



Sales Dashboard

Total Sales

2,297,201

Total Profit

286,397

Total Profit %

14.24%

Select Year:

All

Overall

Location

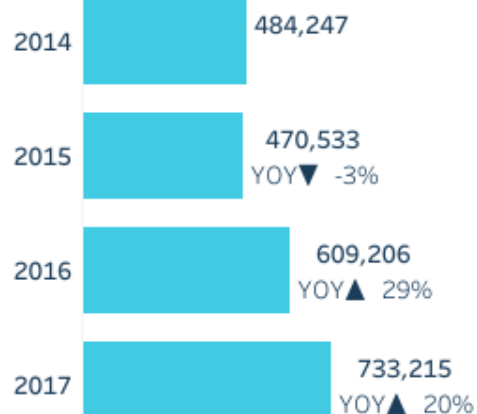
Category

Product

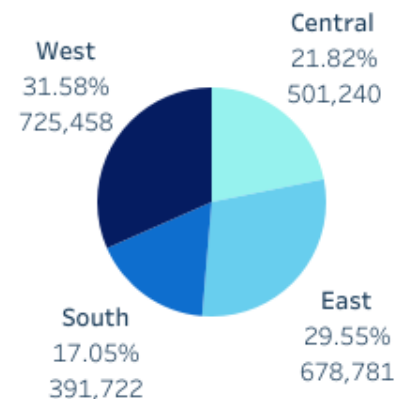
Customer

SALES

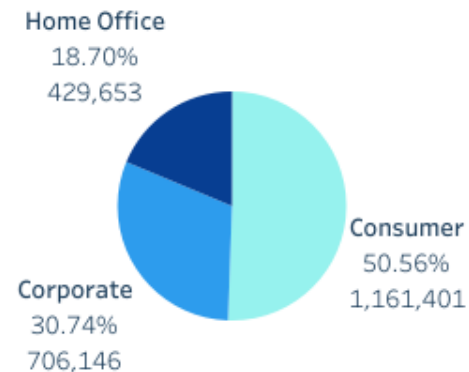
Sales by Year



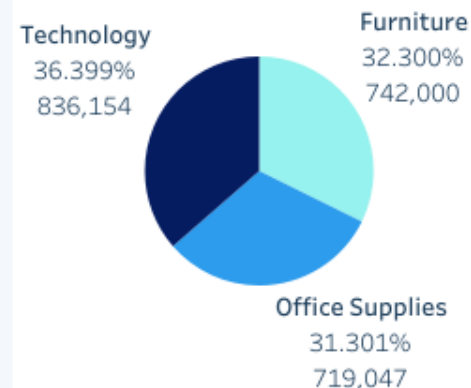
Sales By Region



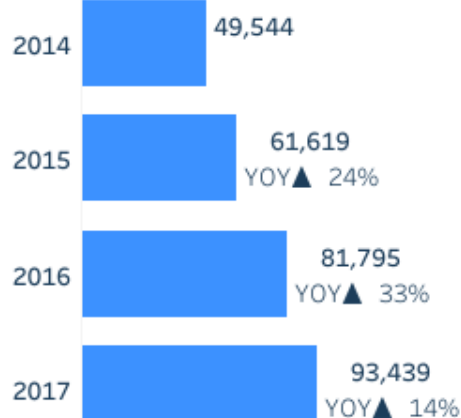
Sales By Segment



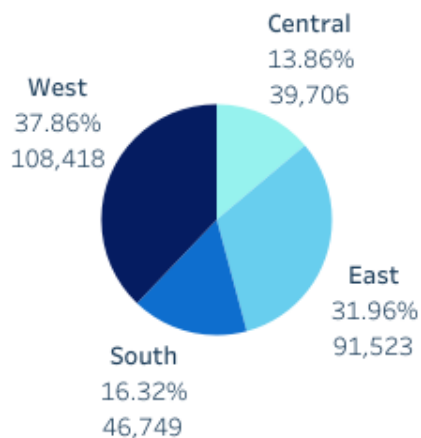
Sales By Category



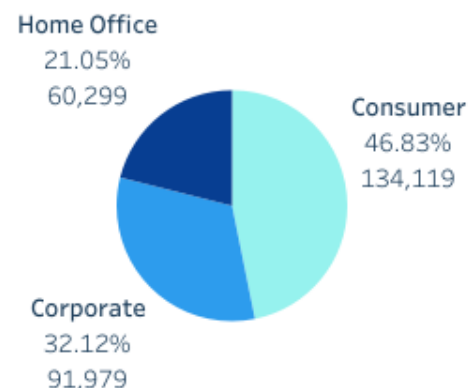
Profit By Year



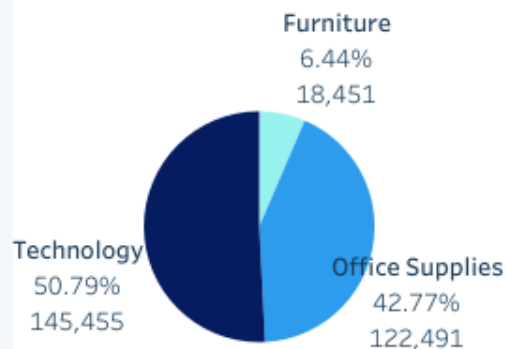
Profit By Region



Profit By Segment



Profit By Category



PROFIT



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Region Central East South West

Sales By Region

SALES



Profit By Region

PROFIT



Sales By State

State	2015	2016	2017
California	88,444 (YOY▼ -3%)	131,552 (YOY▲ 49%)	146,388 (YOY▲ 11%)
New York	80,321 (YOY▲ 24%)	71,844 (YOY▼ -11%)	93,923 (YOY▲ 31%)
Washington	23,416 (YOY▼ -22%)	19,814 (YOY▼ -15%)	65,540 (YOY▲ 231%)
Texas	34,455 (YOY▼ -32%)	41,686 (YOY▲ 21%)	43,422 (YOY▲ 4%)
Pennsylvania	20,511 (YOY▲ 1%)	33,067 (YOY▲ 61%)	42,688 (YOY▲ 29%)
Florida	15,177 (YOY▼ -56%)	13,603 (YOY▼ -10%)	26,445 (YOY▲ 94%)

Profit By State

State	2015	2016	2017
California	14,371 (YOY▲ 14%)	20,006 (YOY▲ 39%)	29,366 (YOY▲ 47%)
New York	19,278 (YOY▲ 40%)	16,655 (YOY▼ -14%)	24,357 (YOY▲ 46%)
Washington	5,329 (YOY▼ -19%)	4,210 (YOY▼ -21%)	17,257 (YOY▲ 310%)
Michigan	5,166 (YOY▲ 184%)	8,993 (YOY▲ 74%)	8,488 (YOY▼ -6%)
Georgia	4,764 (YOY▲ 219%)	3,546 (YOY▼ -26%)	6,448 (YOY▲ 82%)
Delaware	1,609 (YOY▲ 200%)	977 (YOY▼ -39%)	6,053 (YOY▲ 520%)



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Category ■ Furniture ■ Office Suppl.. ■ Technology

Sales By Category

SALES



Profit By Category

PROFIT



Sales By Sub-Category

Sub-Categ..	2015	2016	2017
Phones	68,314 YOY▼ -12%	78,962 YOY▲ 16%	105,341 YOY▲ 33%
Chairs	71,735 YOY▼ -7%	83,919 YOY▲ 17%	95,554 YOY▲ 14%
Binders	37,453 YOY▼ -14%	49,683 YOY▲ 33%	72,788 YOY▲ 47%
Storage	45,048 YOY▼ -10%	58,789 YOY▲ 31%	69,678 YOY▲ 19%
Copiers	26,179 YOY▲ 141%	49,599 YOY▲ 89%	62,899 YOY▲ 27%
Tables	39,150 YOY▼ -15%	60,833 YOY▲ 55%	60,894 YOY▲ 0%

Profit By Sub-Category

Sub-Categ..	2015	2016	2017
Copiers	9,930 YOY▲ 241%	17,743 YOY▲ 79%	25,032 YOY▲ 41%
Accessories	10,197 YOY▲ 59%	9,664 YOY▼ -5%	15,672 YOY▲ 62%
Phones	10,399 YOY▼ -12%	9,460 YOY▼ -9%	12,849 YOY▲ 36%
Paper	6,570 YOY▲ 3%	9,072 YOY▲ 38%	12,041 YOY▲ 33%
Appliances	2,512 YOY▲ 2%	5,301 YOY▲ 111%	7,865 YOY▲ 48%
Binders	7,597 YOY▲ 60%	10,216 YOY▲ 34%	7,670 YOY▼ -25%

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Location

Category

Product

Customer



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Sub-Category

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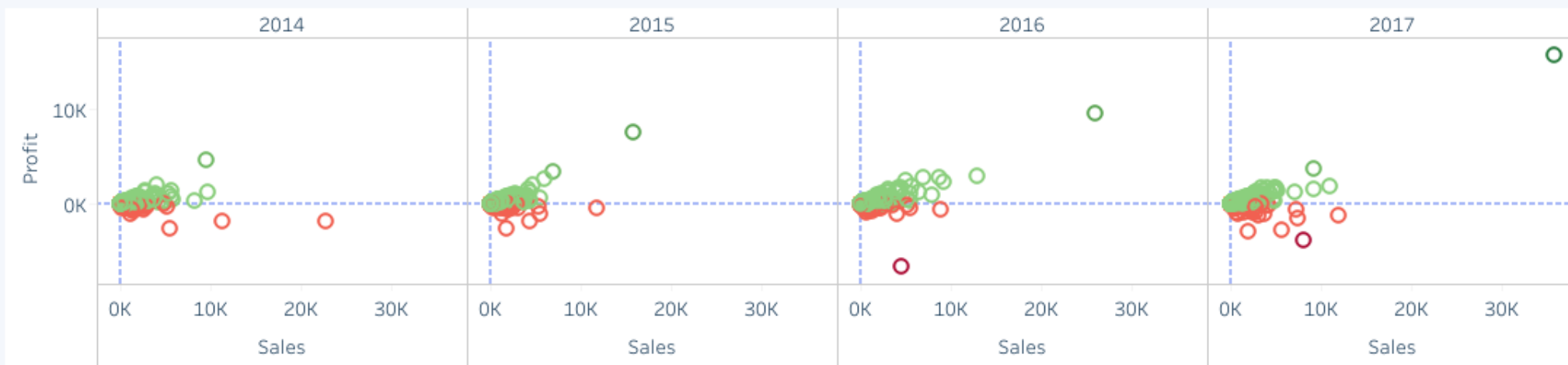
Product ID

All

Product Name

All

Sales vs Profit By Product



Top Products (Sales)

Canon imageCLAS..	61,600
Fellowes PB500 EI..	27,453
Cisco TelePresenc..	22,638
HON 5400 Series T..	21,871
GBC DocuBind TL3..	19,823
GBC Ibimaster 500..	19,025
Hewlett Packard L..	18,840
HP Designjet T520..	18,375

Top Products (Profit)

Canon imageCLAS..	25,200
Fellowes PB500 E..	7,753
Hewlett Packard ..	6,984
Canon PC1060 Pe..	4,571
HP Designjet T52..	4,095
Ativa V4110MDD ..	3,773
3D Systems Cube ..	3,718
Plantronics Savi ..	3,696
Ibico EPK-21 Elect..	3,345

Top Products (Loss)

Cubify CubeX 3D Pri..	-8,880
Lexmark MX611dhe ..	-4,590
Cubify CubeX 3D Pri..	-3,840
Chromcraft Bull-Nos..	-2,876
Bush Advantage Coll..	-1,934
GBC DocuBind P400 ..	-1,878
Cisco TelePresence S..	-1,811
Martin Yale Chadles..	-1,299
Balt Solid Wood Rou..	-1,201



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Customer Name

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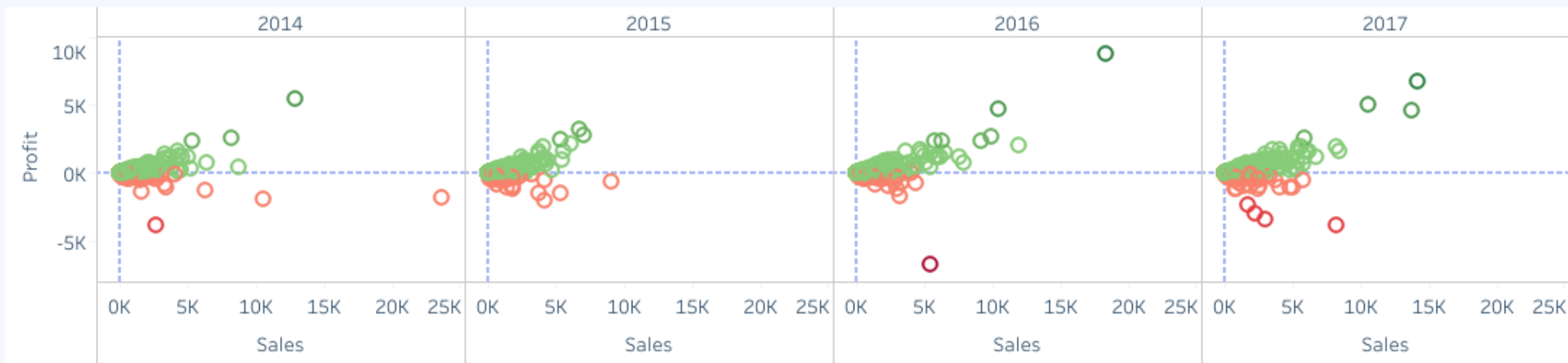
Location

Category

Product

Customer

Sales vs Profit By Customer



Top Customers (Sales)

Sean Miller	25,043
Tamara Chand	19,052
Raymond Buch	15,117
Tom Ashbrook	14,596
Adrian Barton	14,474
Ken Lonsdale	14,175
Sanjit Chand	14,142
Hunter Lopez	12,873
Sanjit Engle	12,209
...	...

Top Customers (Profit)

Tamara Chand	8,981
Raymond Buch	6,976
Sanjit Chand	5,757
Hunter Lopez	5,622
Adrian Barton	5,445
Tom Ashbrook	4,704
Christopher Martinez	3,900
Keith Dawkins	3,039
Andy Reiter	2,885
...	...

Top Customers (Loss)

Cindy Stewart	-6,626
Grant Thornton	-4,109
Luke Foster	-3,584
Sharelle Roach	-3,334
Henry Goldwyn	-2,798
Nathan Cano	-2,205
Sean Braxton	-2,083
Sean Miller	-1,981
Christine Phan	-1,850
...	...