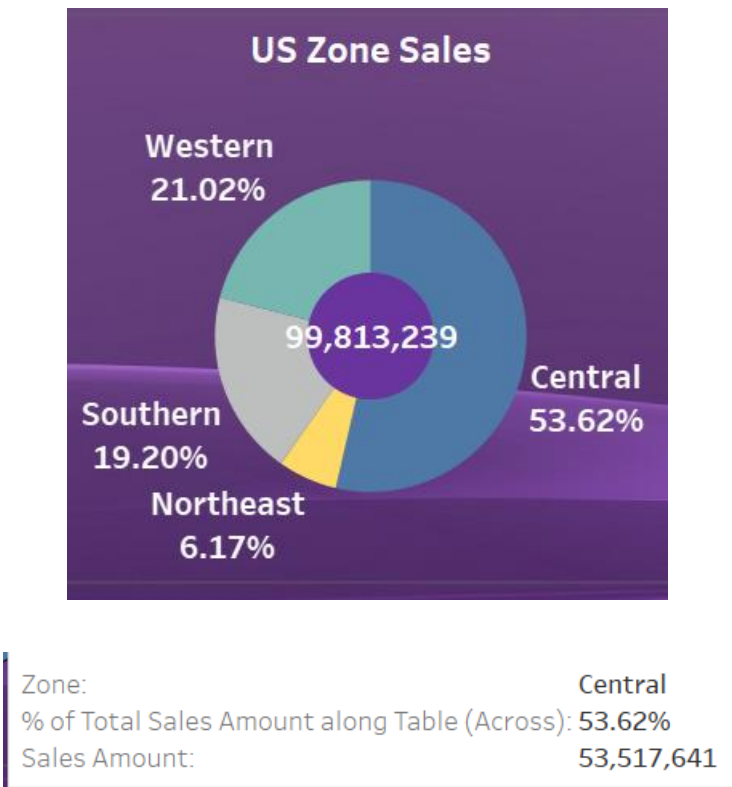


**Amazon Sales Analysis**  
**Wireframe Document**

1. This pie chart gives information about sales in united states its amount zone wise and its sales throughout four regions of united states after hovering mouse over various regions we can see sales amount and percentages as shown in below figure.



2. Below table shows shipment days per country and by looking at that table we can get idea about the locations of store houses and ware houses there is need to establish warehouses for international zone as it is taking around 13 days for shipment of international orders.

Shipment Days Per Country								
CA	AU	IR	Other	UK	US			
Canada	International	International	International	International	Central	Northeast	Southern	Western
2.18	0.50	0.44	12.48	0.79	0.25	0.07	0.06	0.16

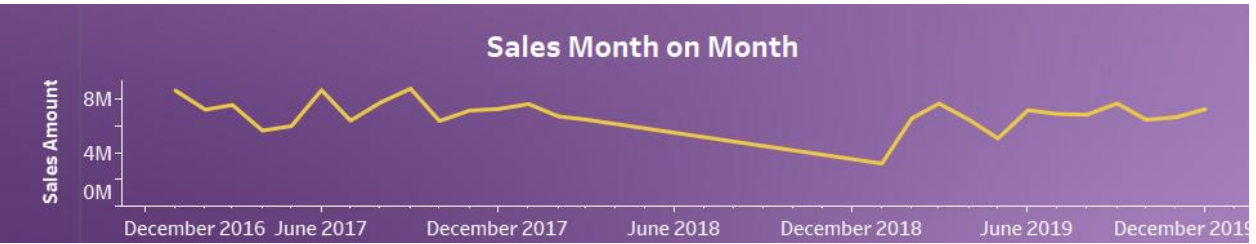
3. From below graph we can priotarize customers by looking at the sales amount for those customers. In the situation of material shortage we can give preference to the customers who have highest business with us.



4. From below graph we can figure out highest selling items and that will be needful for maneging there stocks along with the second one.



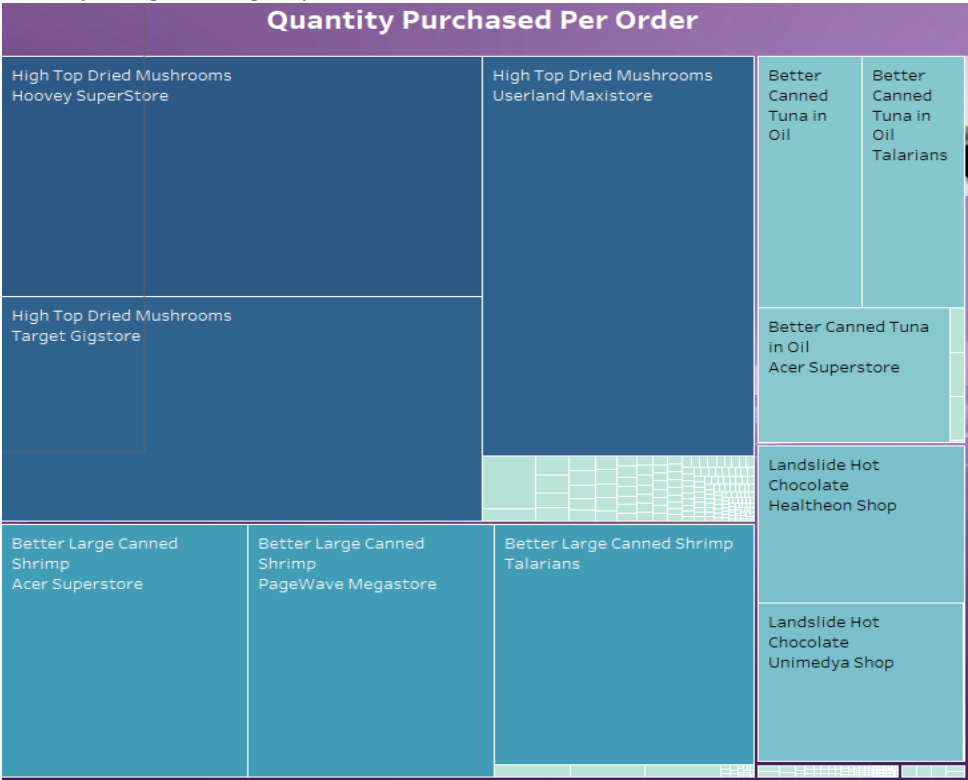
5. Below graph shows month on month sales.



6. Below Graph gives an idea about the sales quantity per item. We can get to know about the quantity requirement about the item from below graph.

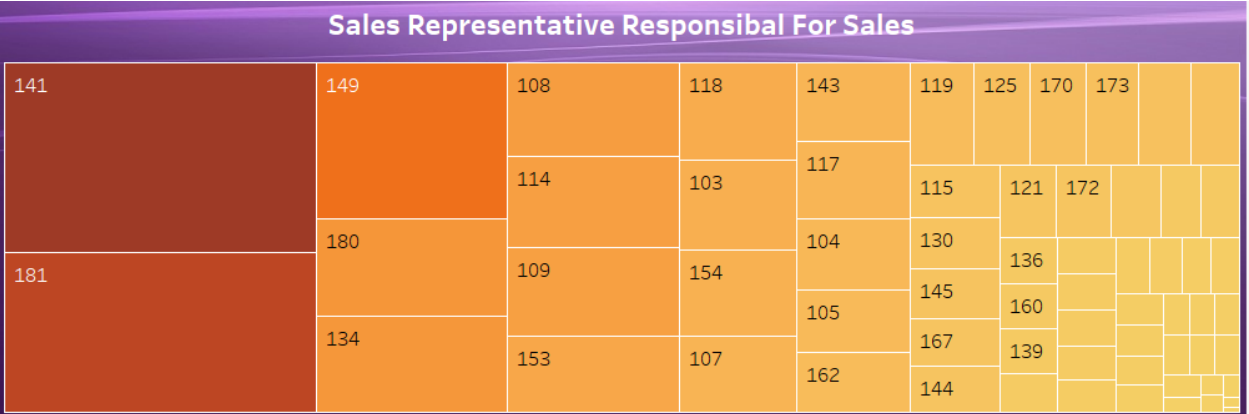


7. From below tow graphs we can get know about the customers whom are buying in bulk and amount of discount we are providing to those customers we can manage discount and thus gradually we can manage profit through that by using below ghraphs.



Sales And Discounted Amount Comparision			
Item	Customer	Discount Amount	Sales Amount
American Beef Bologna	Benedict Shop	813	695
	CAM Market	546	460
	ComeStore	784	724
	DEAC Shop	381	373
	Icon Superstore	527	479
Better Canned Tuna in Oil	Acer Superstore	-23,075	792,232
	HBS Shop	203	232
	LiveWire Supermarket	213	223
	PADL Shop	304	7,293
	Page Store	-114	3,912

8. We can check out performance of sales representatives by using below graph, this information will be useful from the point of view of decision making in case of salary increment, promotion.



9. We can check out performance of senior sales manager's by using below graph, this information will be useful from the point of view of decision making in case of salary increment, promotion apart from that it will be great if better performing person can share his experiences, methods with other peoples that will be great from the point of view of increase in business.

