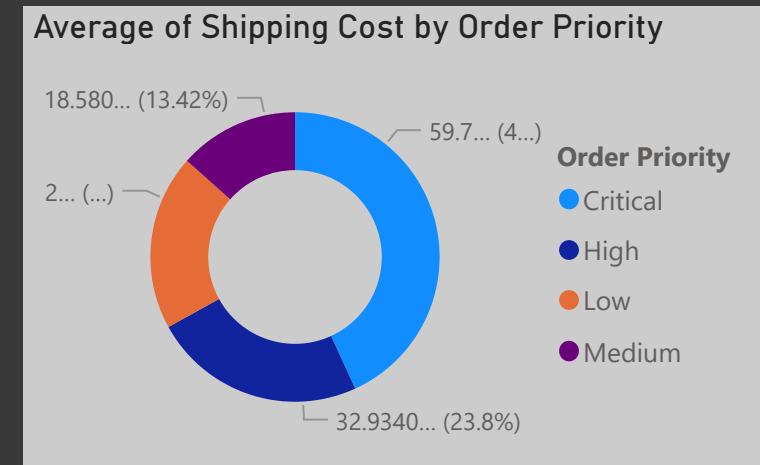
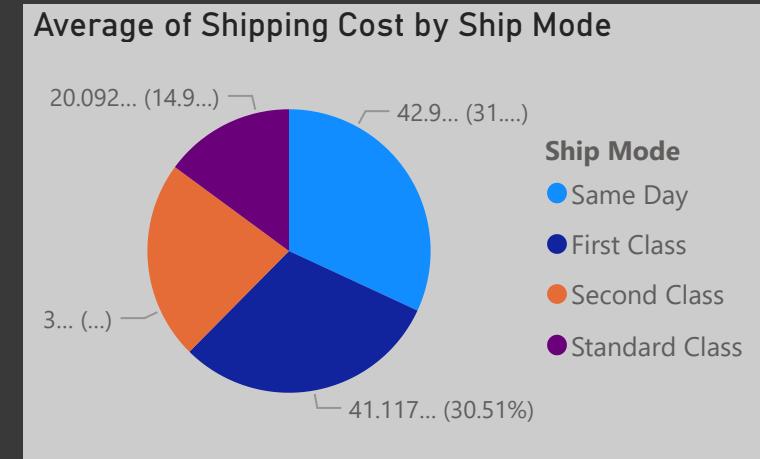
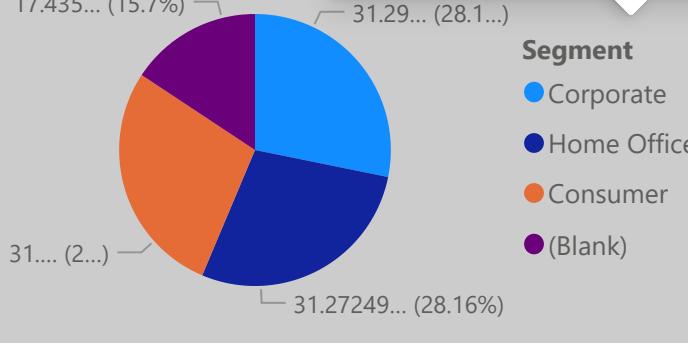
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# Shipment Analysis



Year, Quarter, Month

Year	Quarter	Month
2012	Q1	Jan
2012	Q1	Feb
2012	Q1	Mar
2012	Q1	Apr
2012	Q1	May
2012	Q1	Jun
2012	Q1	Jul
2012	Q1	Aug
2012	Q1	Sep
2012	Q1	Oct
2012	Q1	Nov
2012	Q1	Dec
2013	Q1	Jan
2013	Q1	Feb
2013	Q1	Mar
2013	Q1	Apr
2013	Q1	May
2013	Q1	Jun
2013	Q1	Jul
2013	Q1	Aug
2013	Q1	Sep
2013	Q1	Oct
2013	Q1	Nov
2013	Q1	Dec
2014	Q1	Jan
2014	Q1	Feb
2014	Q1	Mar
2014	Q1	Apr
2014	Q1	May
2014	Q1	Jun
2014	Q1	Jul
2014	Q1	Aug
2014	Q1	Sep
2014	Q1	Oct
2014	Q1	Nov
2014	Q1	Dec
2015	Q1	Jan
2015	Q1	Feb
2015	Q1	Mar
2015	Q1	Apr
2015	Q1	May
2015	Q1	Jun
2015	Q1	Jul
2015	Q1	Aug
2015	Q1	Sep
2015	Q1	Oct
2015	Q1	Nov
2015	Q1	Dec

3.97  
Avg Shipping Days

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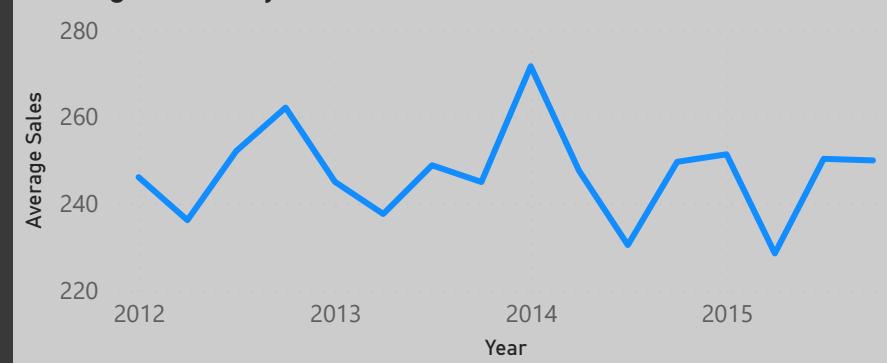
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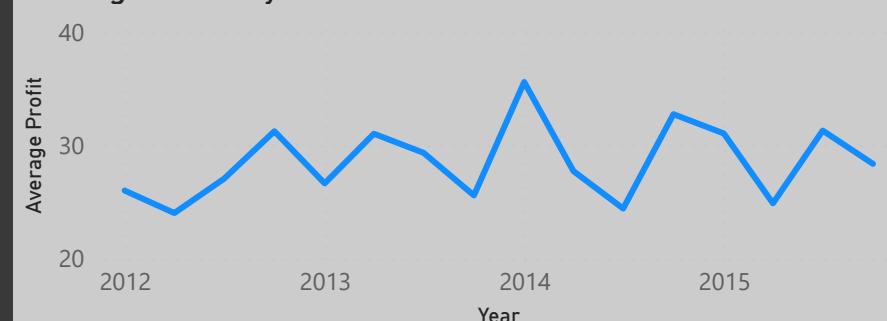
### Average of Profit by Discount



### Average Sales by Year and Quarter



### Average Profit by Year and Quarter



# Profit and Loss Analysis

Sub-Category	Quantity	Sales	Average Discount	Shipping Cost	Profit
Phones	11870	17,06,824.65	0.15	1,84,953.77	2,16,717.44
Chairs	12336	15,01,682.16	0.16	1,64,253.85	1,40,396.24
Copiers	7454	15,09,436.51	0.12	1,59,501.49	2,58,567.63
Bookcases	8310	14,66,572.55	0.15	1,55,488.23	1,61,924.37
Storage	16884	11,26,813.78	0.14	1,20,794.28	1,08,416.94
Appliances	6026	10,10,535.76	0.14	1,08,307.94	1,41,562.63
Accessories	10946	7,49,237.28	0.12	83,592.58	1,29,626.44
Tables	3083	7,57,042.17	0.29	79,863.46	-64,083.55
Machines	4906	7,79,060.32	0.17	79,149.99	59,967.70
<b>Total</b>	<b>178312</b>	<b>1,26,42,507.25</b>	<b>0.14</b>	<b>13,58,090.69</b>	<b>14,67,456.67</b>

### Average of Profit and Average of Sales by Country and State

State ● Abia ● Adana ● Aichi ● Al Basrah ● Al Madinah ● Al Qahirah ● Alabama ● Alagoas



### Year, Quarter, ...

- 2012
  - Qtr 1
  - Qtr 2
  - Qtr 3
  - Qtr 4
- 2013
- 2014
- 2015
  - Qtr 1
  - J...
  - F...

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[Don't show again](#)

01-01-2012 10-10-2015

## Top Performer

Market, Region, Country, State, City

Asia Pacific

Central Asia

Kazakhstan

Kyrgyzstan

Tajikistan

## Least Performer

Market, Region, Country, State, City

Africa

Central Africa

Angola

Cameroon

Central African Republic

# Top And Least Performance Analysis

## Average of Profit and Average of Sales by Country and State

State



96637

Total Quantity

0.14

Average of Discou...

3.96

Avg. Shipping Days

26.48

Average Shipping...

18391

Total Customers

18391

Total Orders

1079

Total Returns

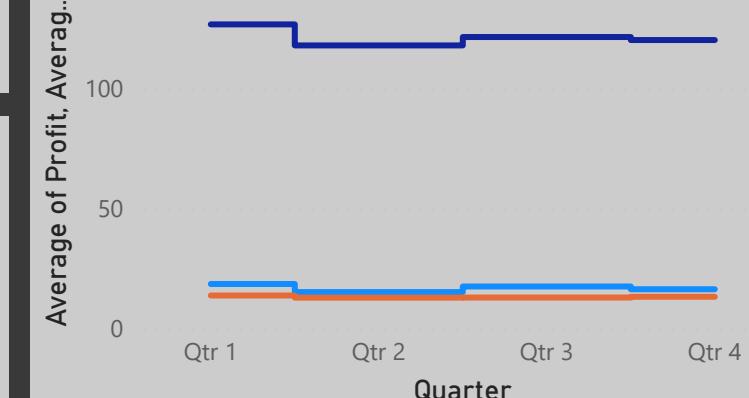
## Best Performing P...

## Least Performing Prod...

- Office Supplies
- Appliances
- Art
- Binders
- Envelopes
- Fasteners

## of Shipping Cost by Quarter

Average of Profit Average of Sales Average of Shippi...



Segment	Average of Sales	Average of Profit
---------	------------------	-------------------

Corporate	128.67	20.25
Consumer	128.55	17.15
Home Office	126.89	18.00
<b>Total</b>	<b>128.28</b>	<b>18.24</b>

## Average of Profit by Discount and superstore shipment.Order Priority

superstore shi... Critical High Low Medium

