



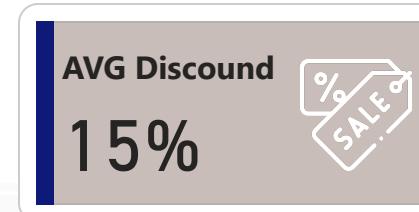
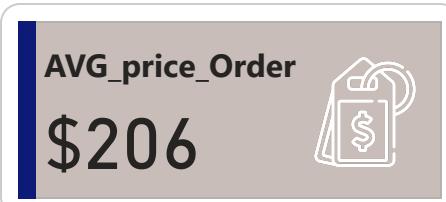
Revenue Growth & Profitability



Total Revenue

\$2M

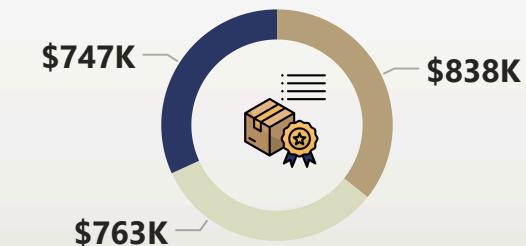
2016 2017 2018 2019



Revenue by Month



Revenue by product Category



● Technology ● Office Supplies ● Furniture

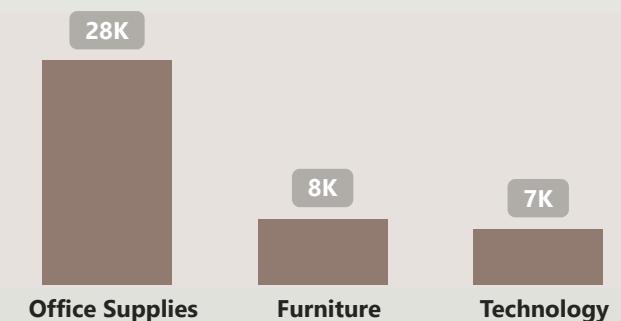
Top 5 Sub Category by Revenue

Phones	\$330K
Chairs	\$328K
Storage	\$224K
Tables	\$212K
Binders	\$204K

Profit by product Category



#Quantity Sold by Category



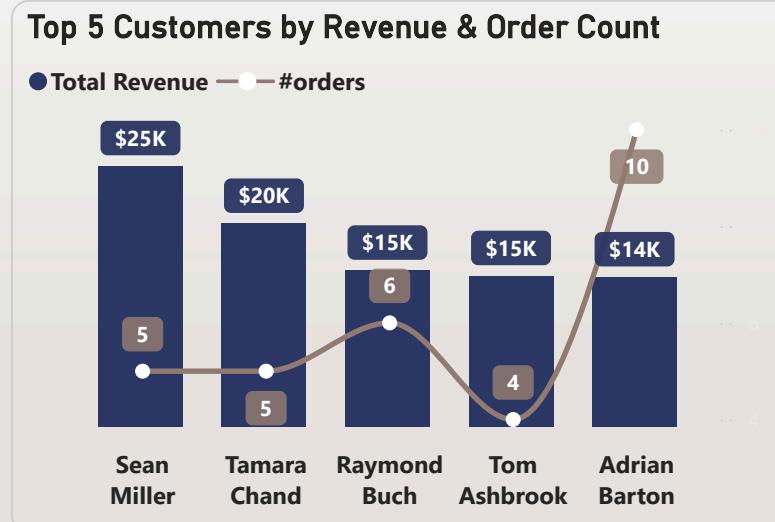
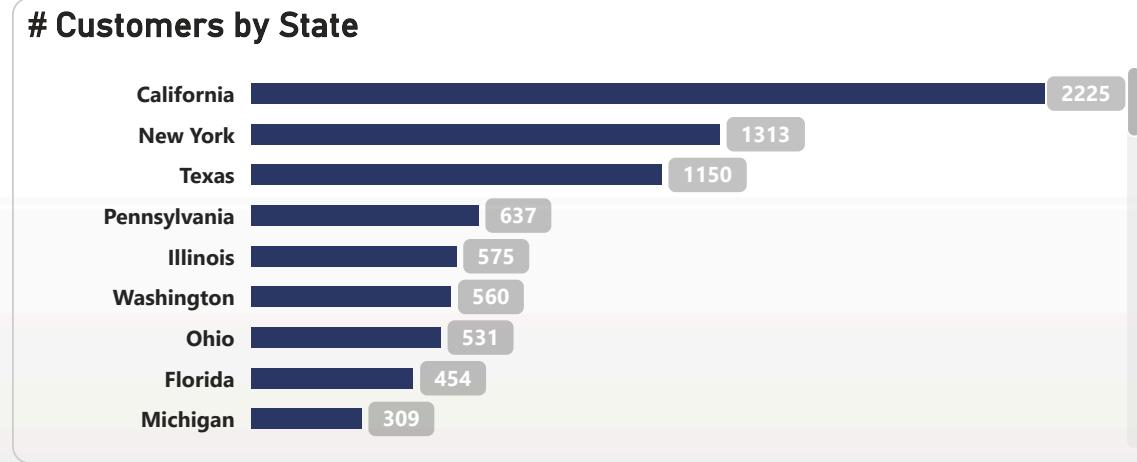
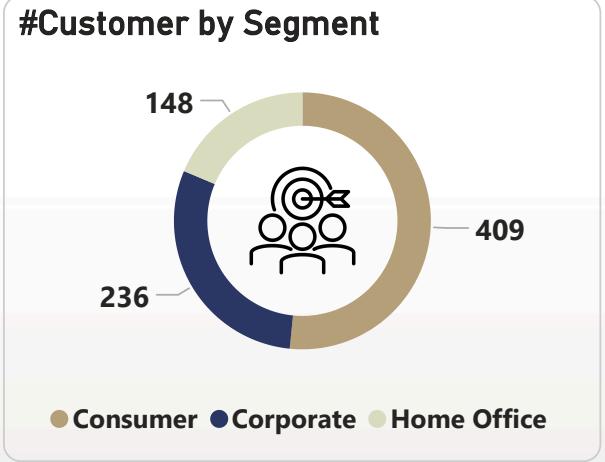
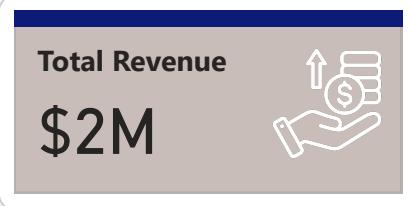


Customer Behavior Analytics



Customer Number
793

2016 2017 2018 2019





Sales Rep Performance Metrics



Sales Rep
4

2016 2017 2018 2019

Anna Andreadi	Chuck Magee
Cassandra Brandow	Kelly Williams

Revenue Distribution VS Sales Person

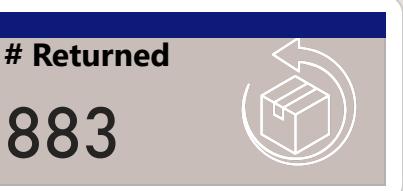
● Anna Andreadi ● Cassandra Brandow ● Chuck Magee ● Kelly Williams

\$0.4M

\$0.2M

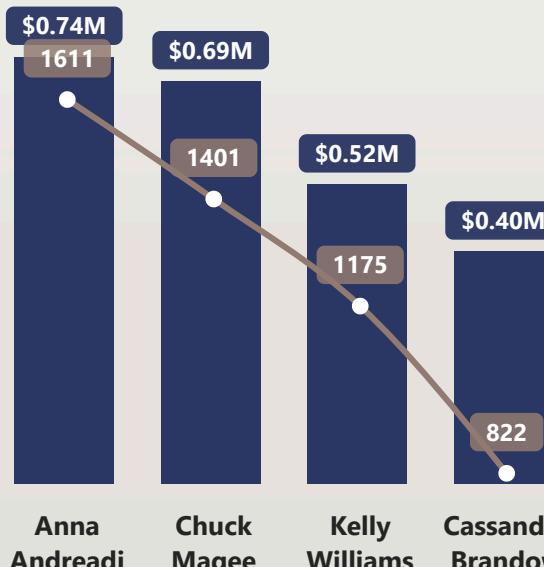
\$0.0M

January February March April May June July August September October November December

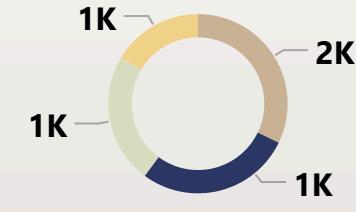


Sales Person vs Revenue vs # Orders

● Total Revenue — #orders



#orders by Region



● West ● East ● Central ● South

orders vs Completed vs Returned

100%

#orders

5009

#Completed

4126

Returned

883

17.6%

Sales Person	Region	#orders	Total Revenue	# Returned
Anna Andreadi	West	1611	\$736,679	538
Cassandra Brandow	South	822	\$400,592	72
Chuck Magee	East	1401	\$694,482	169
Kelly Williams	Central	1175	\$516,400	104