

Sales Dashboard For Financial Year 2018-20

Sales
2.30M

Profit
286.40K

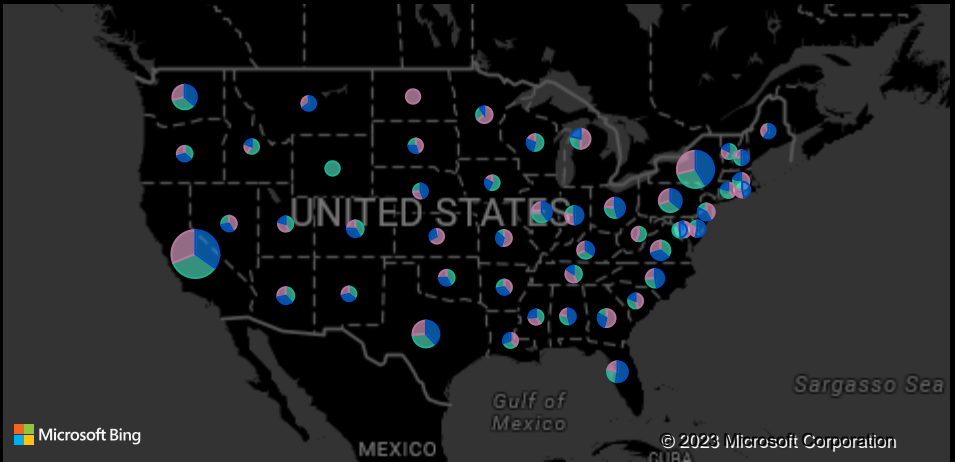
Order
5.01K

High Sale Sub_cat
Phones

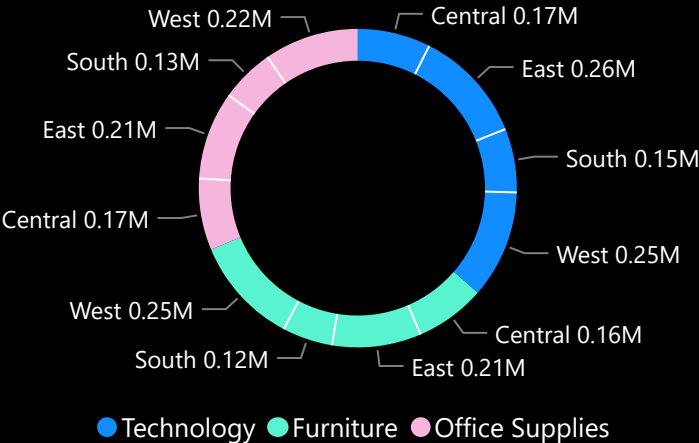
High Profit Sub_cat
Copiers

High Qnt. Sale Sub_cat
Binders

Category ● Furniture ● Office Supplies ● Technology



Sales by Sub-Category and Region



03-01-2014

30-12-2017

Region

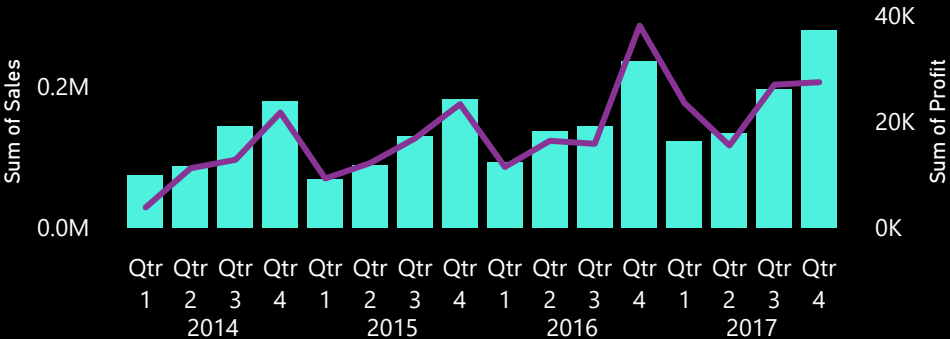
All

Category

All

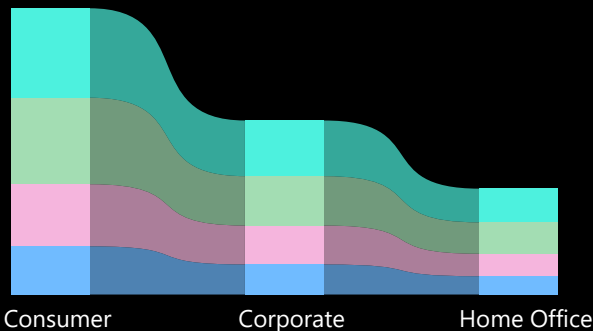
Sales & Profit by Year & Ortr

● Sum of Sales ● Sum of Profit

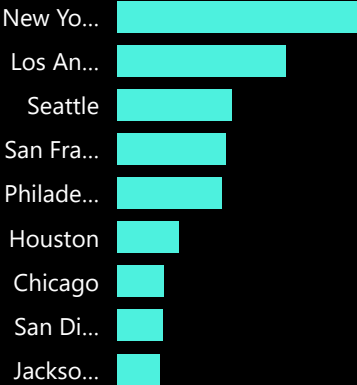


Sales by Sub-Category and Region

Region ● Central ● East ● South ● West



Top 10 Sales% by City



Sales Decomposition Tree

Region ×

State ×

City ×

Category ×

Sub-Category ×

Year ×

Month

East

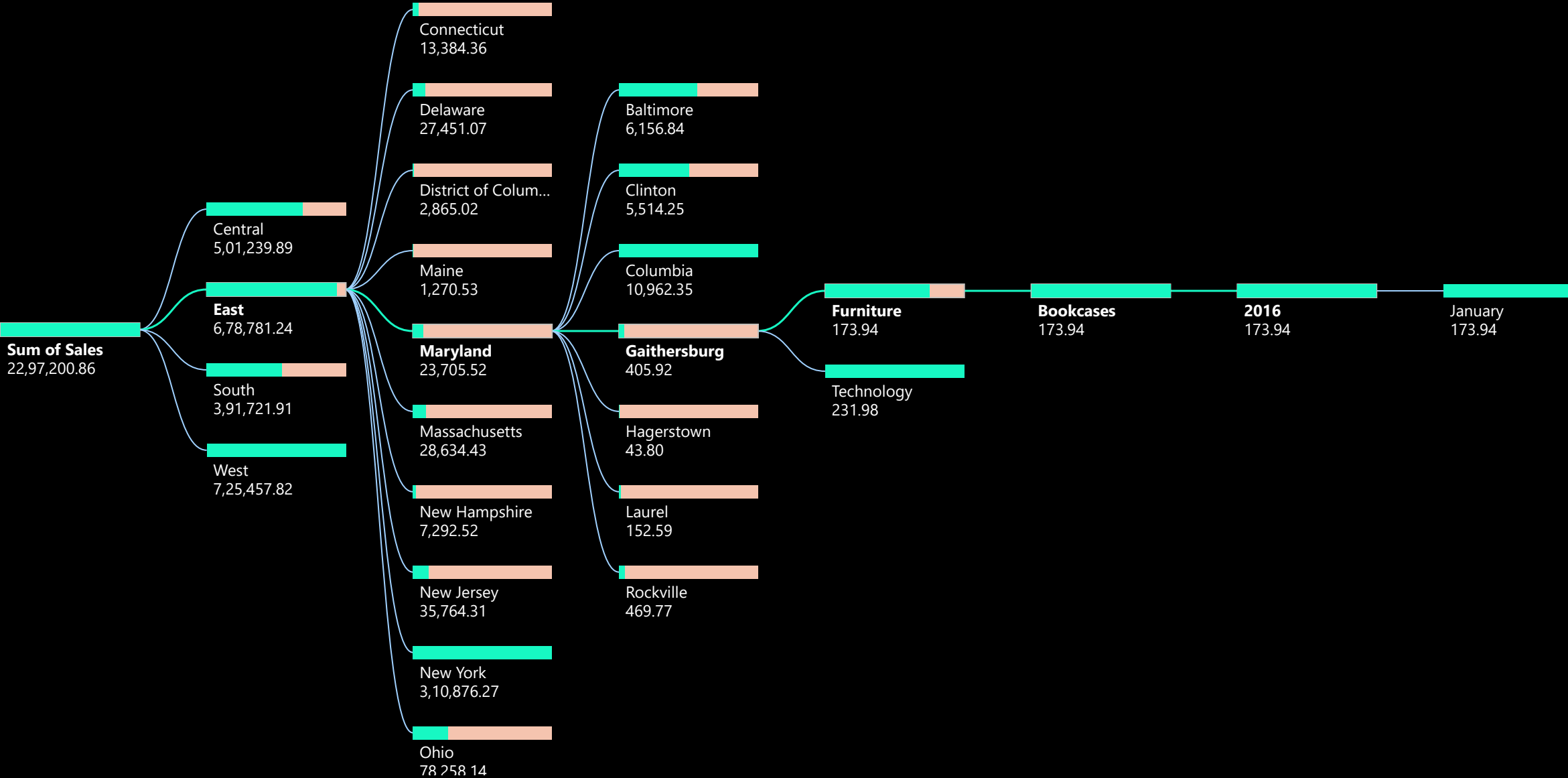
Maryland

Gaithersburg

Furniture

Bookcases

2016



Sales Forecast

Region

All

State

All

City

All

Category

All

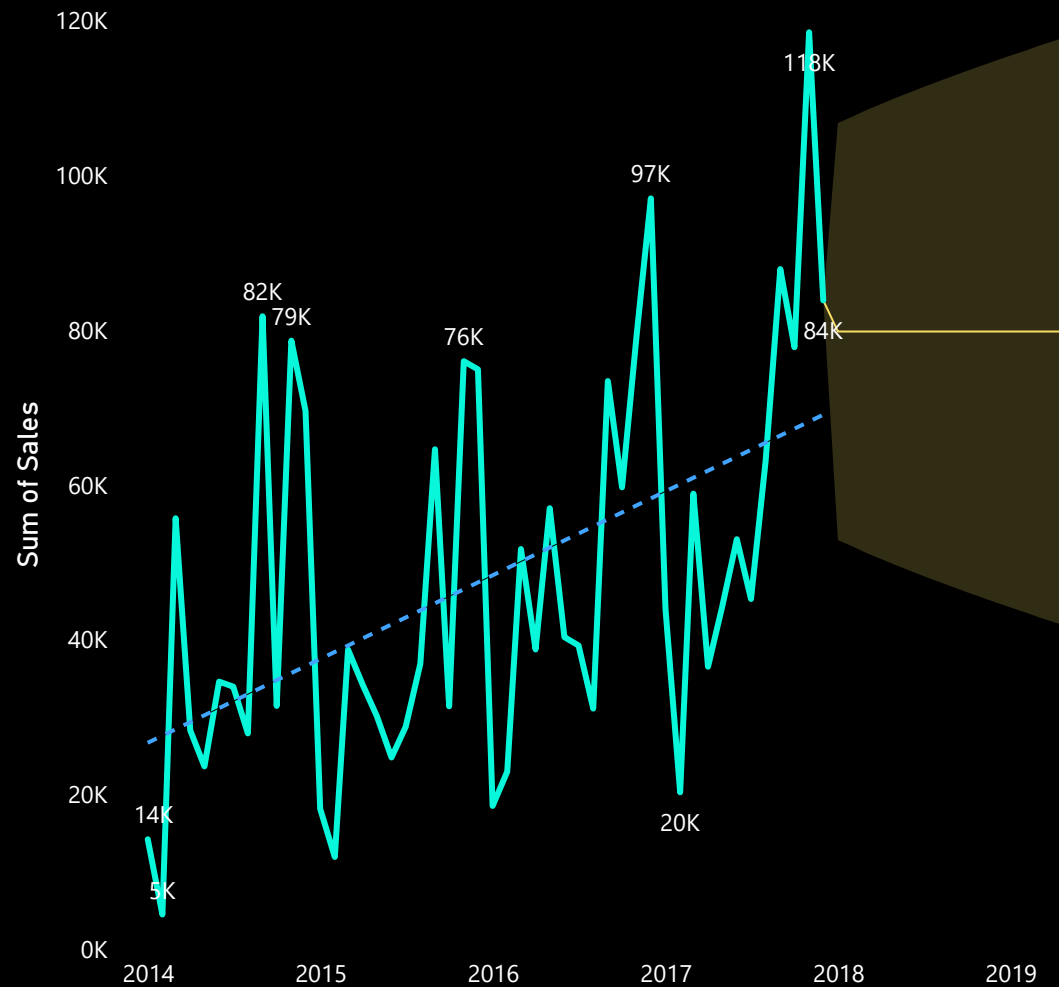
Sub-Category

All

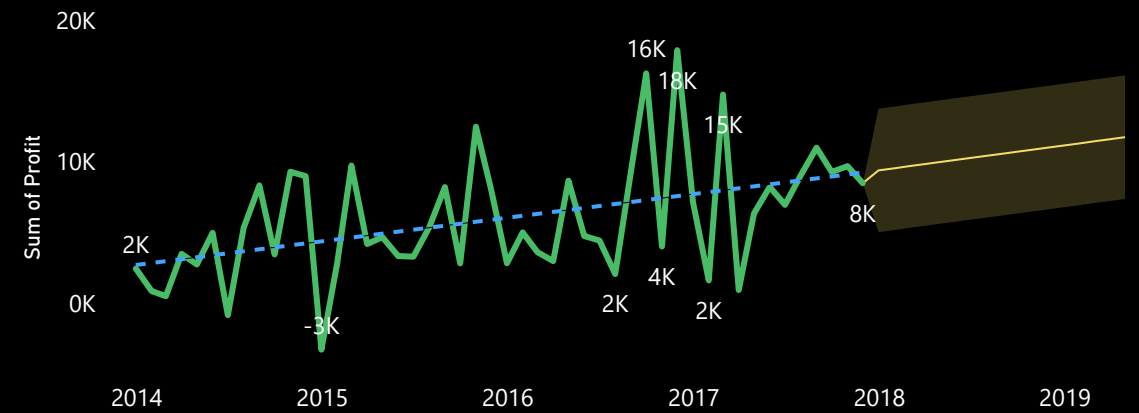
Segment

All

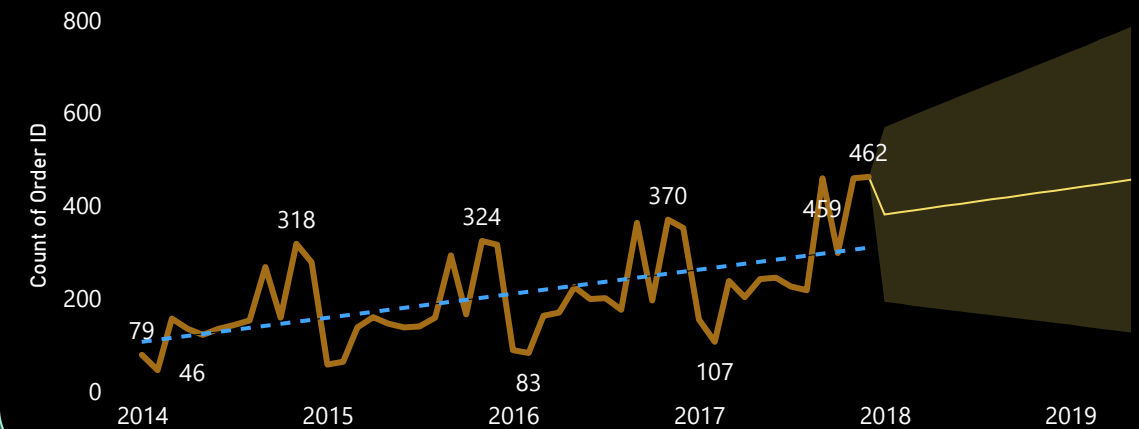
Sales Forecast



Profit Forecast



Quantity Forecast





Key Insights

- *Sum of Sales (276.18% increase) and Sum of Profit (620.21% increase) both trended up between January 2014 and October 2017.
- *Across all metrics, Sum of Profit had the most interesting recent trend and started trending up on October 2015, rising by 17.76% (4,139.61) in 8 quarters.
- *West had the highest total Sum of Sales at 7,25,457.82, followed by East, Central, and South.
- *Consumer in Region made up 15.80% of Sum of Sales.
- *West had the highest average Sum of Sales at 2,41,819.27, followed by East, Central, and South.
- *At 2,56,368.16, New York City had the highest Sum of Sales and was 495.45% higher than Springfield, which had the lowest Sum of Sales at 43,054.34.