

Total records from Invoice Sheet

44.57K

Count of unique part numbers in
invoice table

7514

Profitability

28.90%

Country Code

- ☐ BR
- ☐ CA
- ☐ DE

Total records from Invoice Sheet

\$54.67M

Count of unique customers in
invoice table

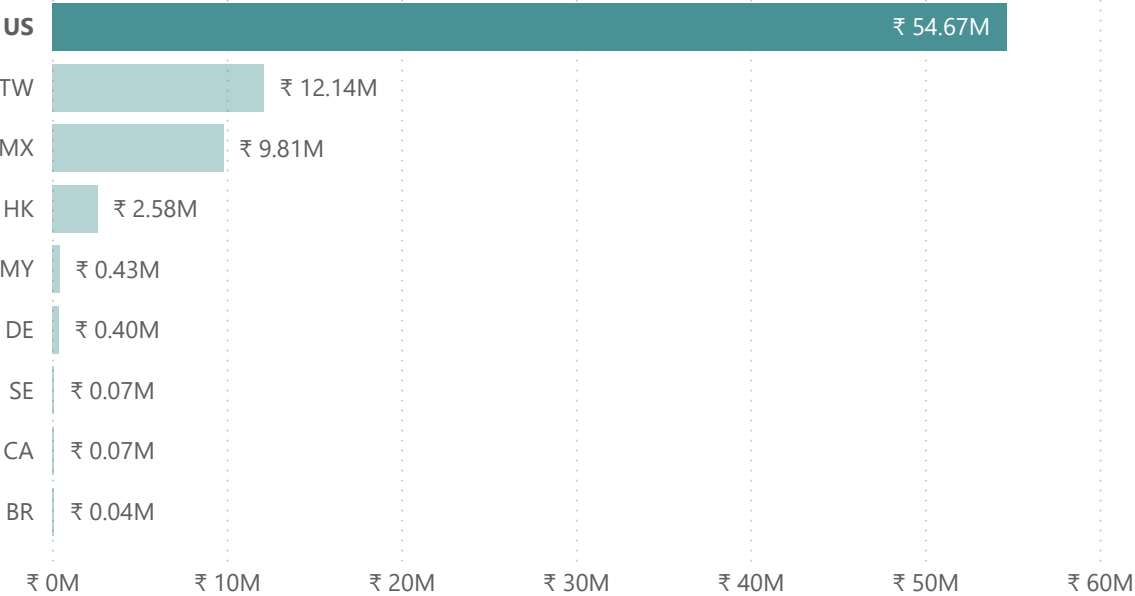
150

Customer Type

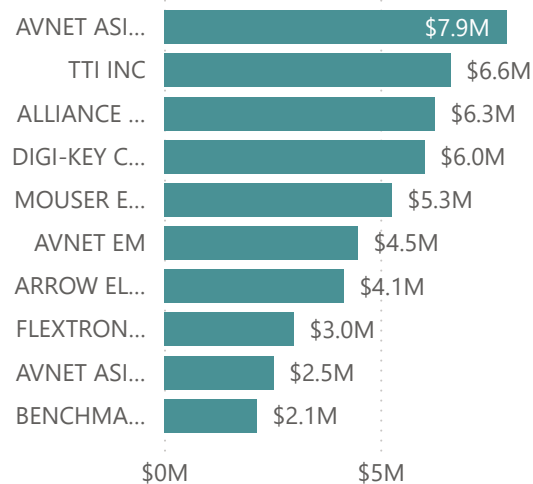
- ☐ 5000
- ☐ 7000

Inv_ItemNbr	Total Sales	Total Cost	Profitability Total
10018783-10002TLF	\$3,569.33	2,295.76	35.68%
10018783-10003TLF	\$3,499.20	2,310.76	33.96%
10018783-10010TLF	\$36,073.04	23,866.35	33.84%
10018783-10011TLF	\$2,253.18	1,777.65	21.10%
10018783-10012TLF	\$18,613.03	12,719.77	31.66%
10018783-10013TLF	\$4,909.00	3,280.16	33.18%
10018783-10100ALF	\$3,545.05	1,946.68	45.09%
10018783-10100TLF	\$15,625.57	10,572.11	32.34%
10018783-10101TLF	\$12,585.32	8,042.48	36.10%
10018783-10102TLF	\$4,879.18	3,018.56	38.13%
Total	\$5,46,73,424.25	3,88,72,035.54	28.90%

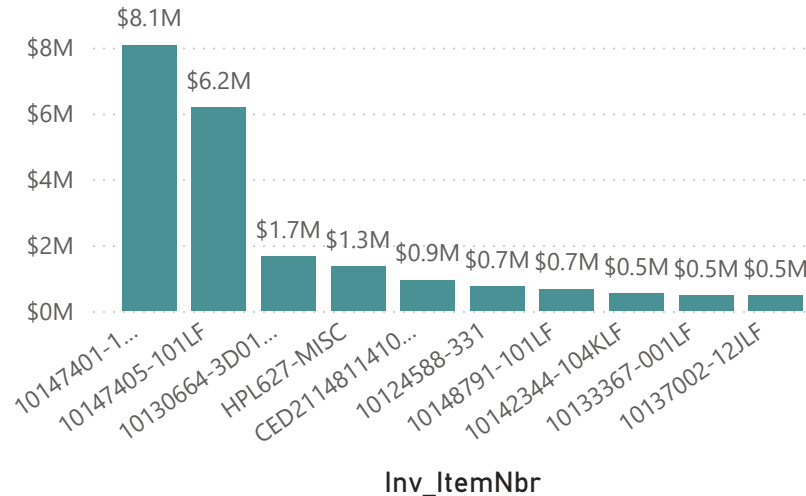
Regional Sales



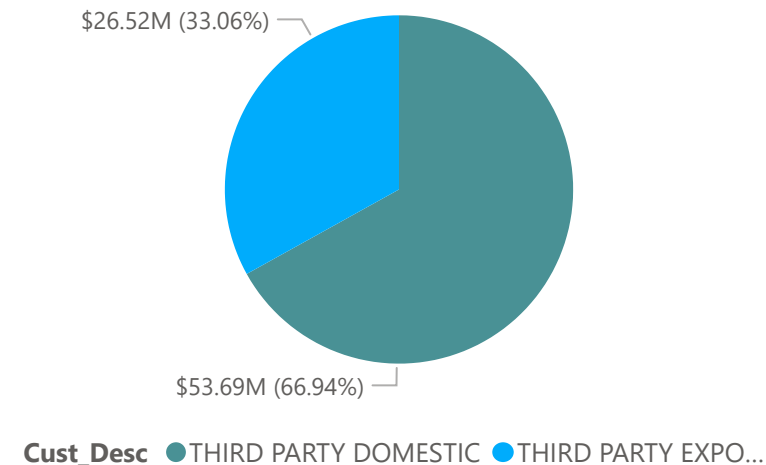
Total Sales by Top 10 Customers.



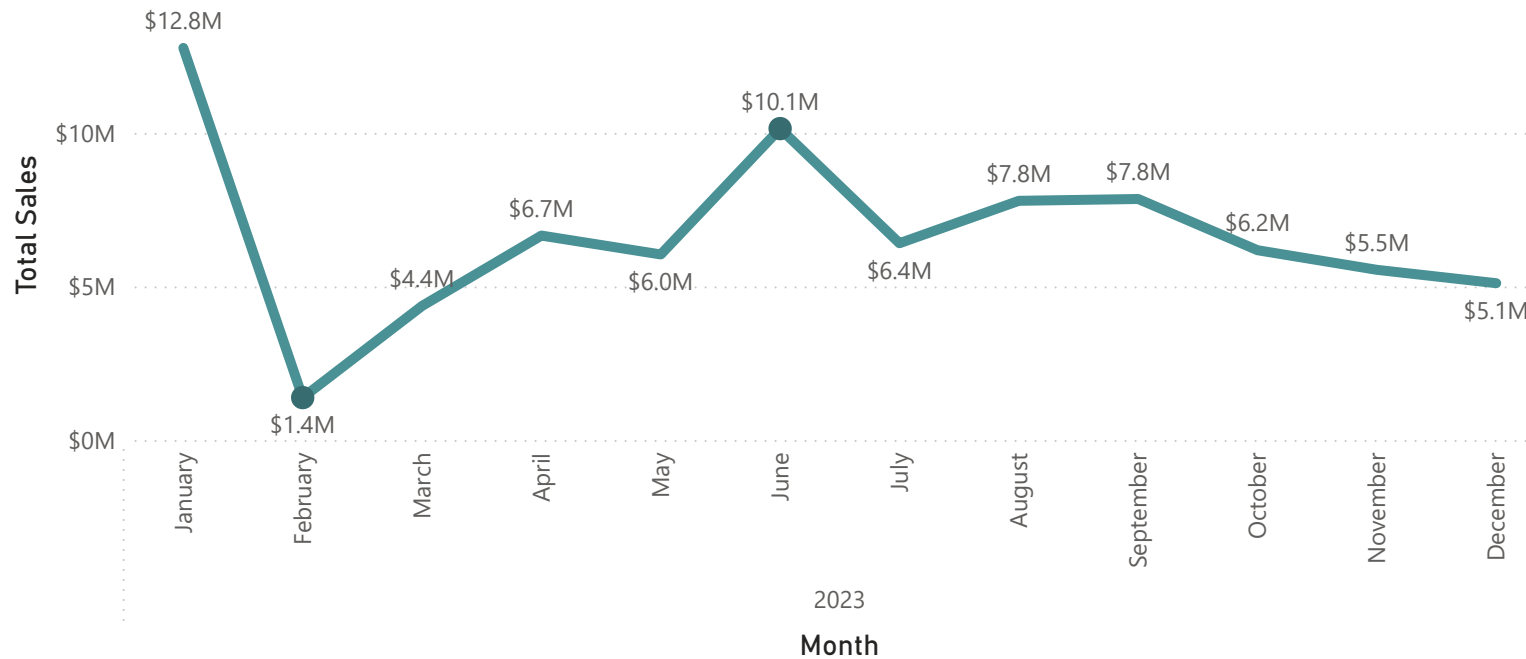
Top 10 Products



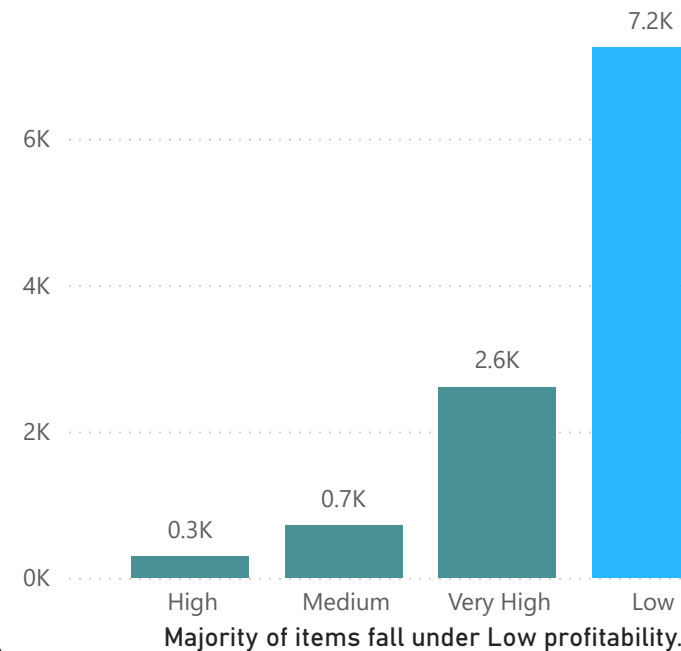
Customer Segmentation by Type



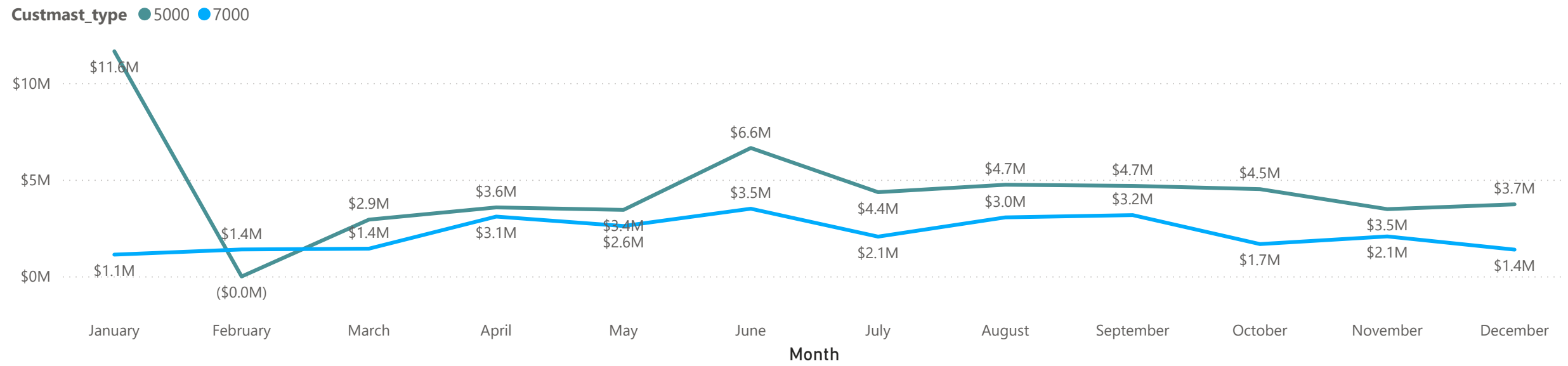
Monthly Sales Trend



Profitability

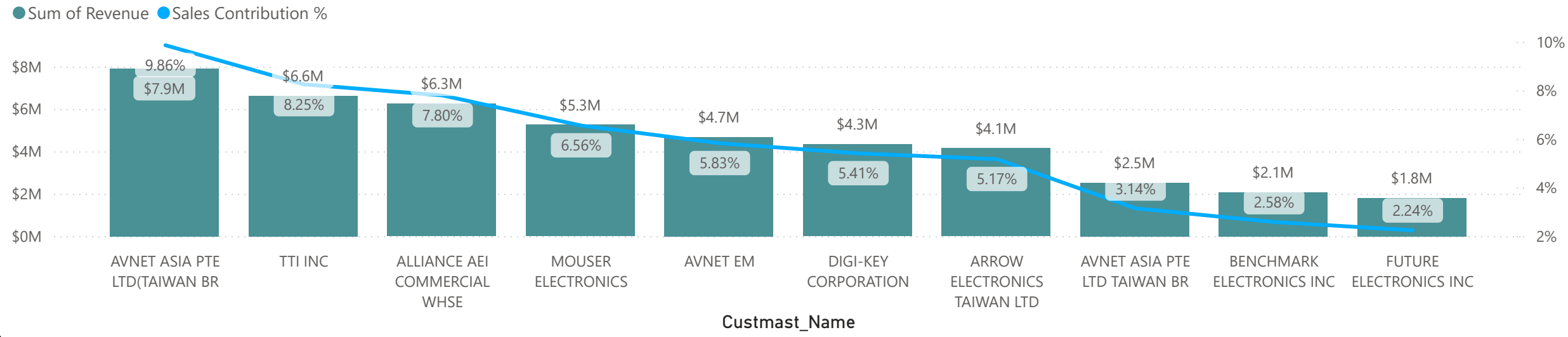


Monthly Sales Trends by Customer Type

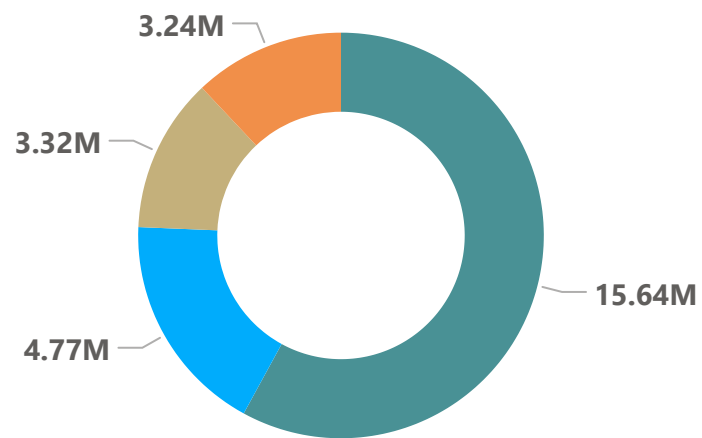


top 10 customers based on total revenue and their contribution to overall sales

M(Millions)

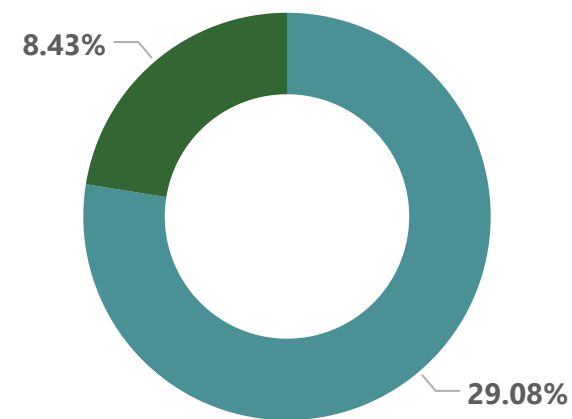


HPL's contributing to 30% of the Sales



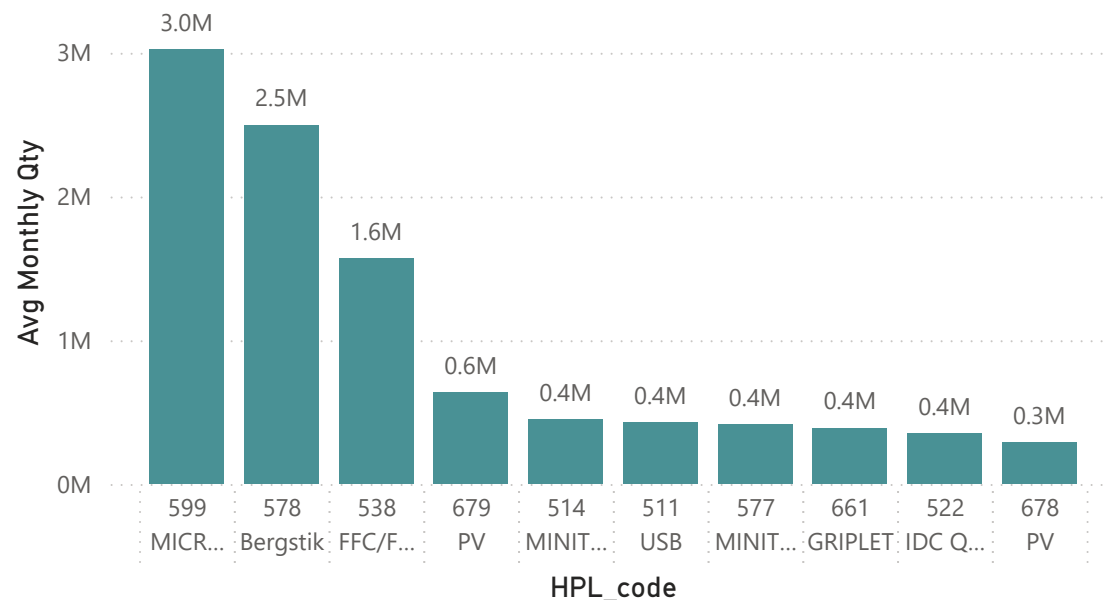
HPL_desc MEG-ARRAY R+ LOT CHARGES MACHINES-LOT Bergstik PV

HPL's contributing to 30% of the Profit



HPL_desc MEG-ARRAY R+ BARKLIP CABLE ASSY

Top 10 HPLs by Avg. Monthly Sales Qty



HPL_desc Sales by HPL Sales Contribution % Profit Contribution

HPL_desc	Sales by HPL	Sales Contribution %	Profit Contribution
MEG-ARRAY R+	15.64M	19.50%	
BARKLIP CABLE ASSY	2.54M	3.17%	
MEG-ARRAY	2.70M	3.36%	
LOT CHARGES MACHINES-LOT	4.77M	5.95%	
MINITEK PWR	1.29M	1.61%	
Bergstik	3.32M	4.14%	
USB	2.26M	2.82%	
Consumer Intercon Sys	0.93M	1.16%	
M.2 Products	0.89M	1.11%	
MINITEK PWR	1.29M	1.61%	
USB	2.26M	2.82%	
Consumer Intercon Sys	0.93M	1.16%	
M.2 Products	0.89M	1.11%	
Total	80.21M	100.00%	1