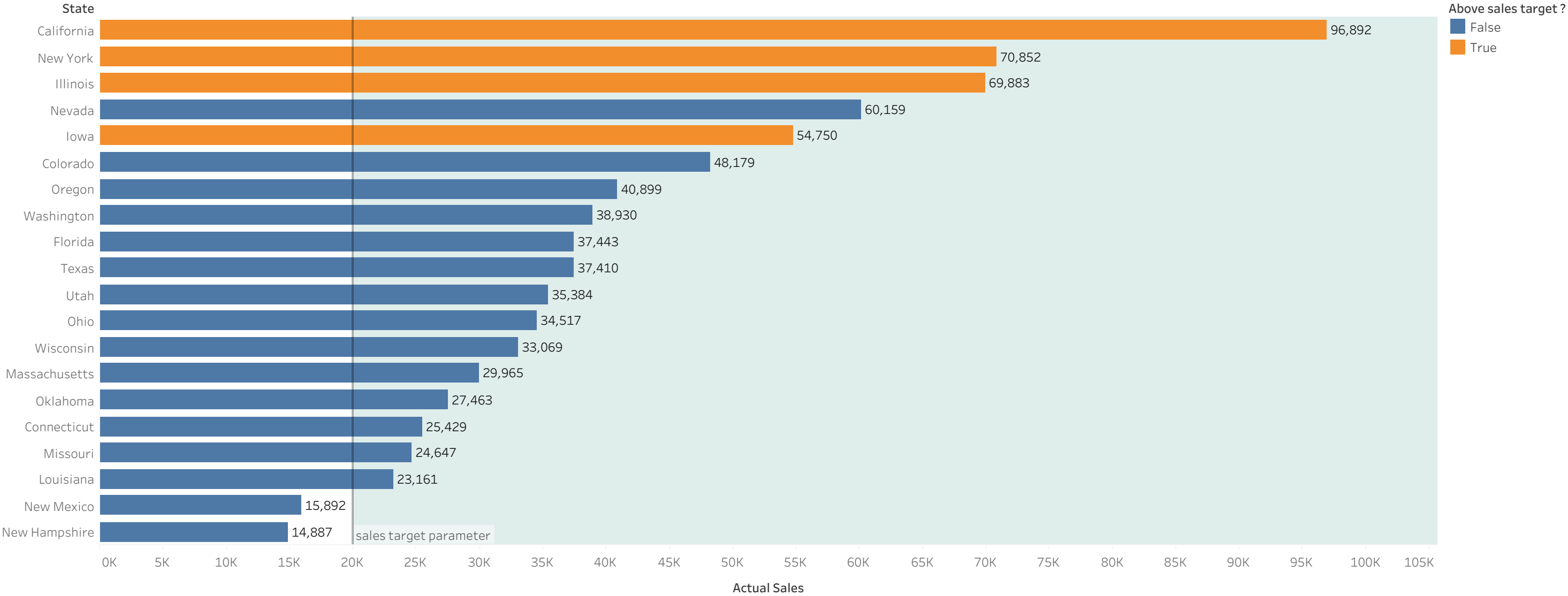
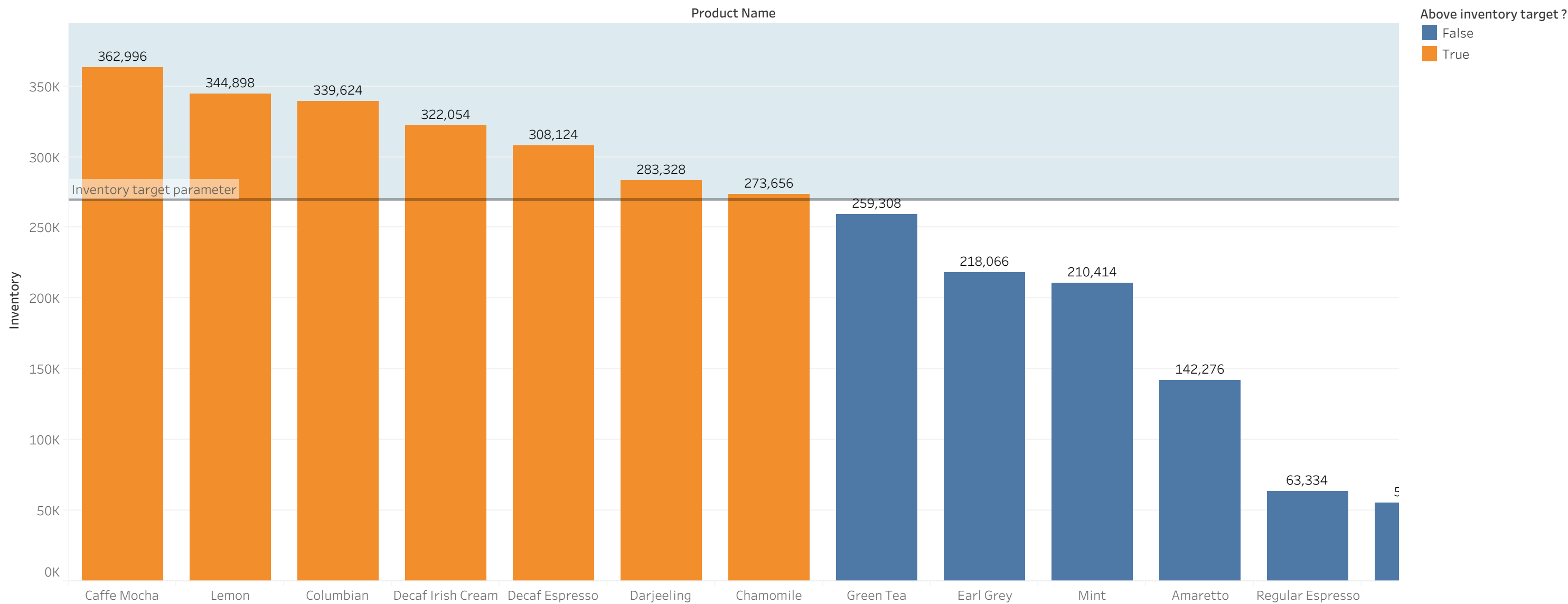


Statewise sales above sales target (Target:\$20.00K)



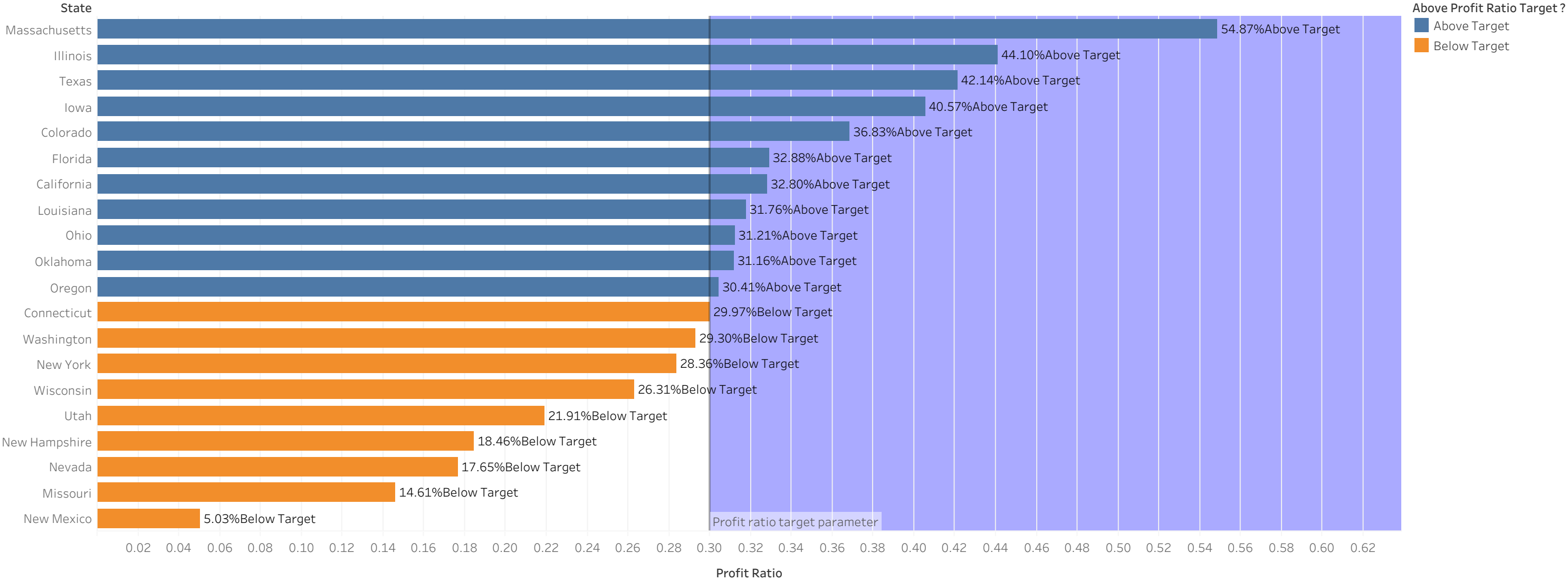
Productswise above Inventory(270,000)



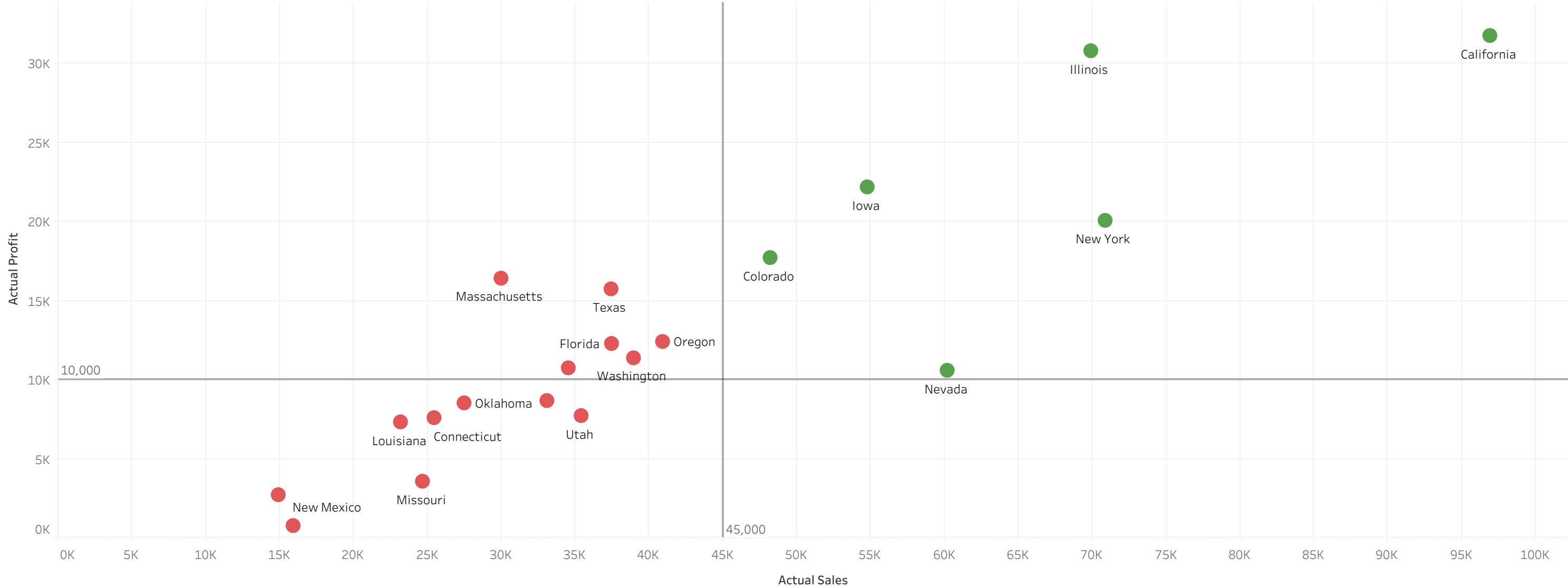
Productswise above Inventory(270,000)



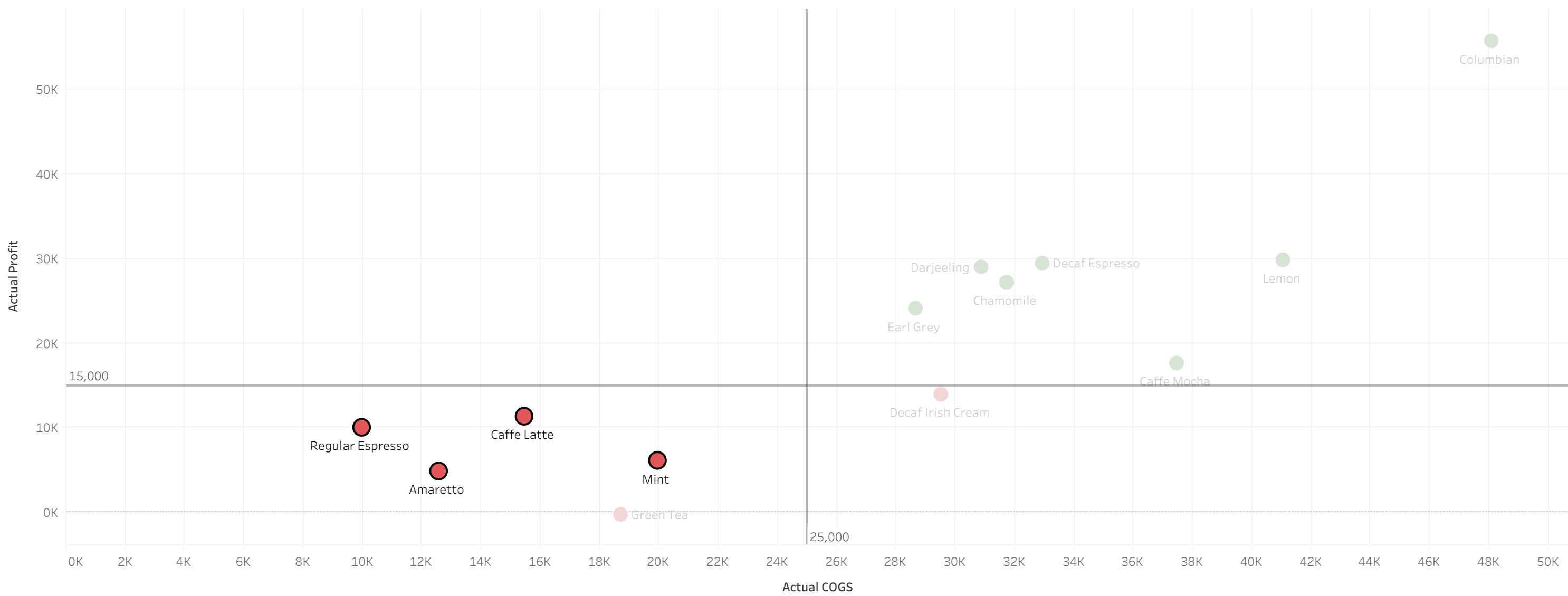
Statewise profit ratio above target 0.3



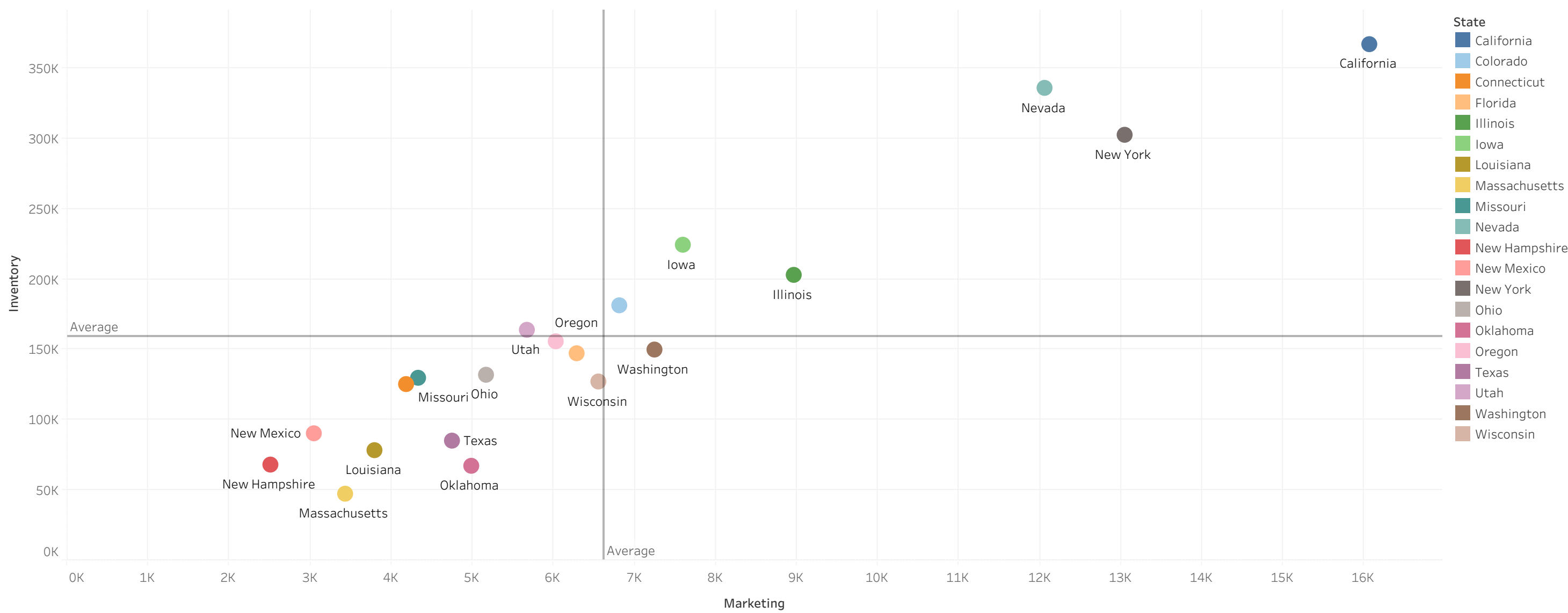
States having sales > 45k and profit >10k



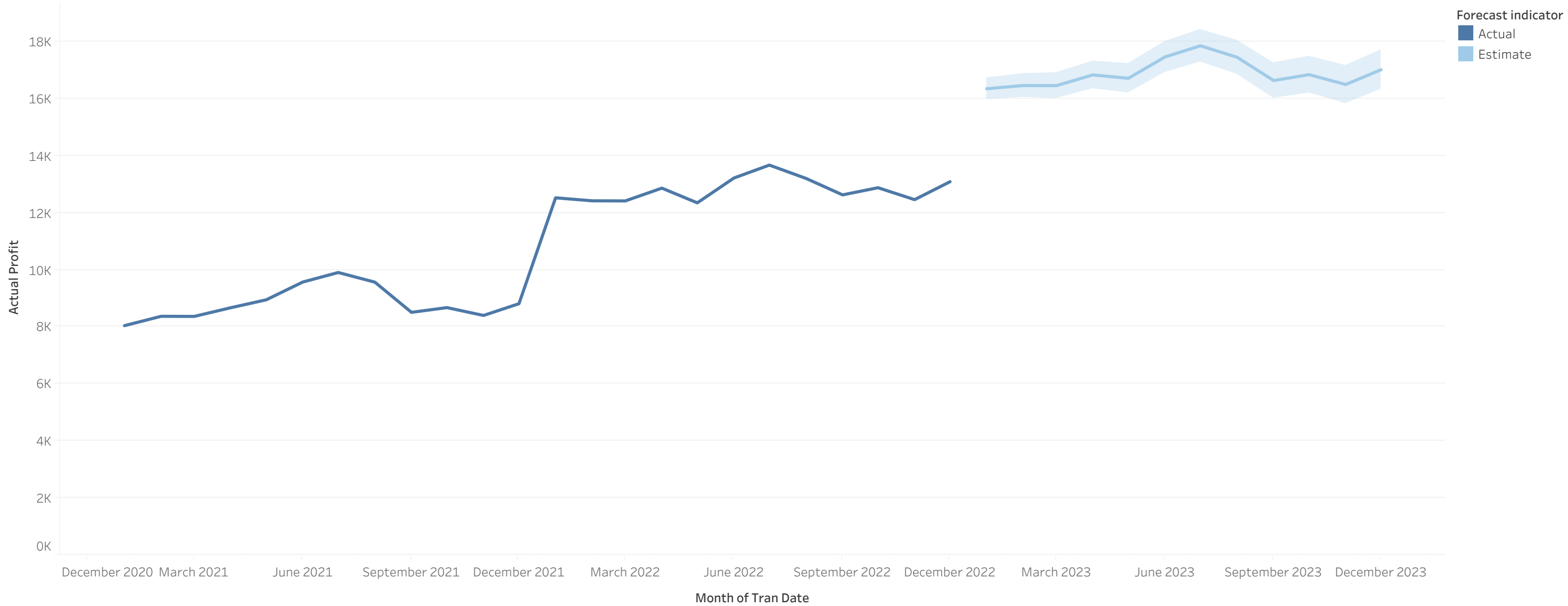
Products having COGS >25k and Profit >15k



States having Inventory and market above Average

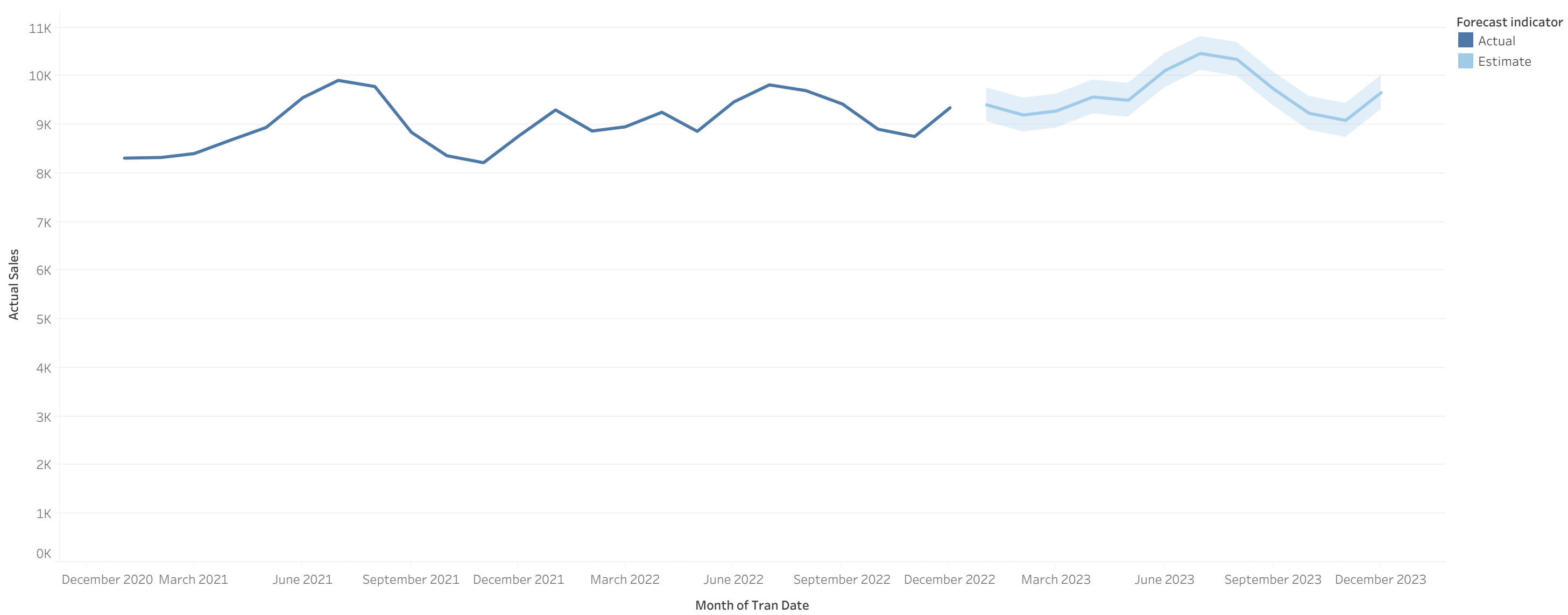


Monthly profit forecasting for 12 months

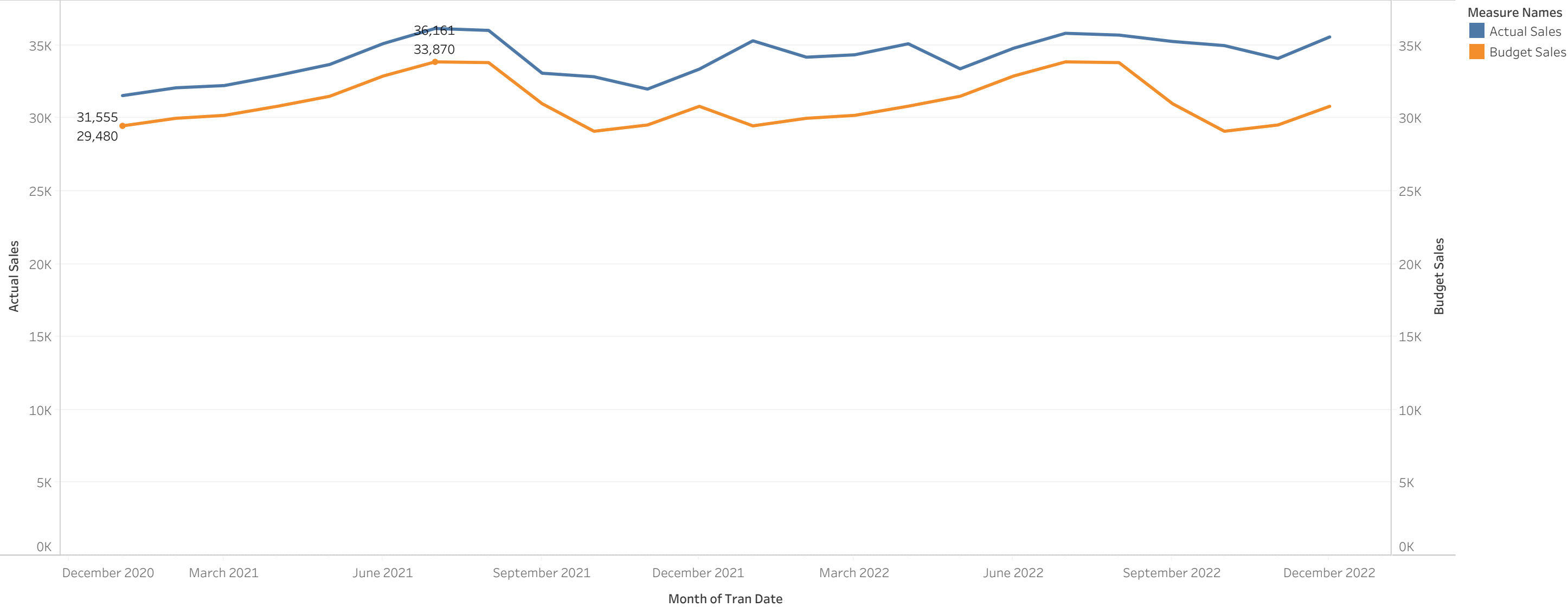




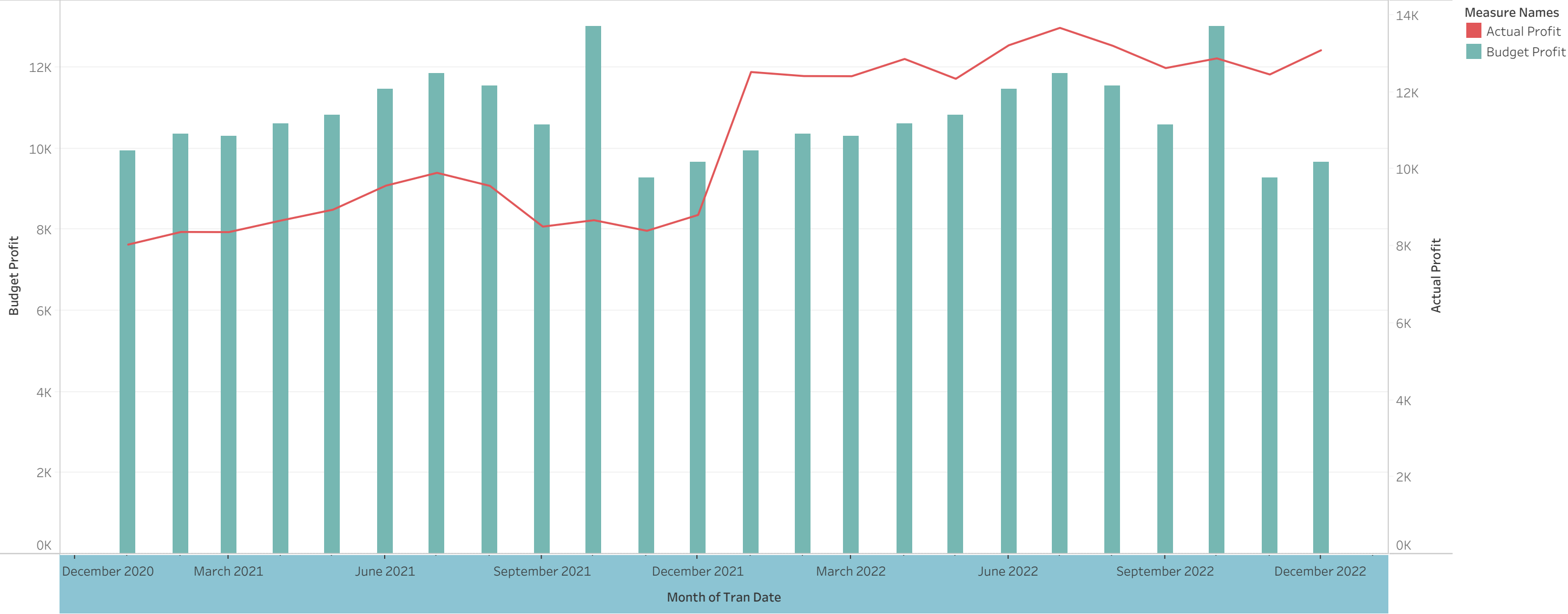
Monthly sales forecating for 12 months filter by Products type : Coffee



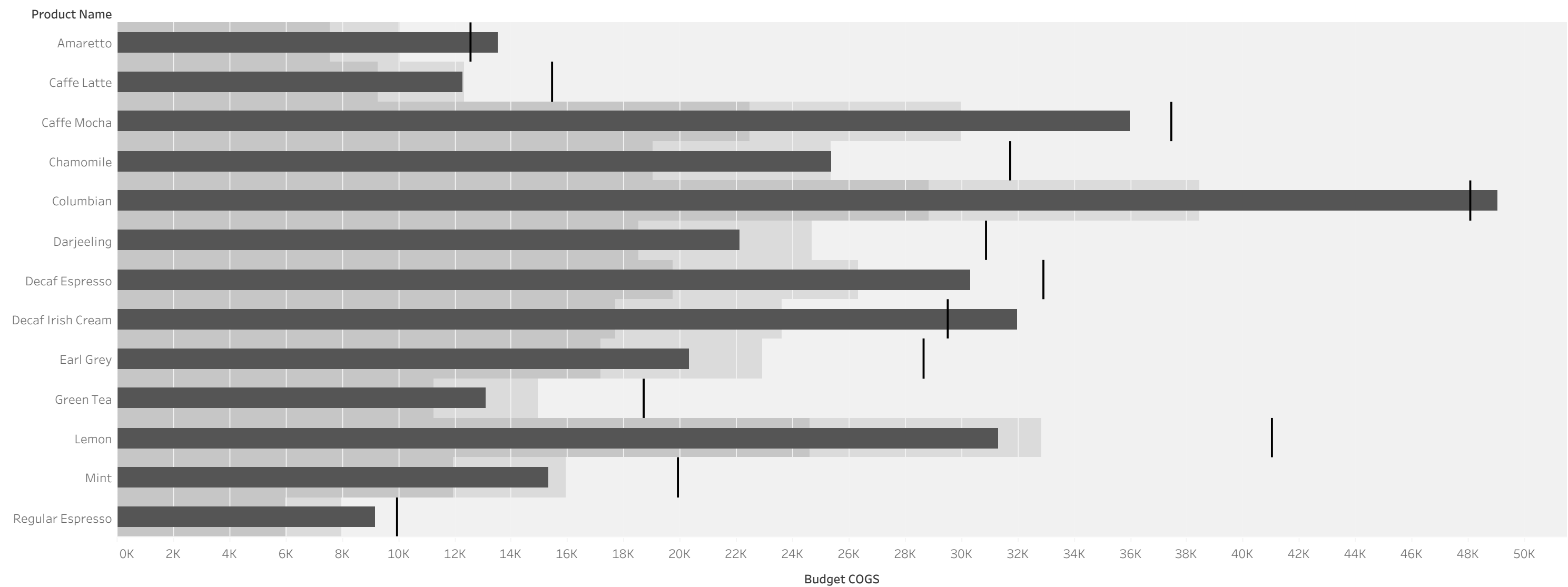
Monthly sales- Expected vs Actual dual line



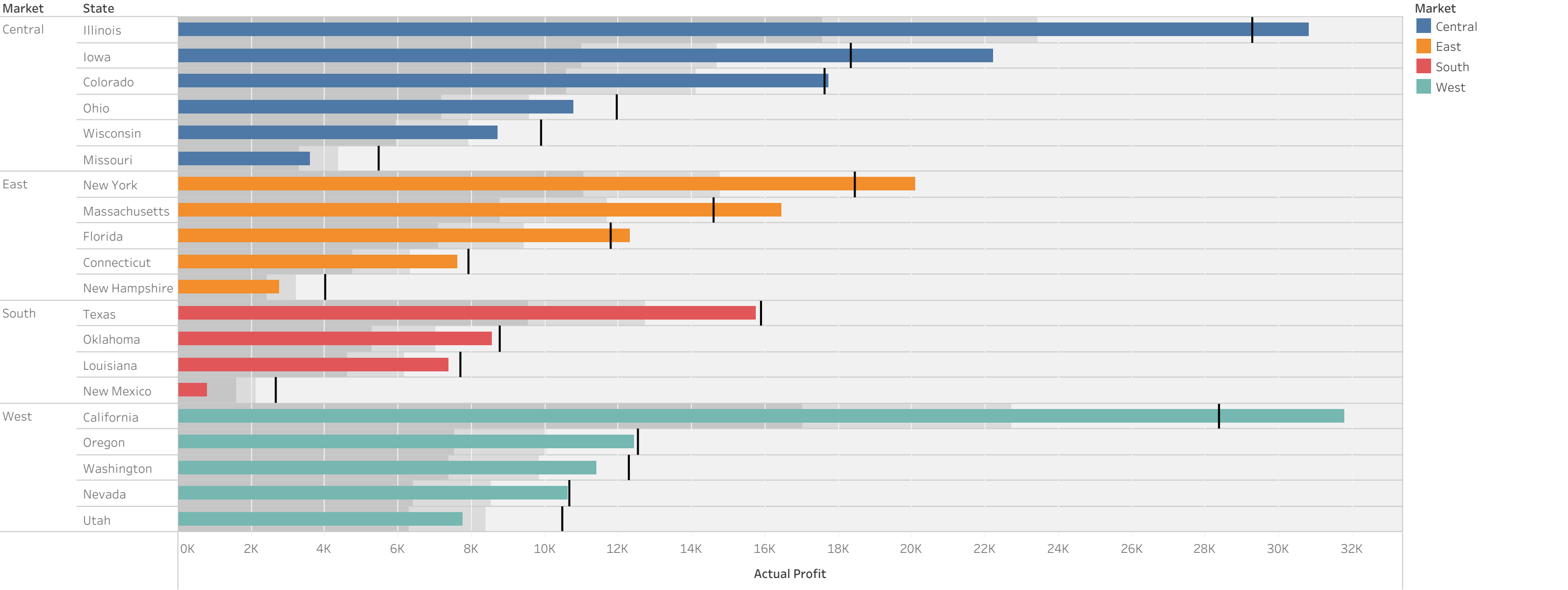
Monthly profit - expected vs Actual combo



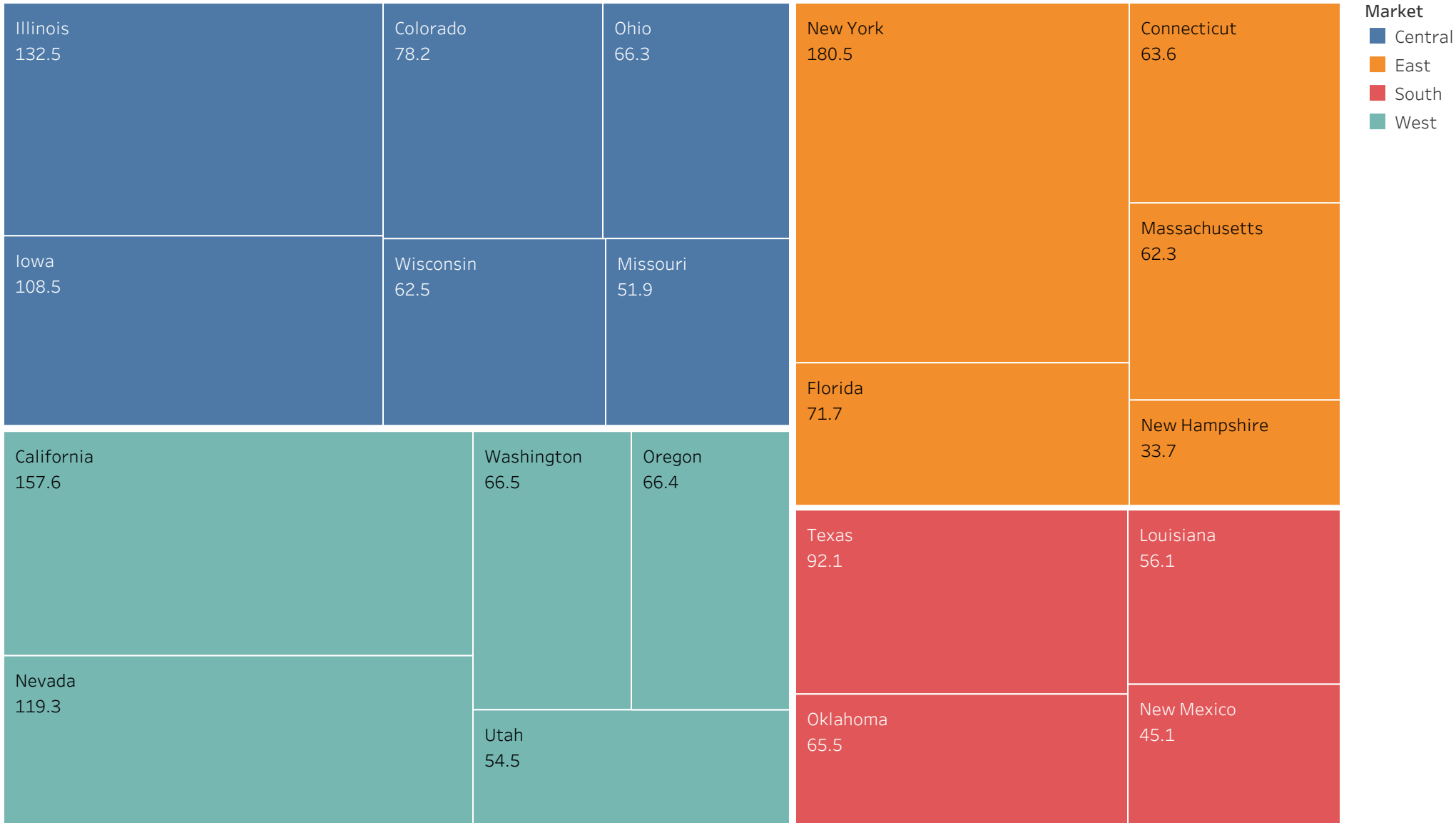
Product wise Expected vs Actual COGS Bullet graph



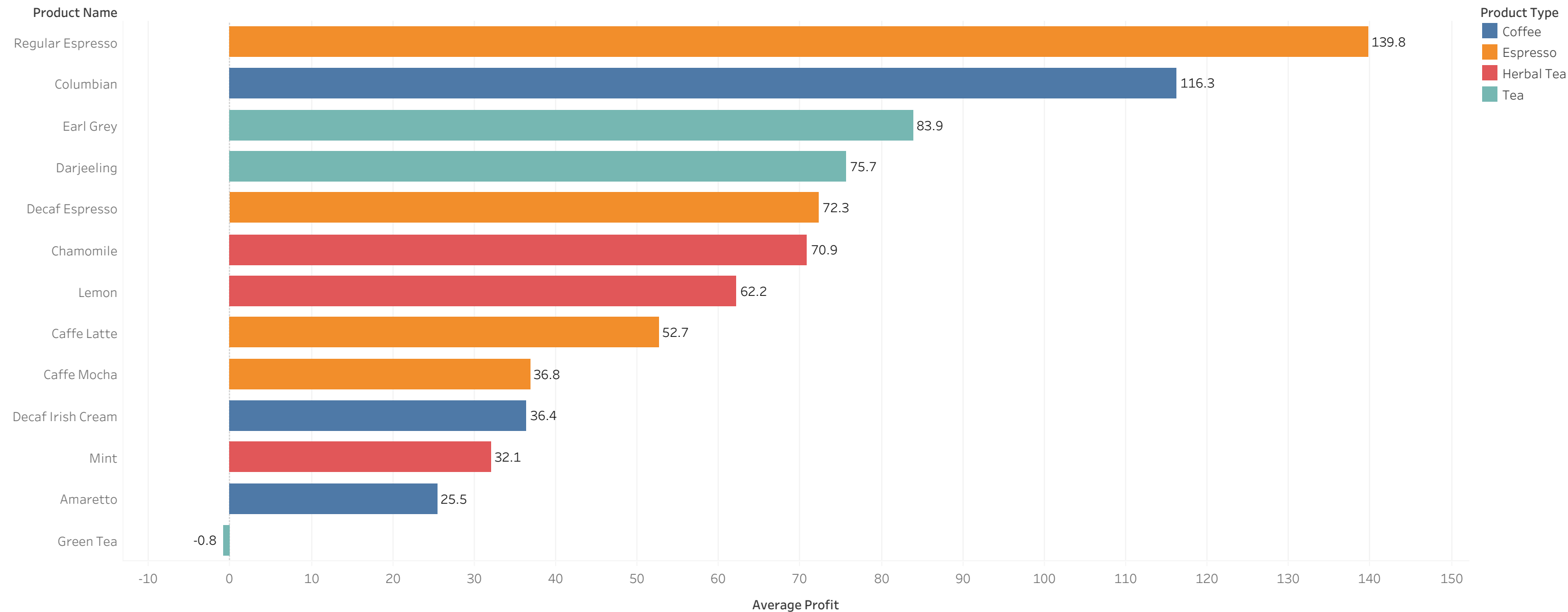
Statewise Expected vs Actual Profit Bullet graph



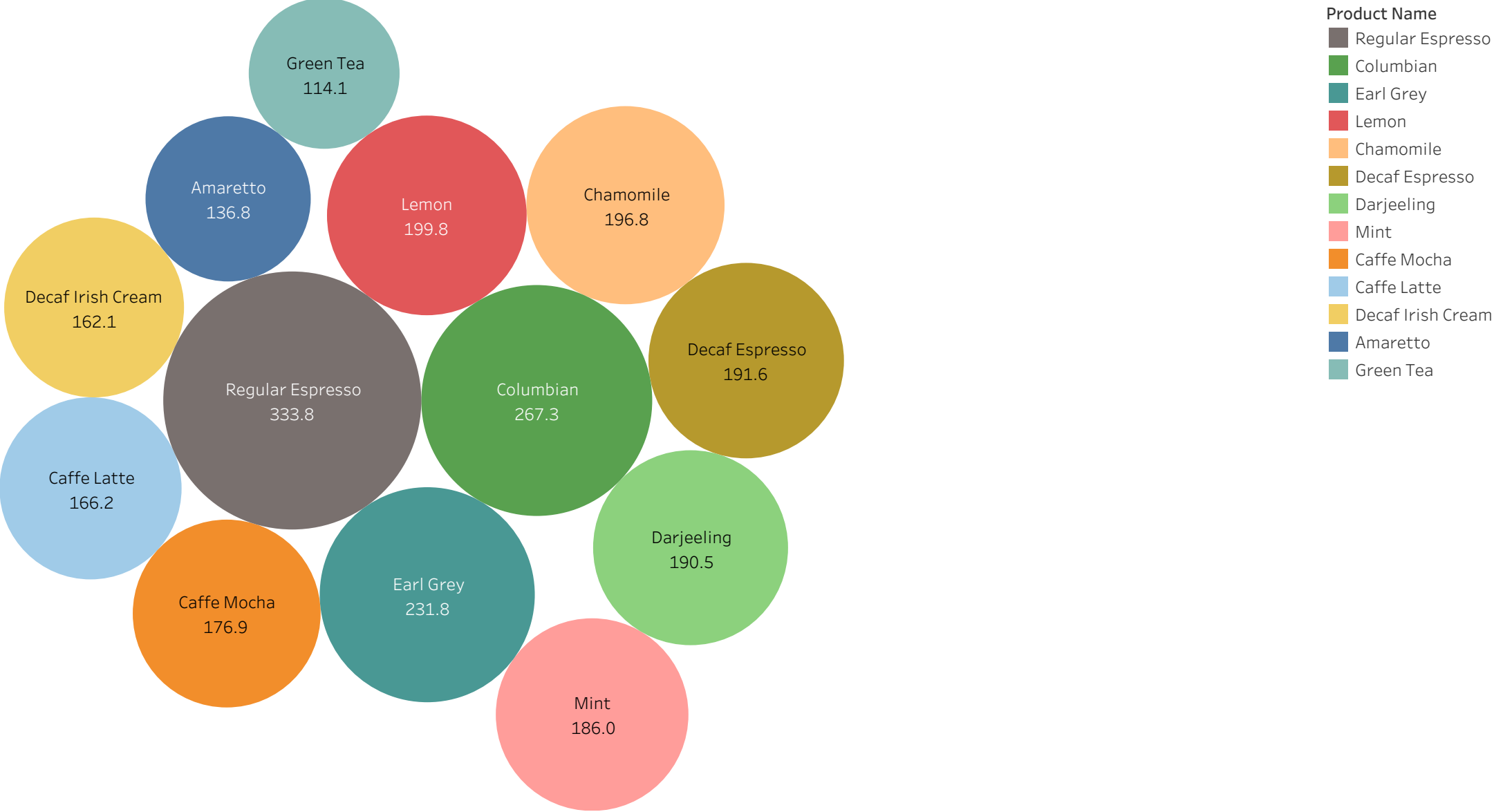
Average cost by state (Tree Map)



Average Profit by Product Name



Average sales by product name(Bubble chart)

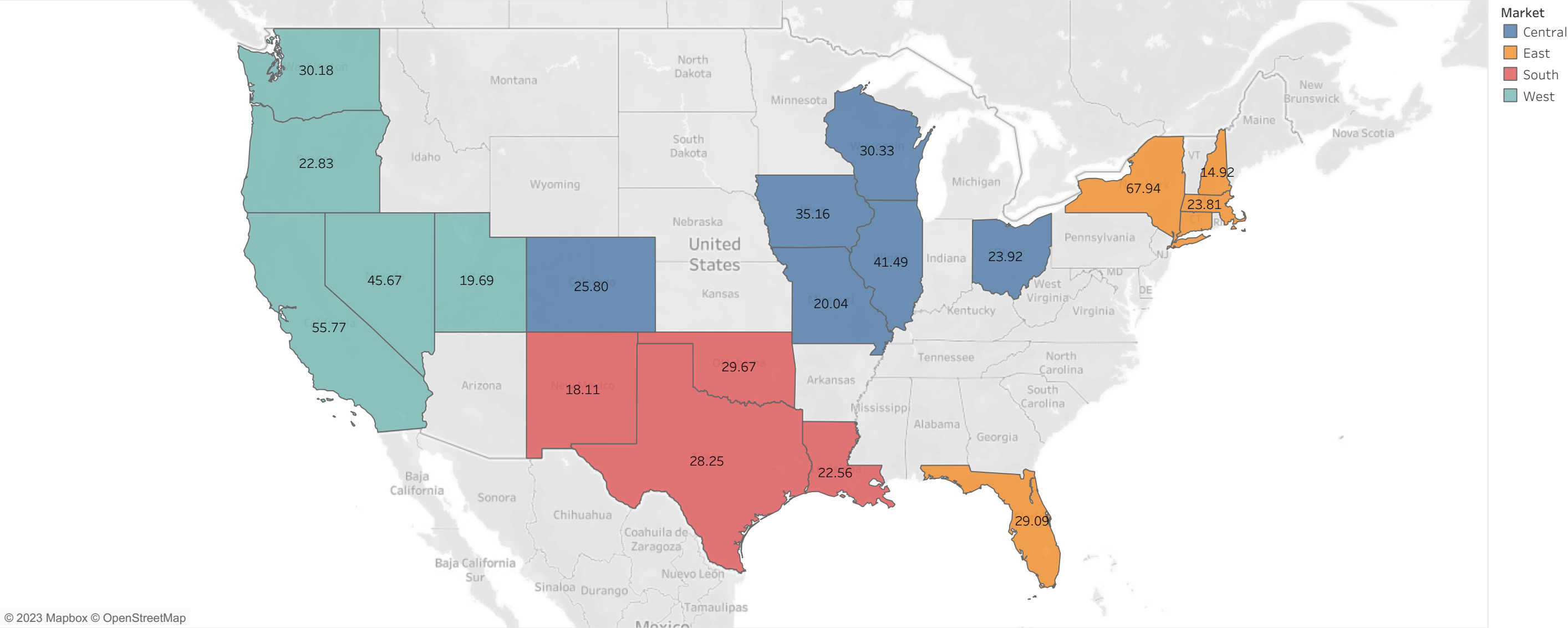




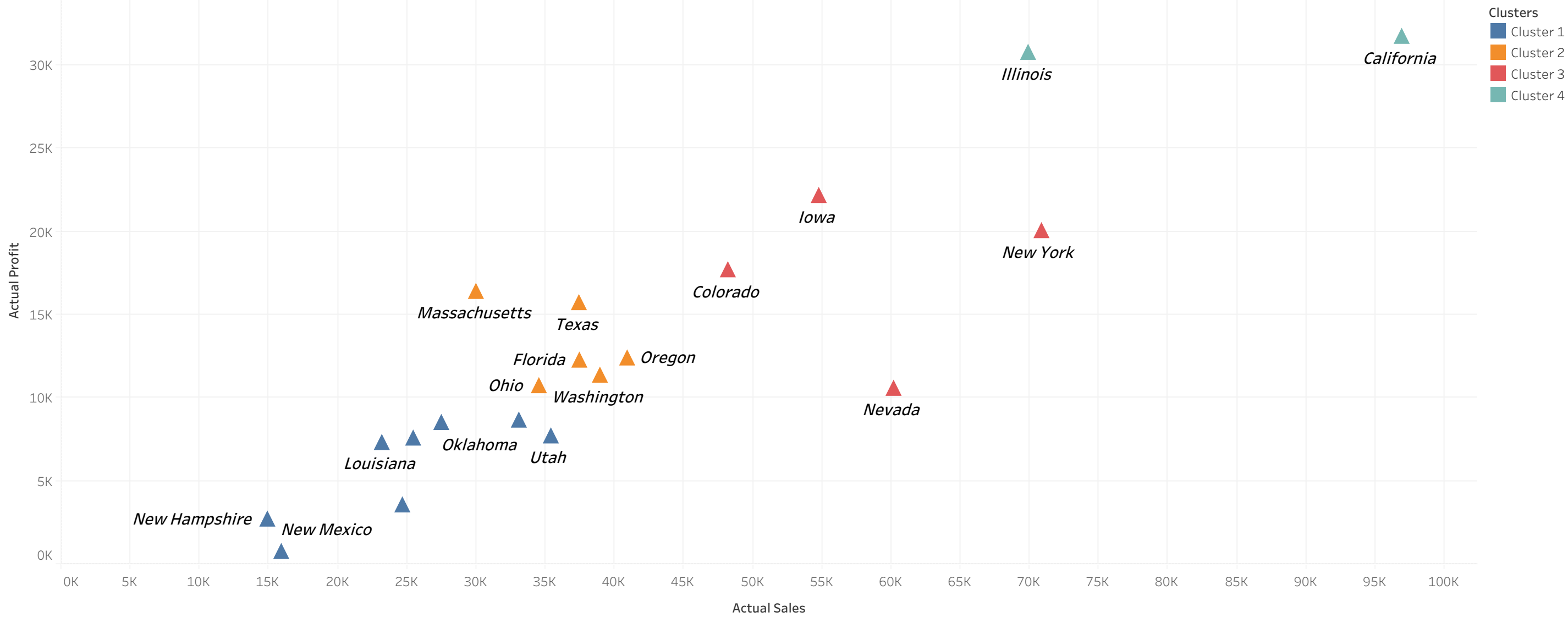
Average sales by product name(Bubble chart)

- Product Name
- Regular Espresso
  - Columbian
  - Earl Grey
  - Lemon
  - Chamomile
  - Decaf Espresso
  - Darjeeling
  - Mint
  - Caffe Mocha
  - Caffe Latte
  - Decaf Irish Cream
  - Amaretto
  - Green Tea

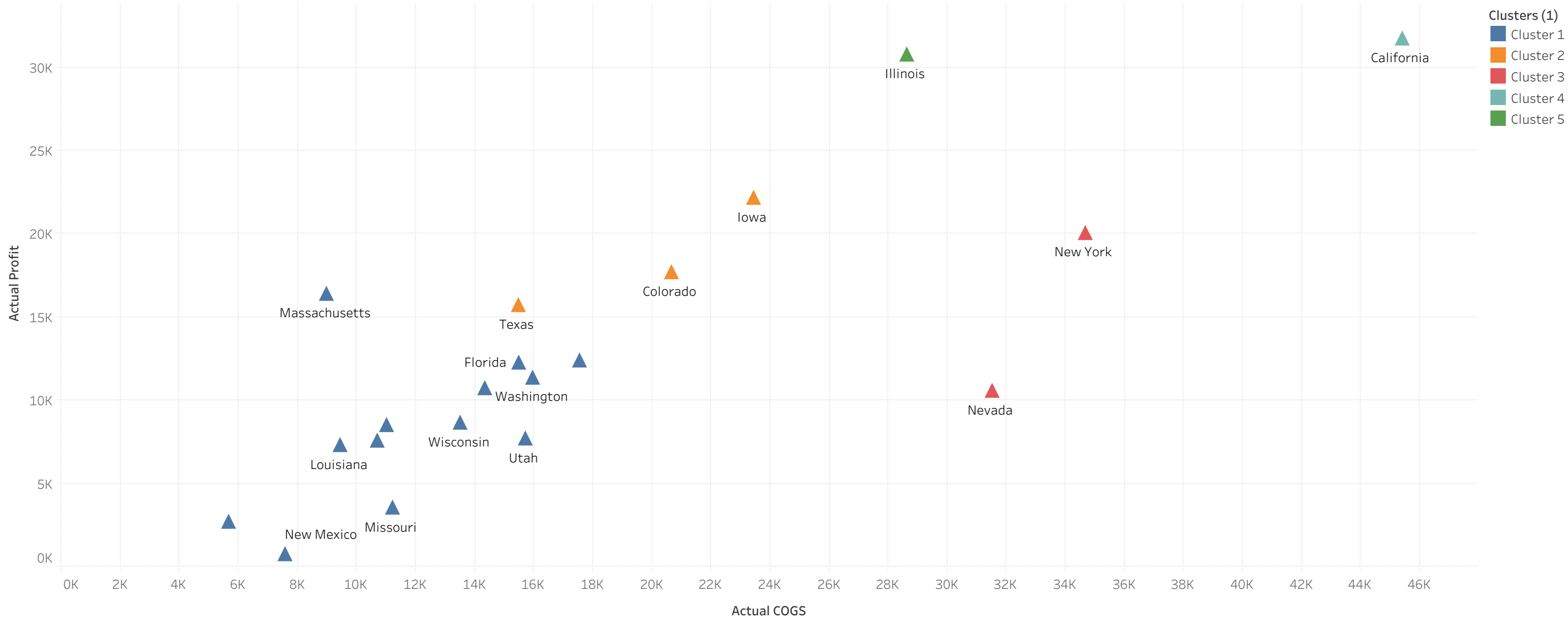
Average Marketing by state (Solid map)



State cluster Sales vs Profit



State Cluster by COGS vs Profit



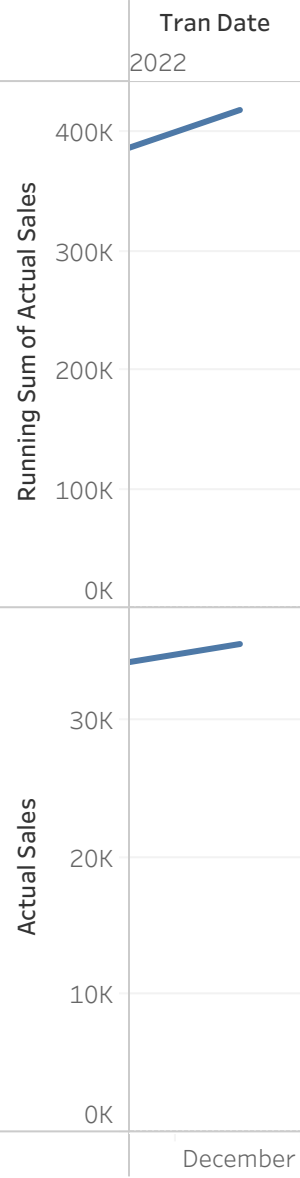
Product Cluster by sales vs profit : Market selected West



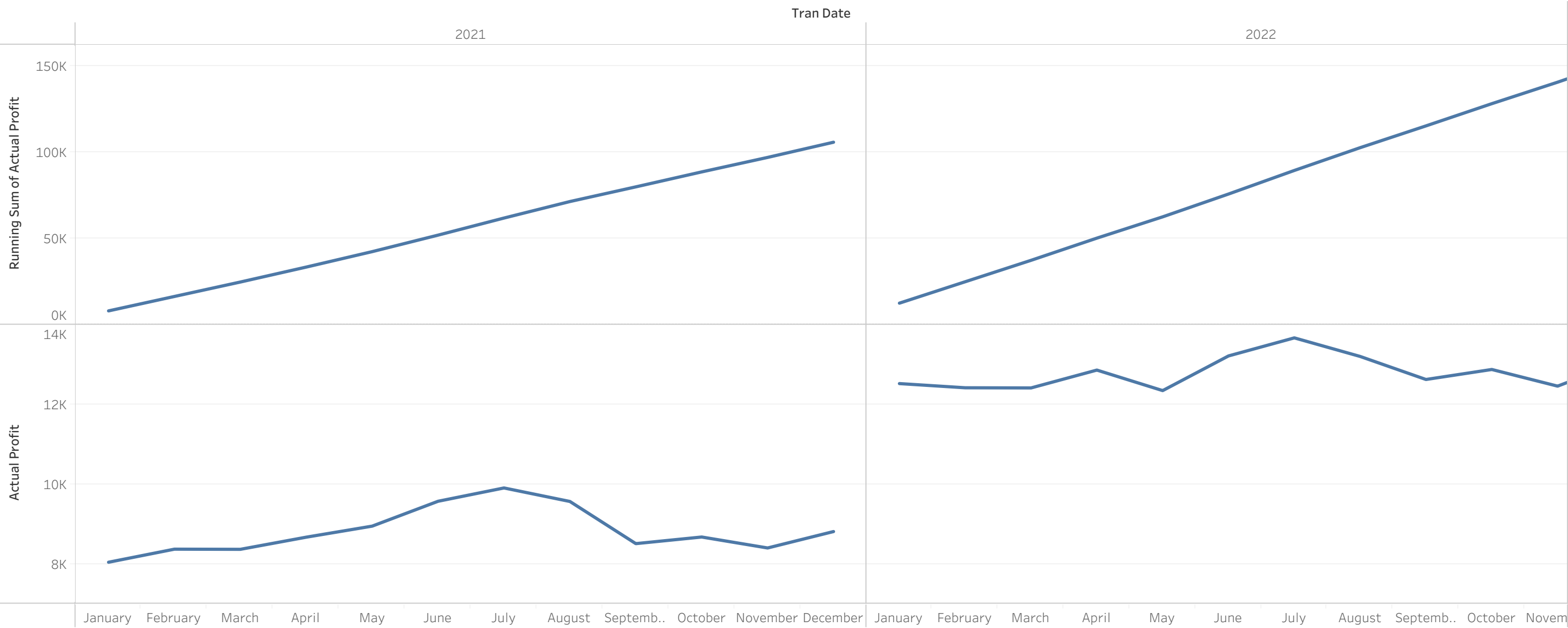
Monthly sales running total



Monthly sales running total

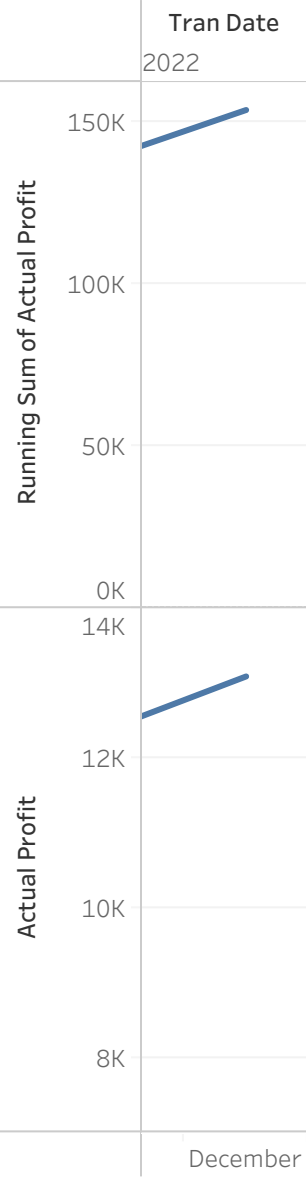


Monthly profit running total

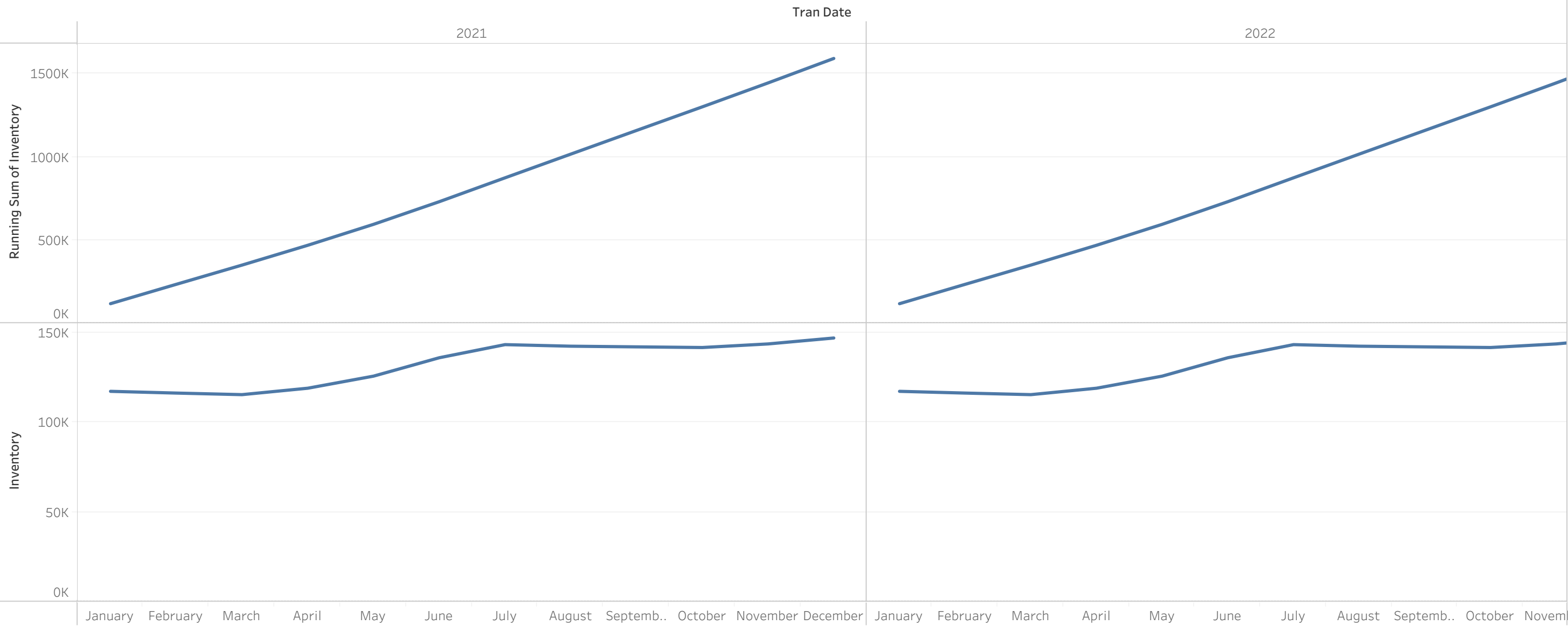




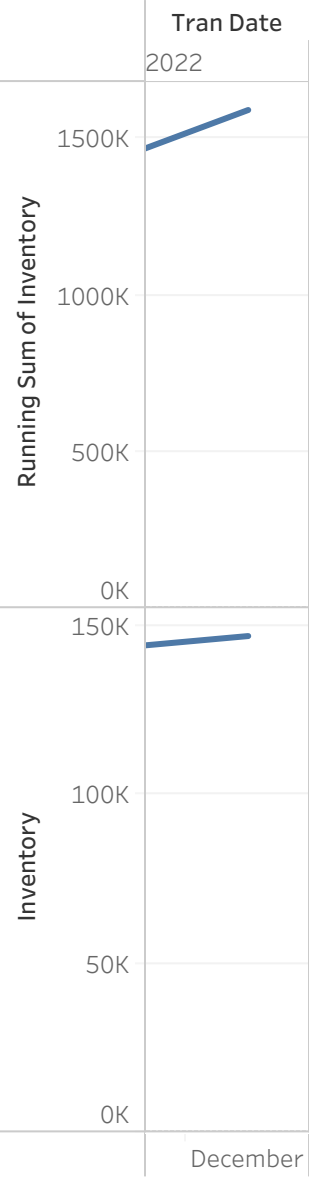
Monthly profit running total



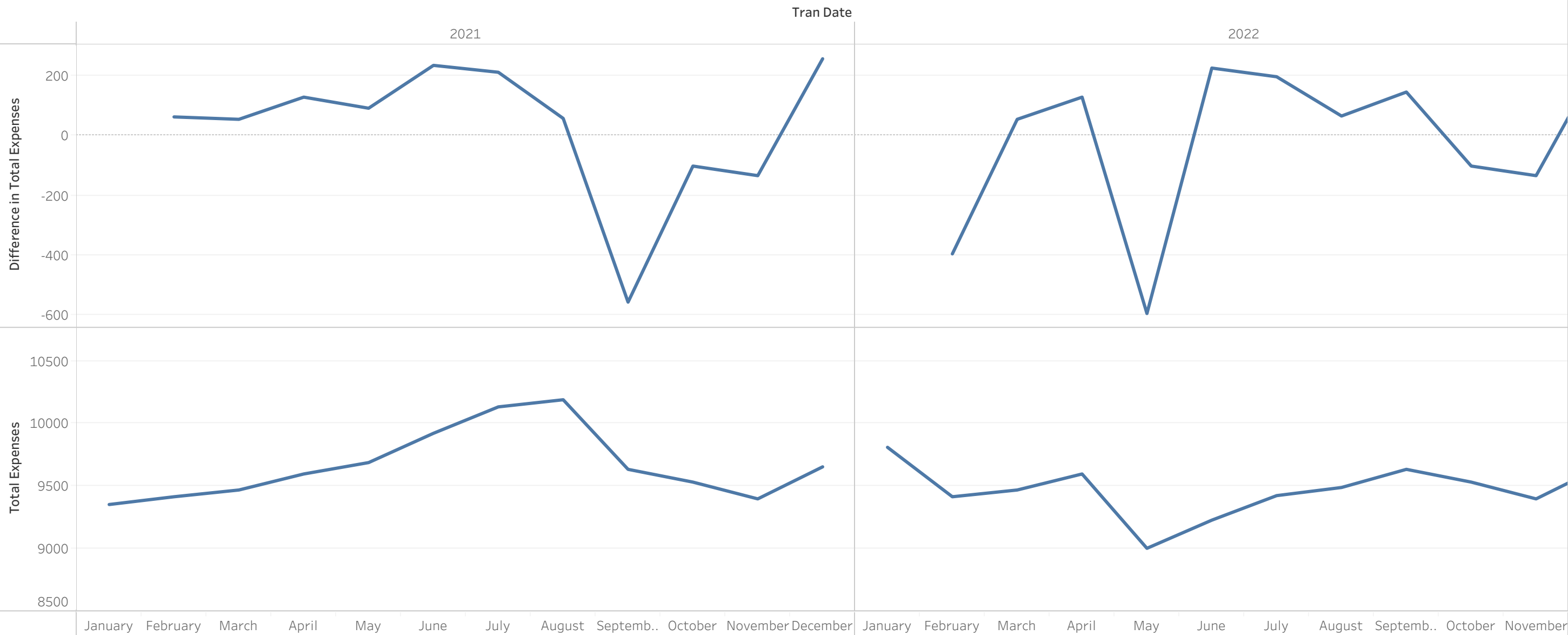
Monthly inventory running total



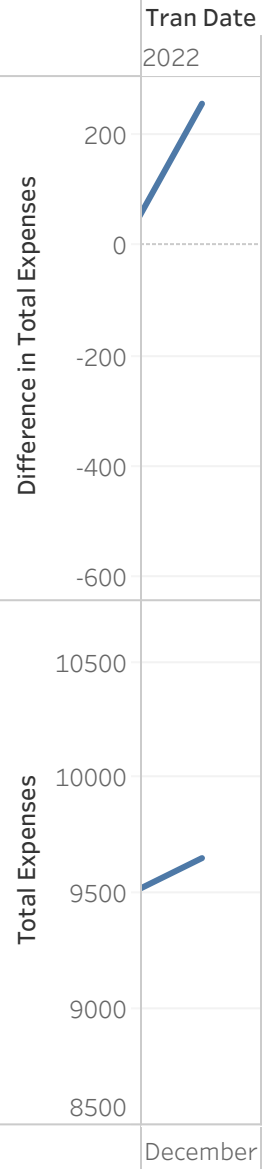
Monthly inventory running total



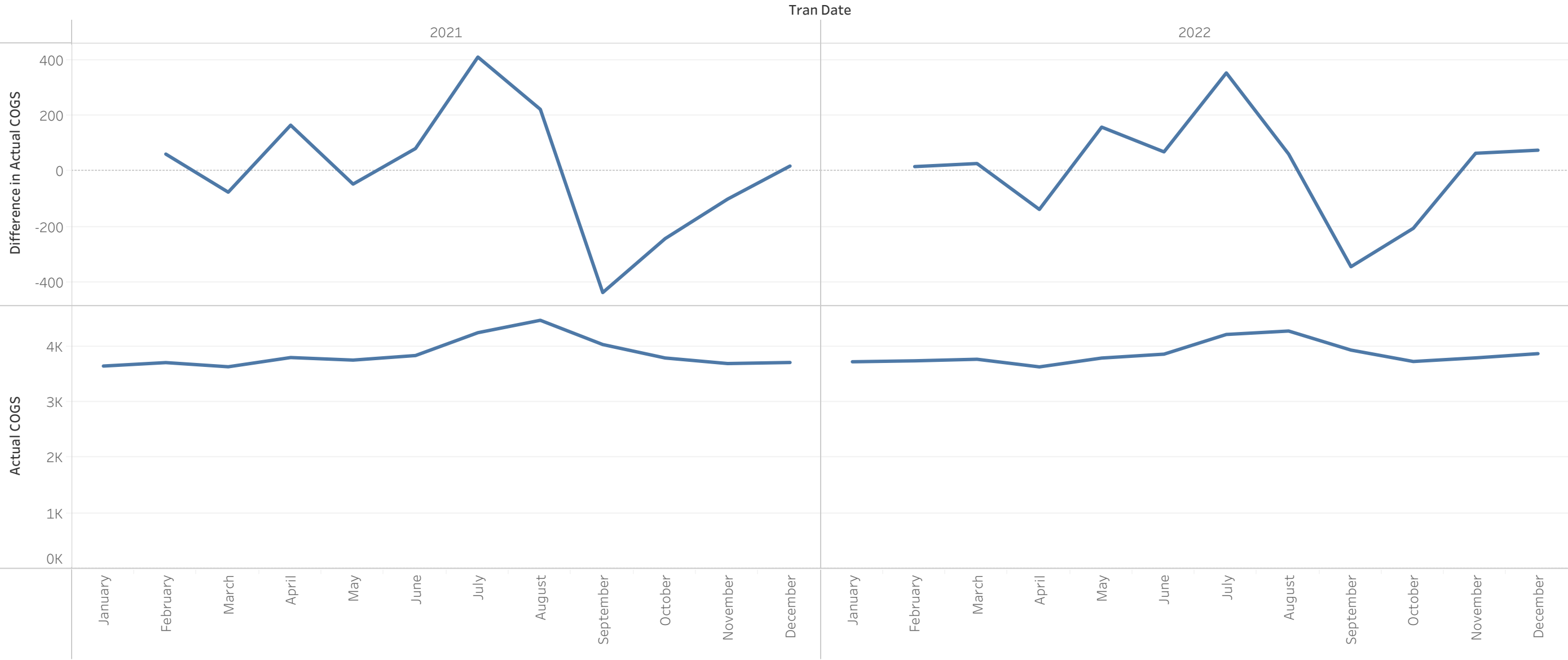
Monthly expenses Differnce



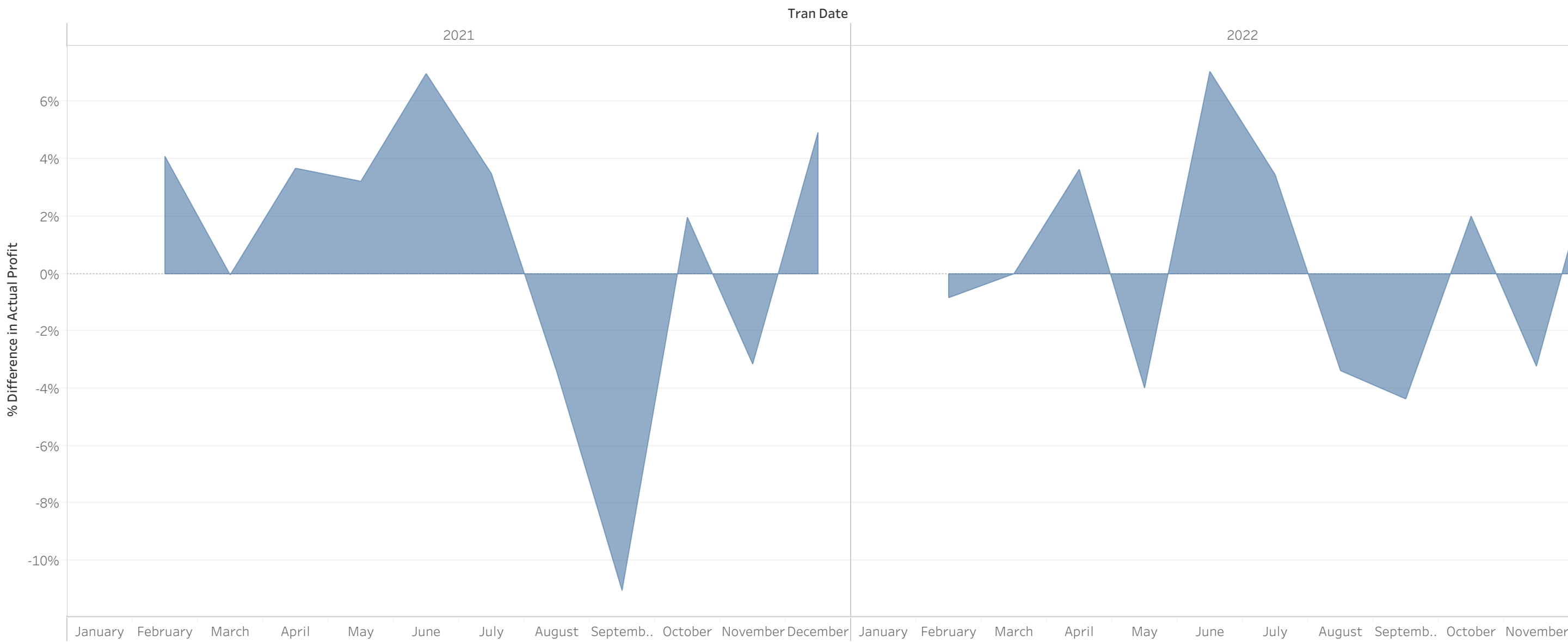
Monthly expenses Differnce



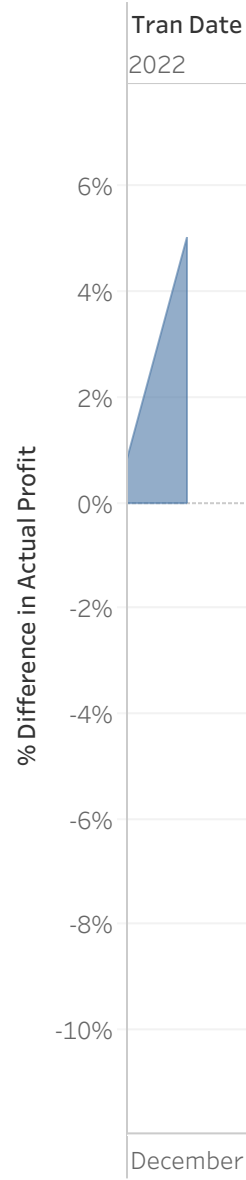
Monthly COGS Differences



Monthly Profit % diff

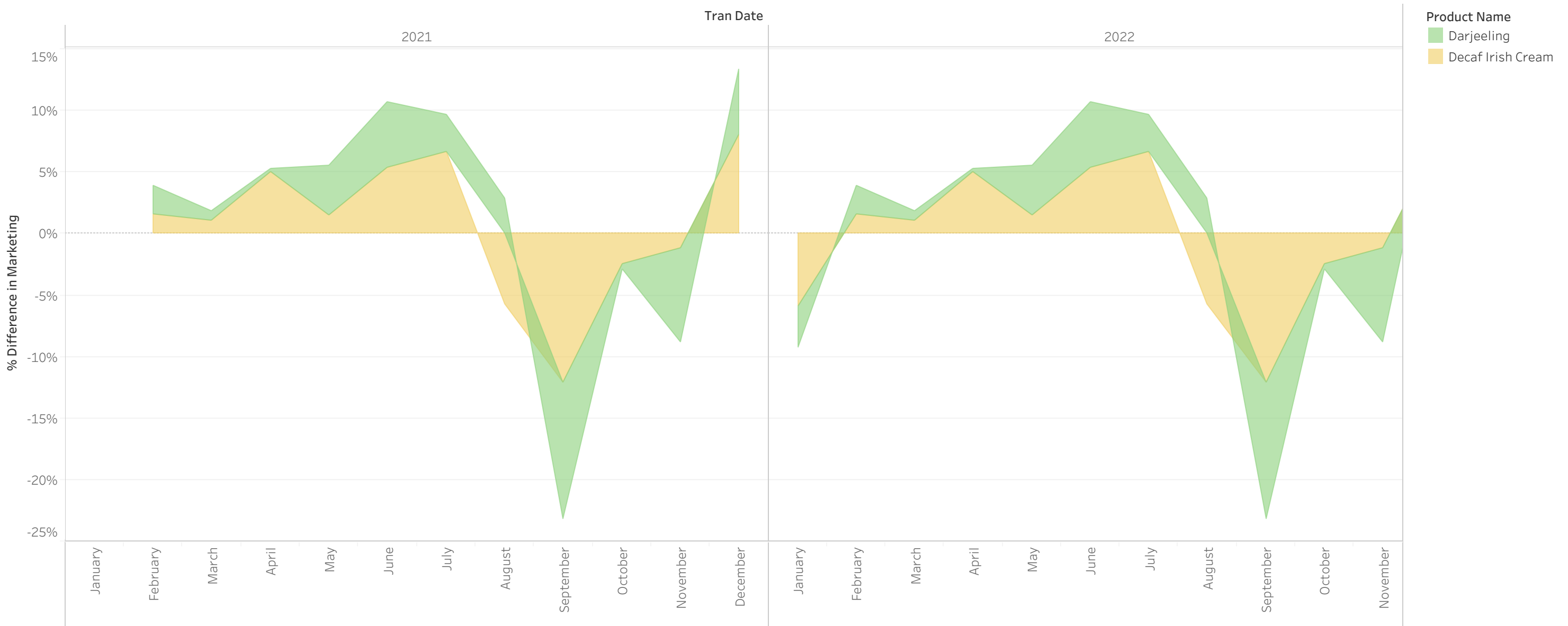


Monthly Profit % diff





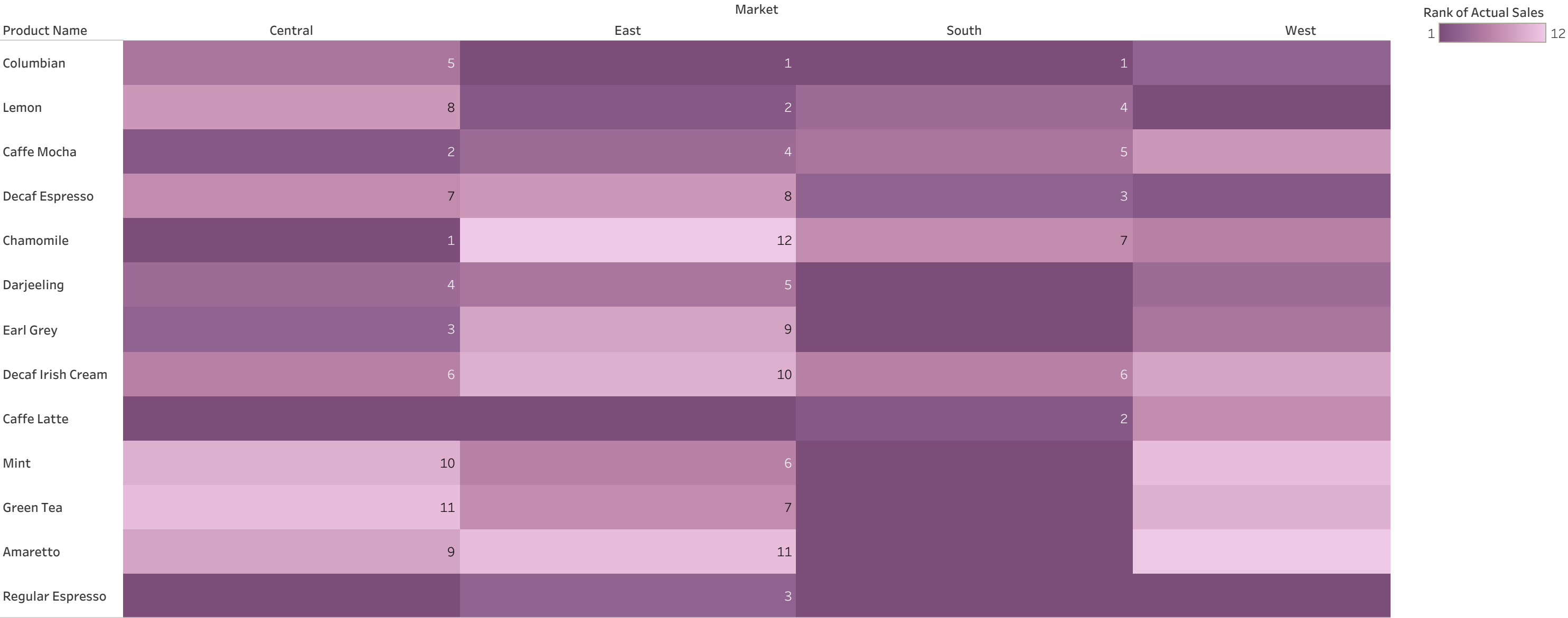
Monthly Marketing % diff



Monthly Marketing % diff

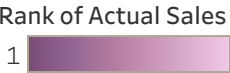


Product ranking by sales

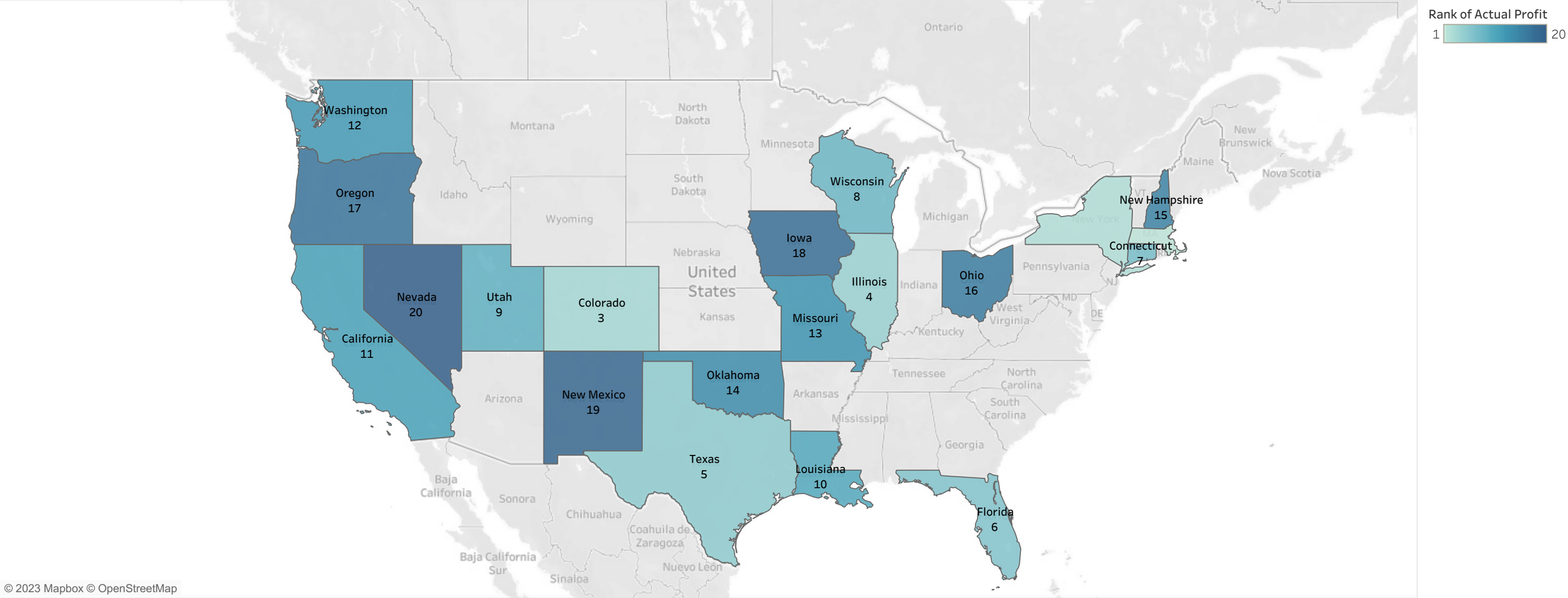


Product ranking by sales

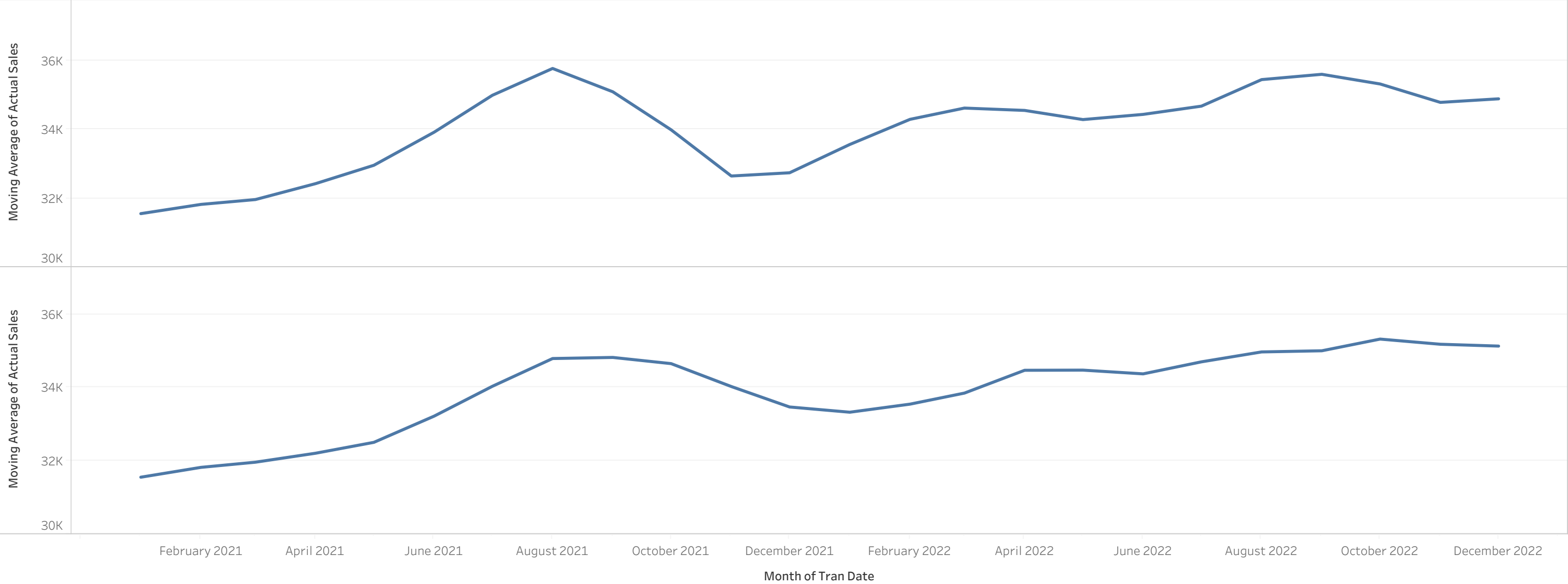
Product Name	Market	
	West	
Columbian		3
Lemon		1
Caffe Mocha		8
Decaf Espresso		2
Chamomile		6
Darjeeling		4
Earl Grey		5
Decaf Irish Cream		9
Caffe Latte		7
Mint		11
Green Tea		10
Amaretto		12
Regular Espresso		



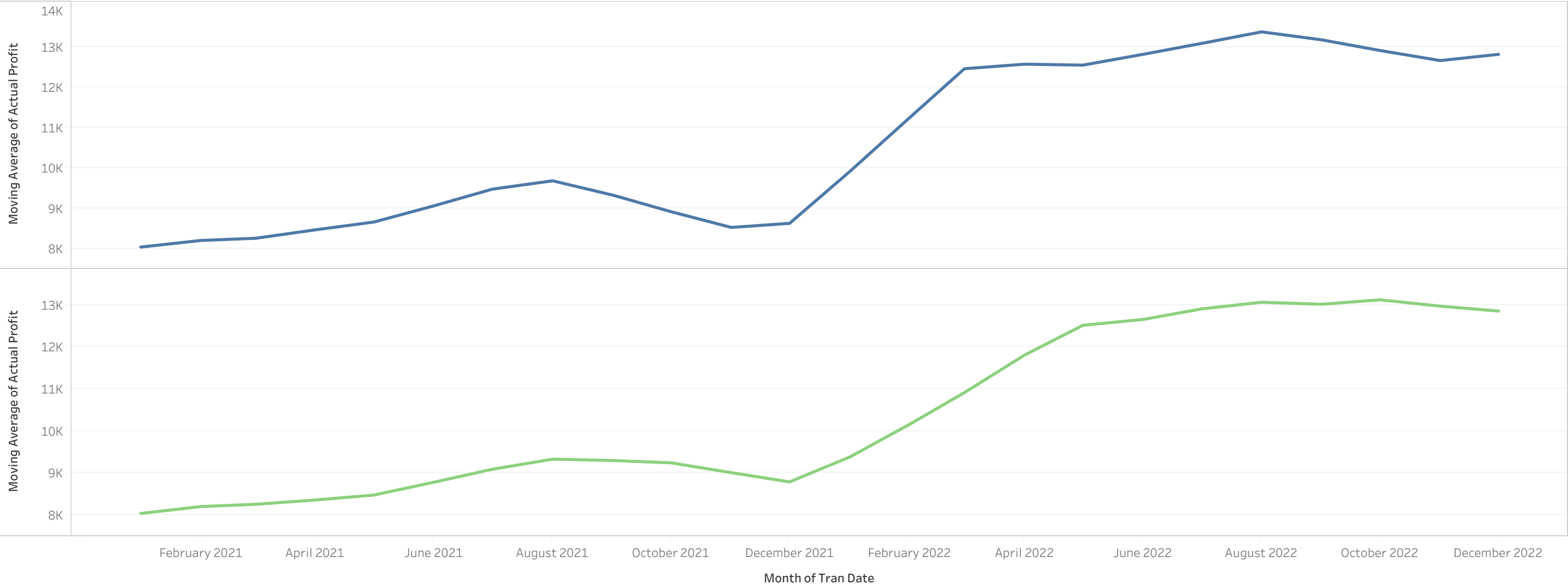
State range by profit(Product type)



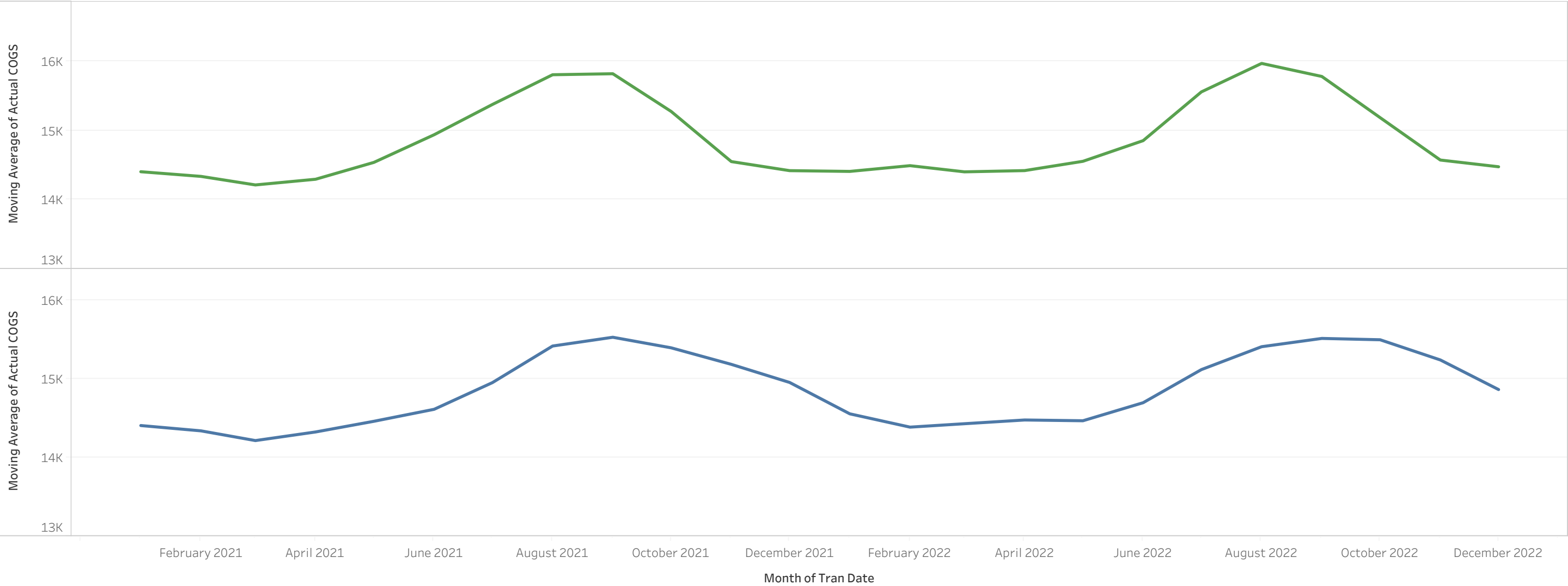
Monthly sales (3 period vs 5 period)



Monthly Profit (3 period vs 5 period mA)



Monthly COGS (3 period vs % period MA)





Monthly profit YOY growth : Market - South

Year of Tran	Month of	% Difference in	
Date	Tran Date	Actual Profit from t..	Actual Profit
2021	January		997
	February		1,046
	March		1,034
	April		1,040
	May		1,095
	June		1,132
	July		1,171
	August		1,234
	September		1,110
	October		1,130
	November		1,108
	December		1,141
2022	January	55.87%	1,554
	February	48.18%	1,550
	March	48.26%	1,533
	April	48.37%	1,543
	May	37.99%	1,511
	June	38.25%	1,565
	July	38.00%	1,616
	August	38.09%	1,704
	September	48.38%	1,647
	October	48.50%	1,678
	November	48.19%	1,642
	December	48.73%	1,697

Monthly Total expenses YOY  
Growth **Product Type :**  
**Herbal Tea**

Year of Tran Date	Month of Tran Date	% Differ ence in ..	Total Exp enses
2021	January		2,330
	February		2,363
	March		2,365
	April		2,401
	May		2,422
	June		2,495
	July		2,566
	August		2,608
	September		2,425
	October		2,415
	November		2,376
	December		2,435
2022	January	4.94%	2,445
	February	0.00%	2,363
	March	0.00%	2,365
	April	0.00%	2,401
	May	-7.06%	2,251
	June	-6.97%	2,321
	July	-6.98%	2,387
	August	-6.86%	2,429
	September	0.00%	2,425
	October	0.00%	2,415
	November	0.00%	2,376
	December	0.00%	2,435

Sales by state word cloud : *Product Name - Regular Espresso*

- State
- Massachusetts
  - New Hampshire
  - New York

New Hampshire  
New York  
Massachusetts

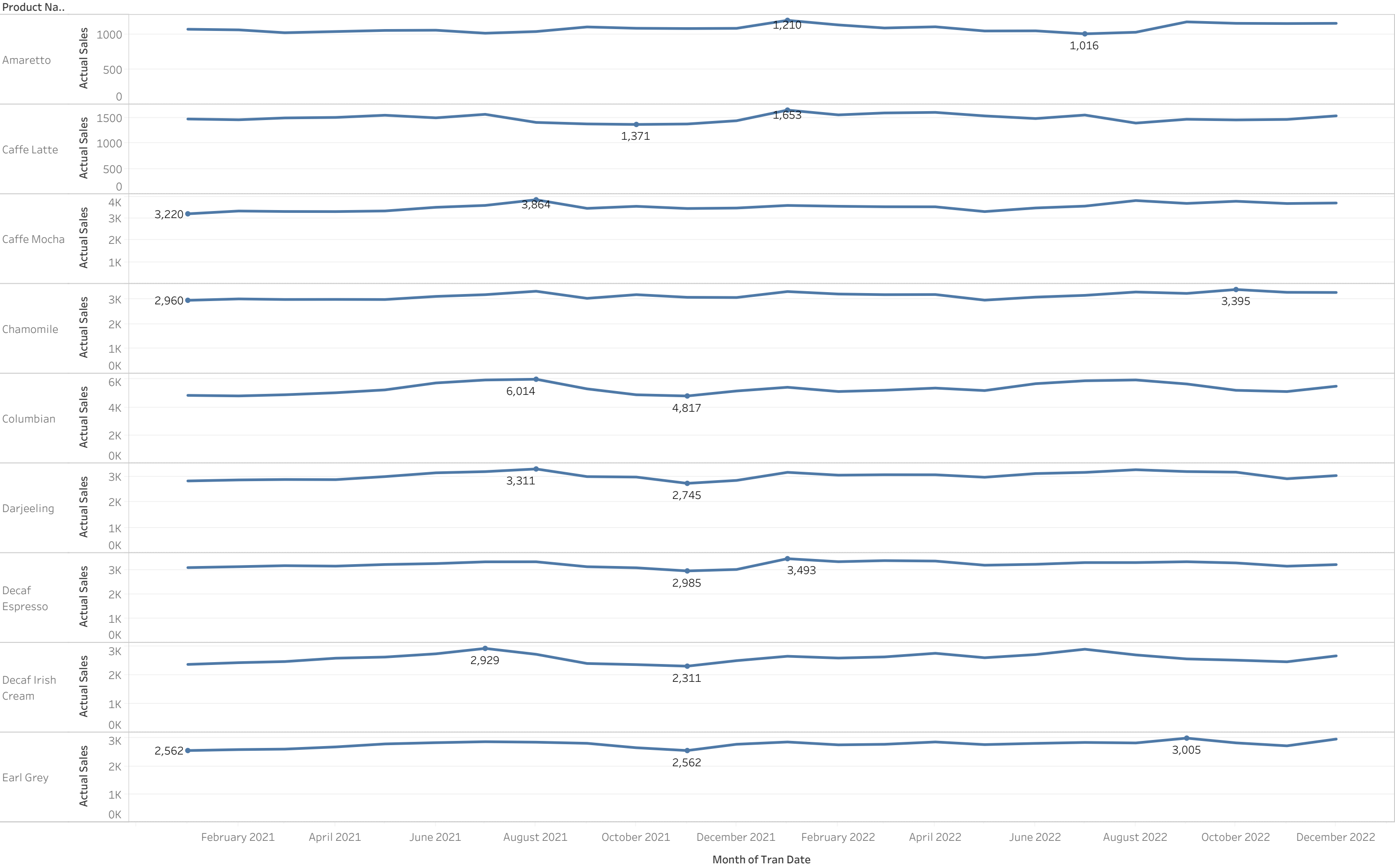
Profit by state word cloud :Tea



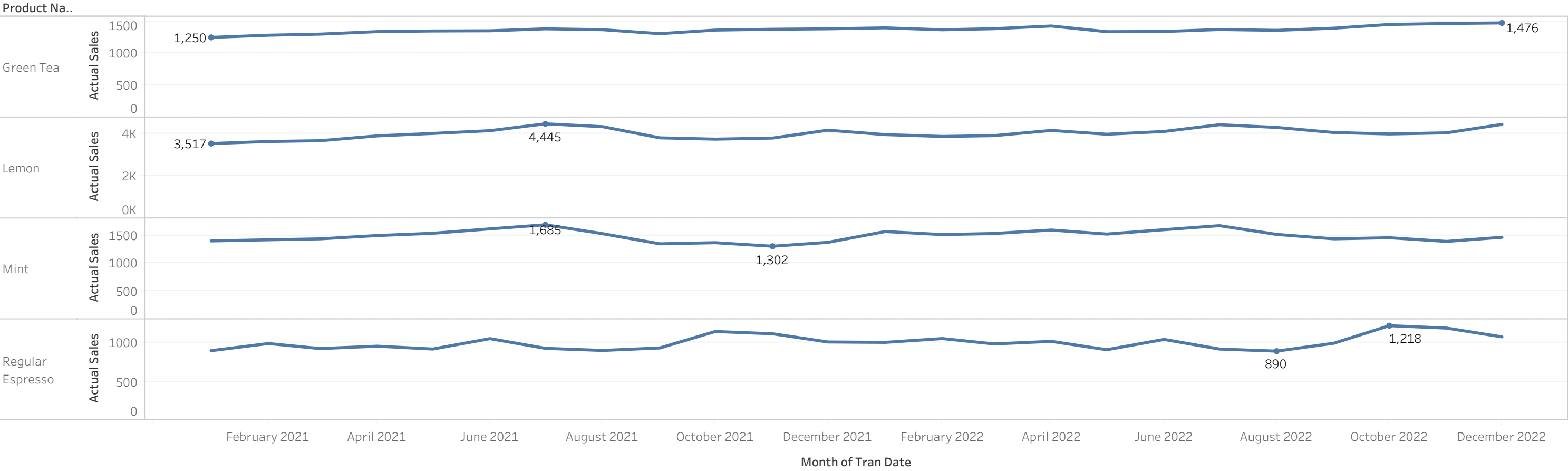
Sales by product name word cloud : All

*Mint***Caffe Latte**  
**Chamomile***Lemon***Decaf Espresso**  
*Green Tea***Columbian**      *Earl Grey*  
**Darjeeling** *Decaf* **Irish Cream**  
*Regular Espresso***Amaretto**      **Caffe Mocha**

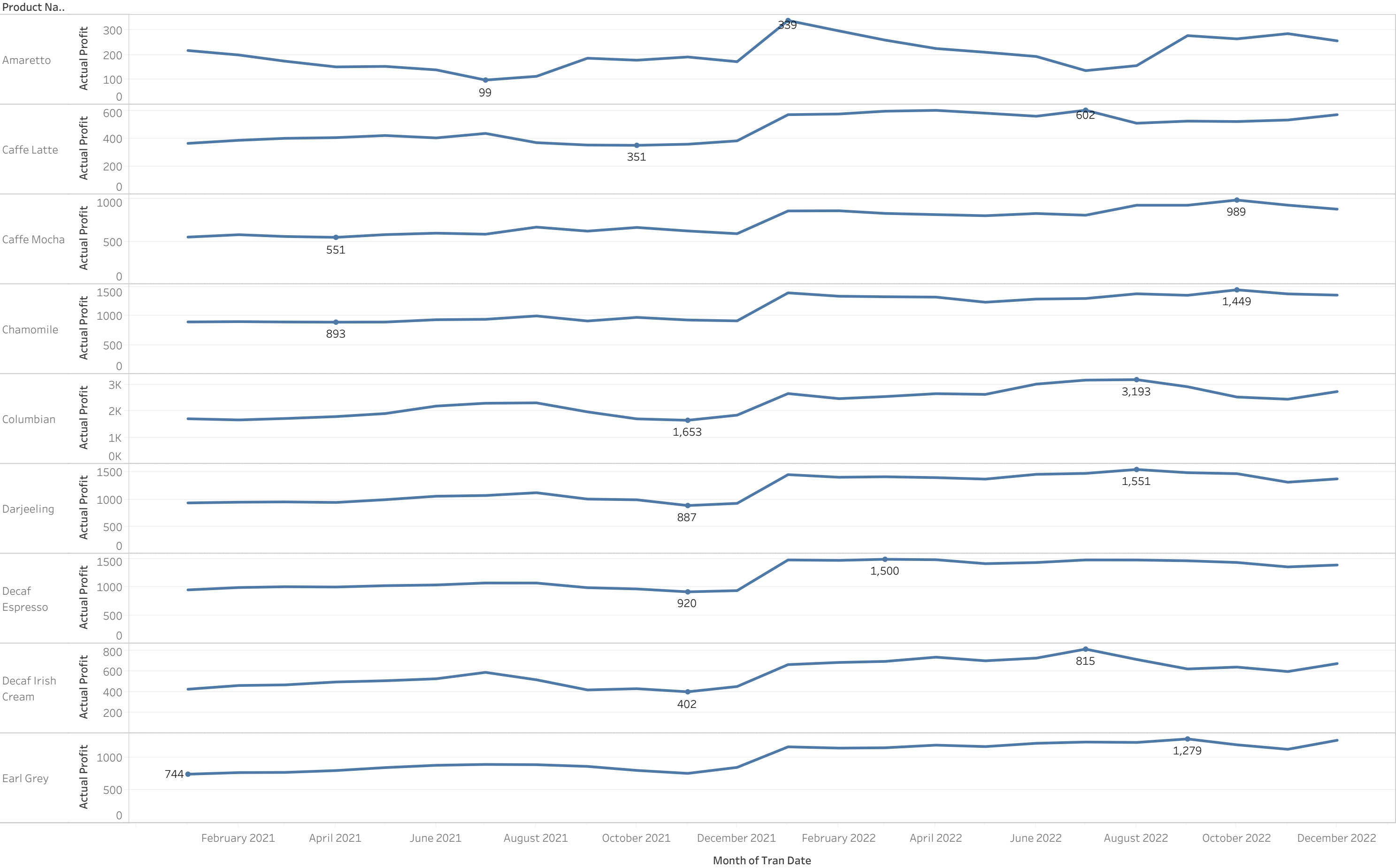
Monthly sales by product sparkline



Monthly sales by product sparkline

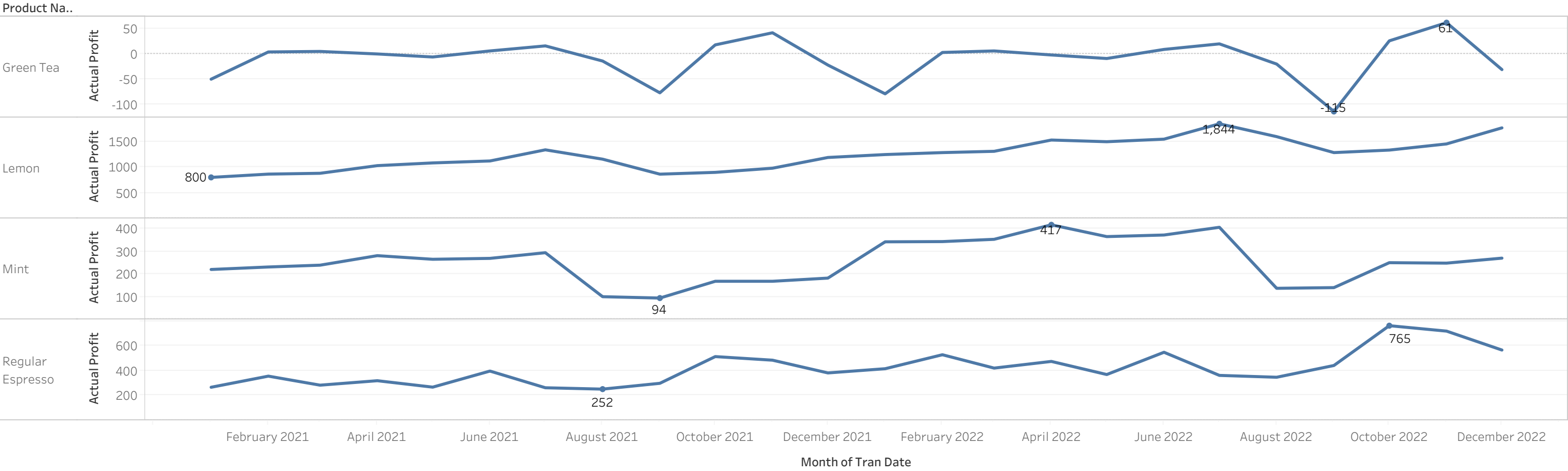


Monthly profit by product sparkline

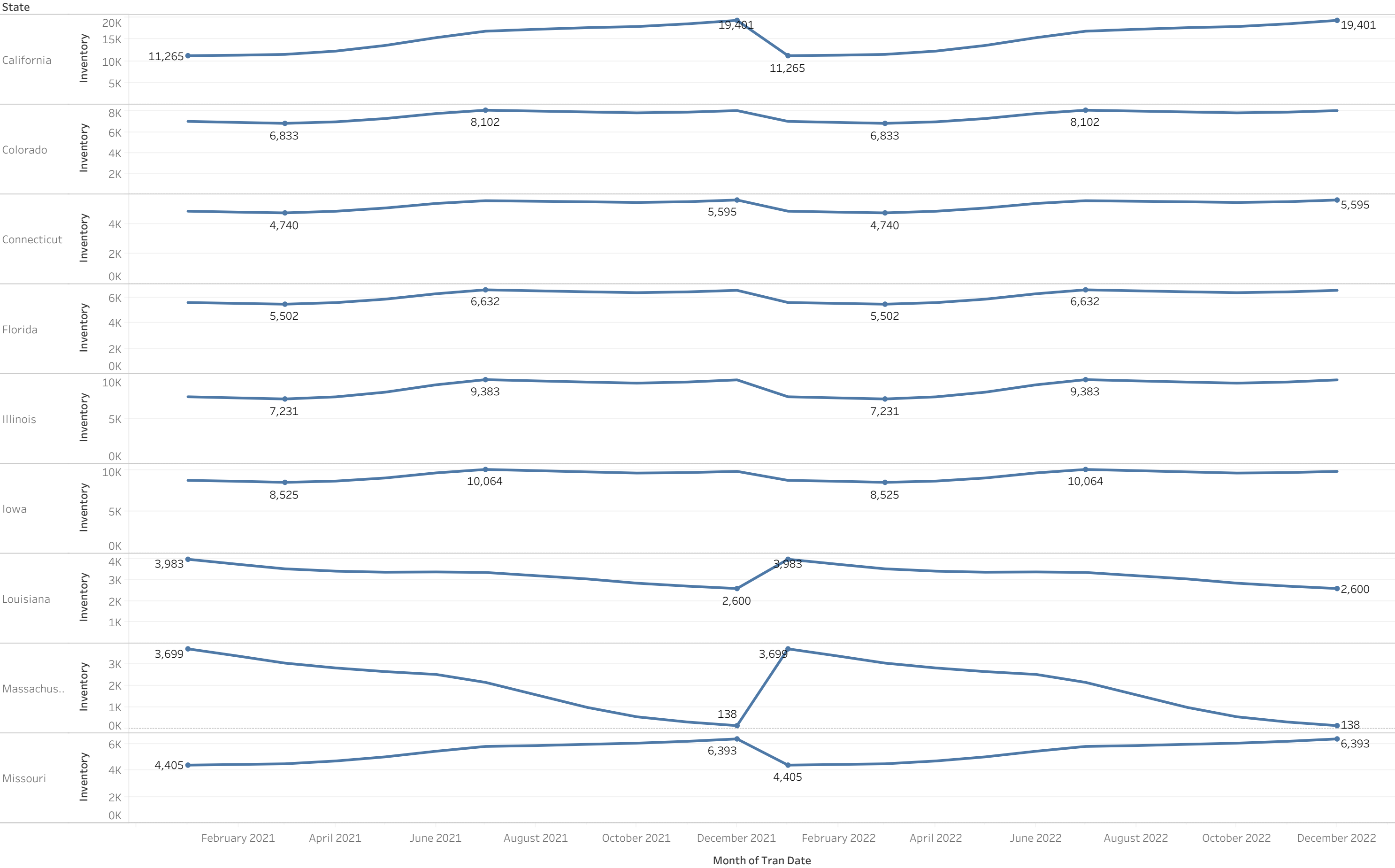




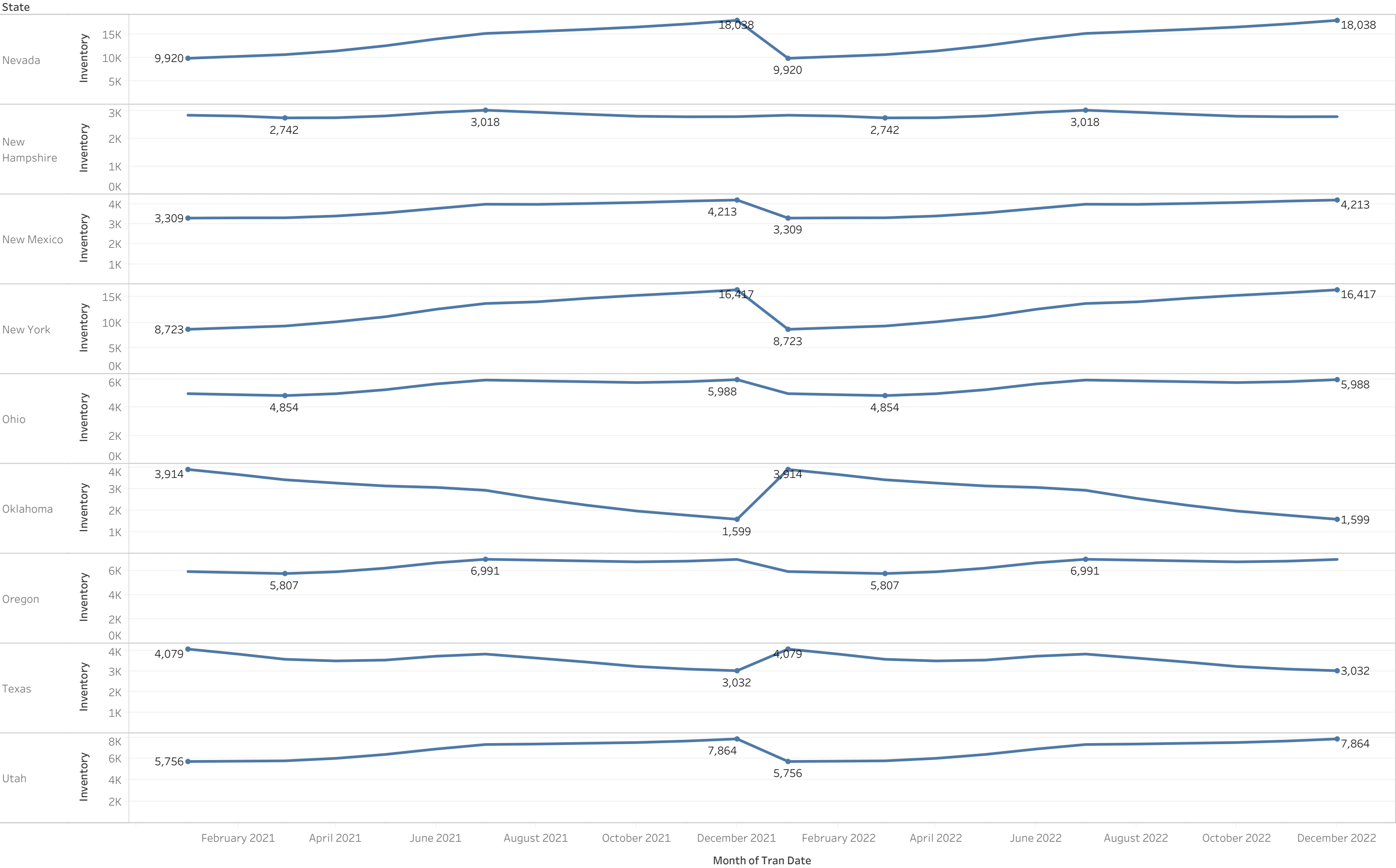
Monthly profit by product sparkline



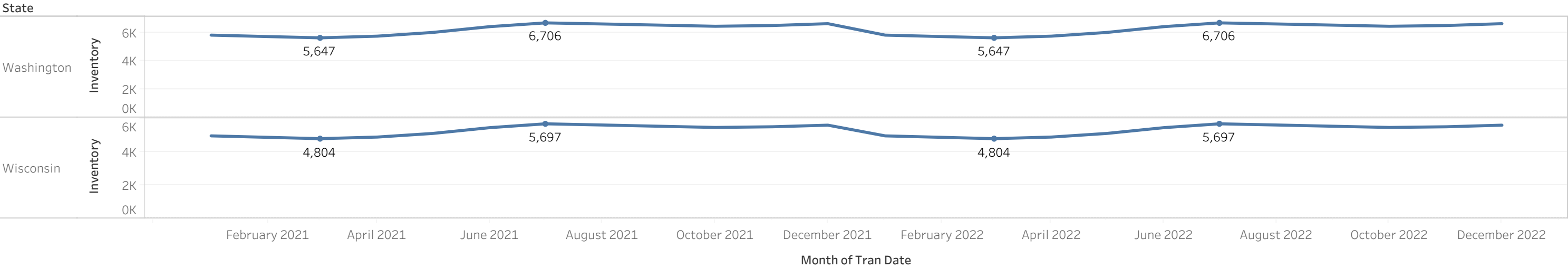
Monthly profit by state sparkline



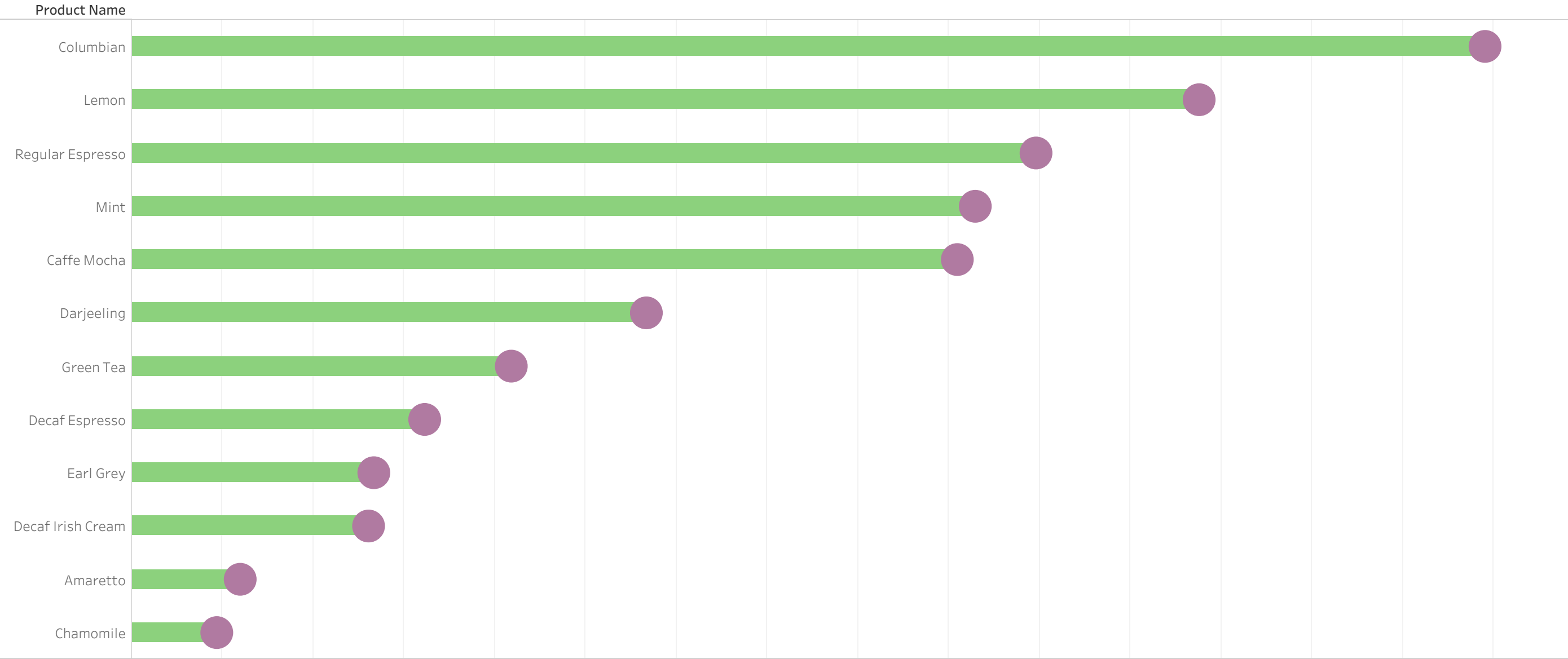
Monthly profit by state sparkline



Monthly profit by state sparkline



COGS by Product Match Stick Chart



Profit by state Match Stick Chart

