Sales Dashboard

Total Sales: 2,297,201

Total Profit: 286,397

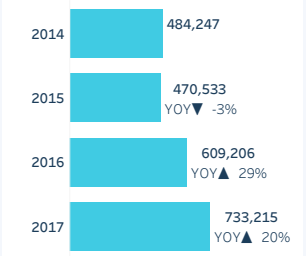
Total Profit %: 14.24%

Select Year: All

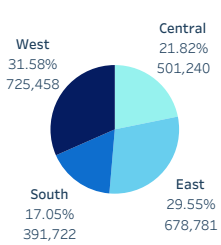
- Overall
- Location
- Category
- Product
- Customer

SALES

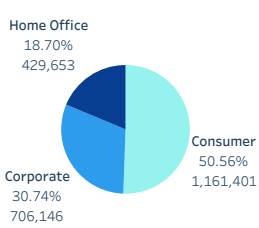
Sales by Year



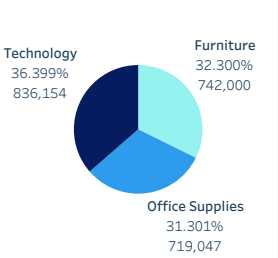
Sales By Region



Sales By Segment

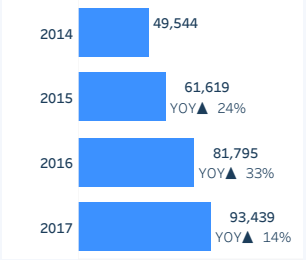


Sales By Category

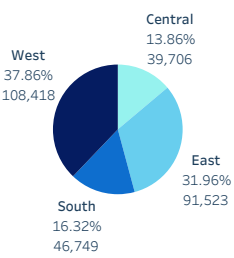


PROFIT

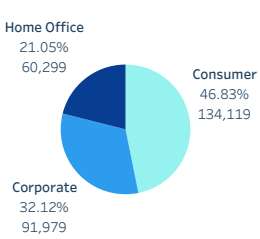
Profit By Year



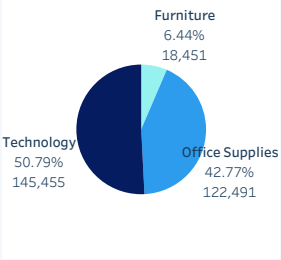
Profit By Region



Profit By Segment



Profit By Category



Sales Dashboard

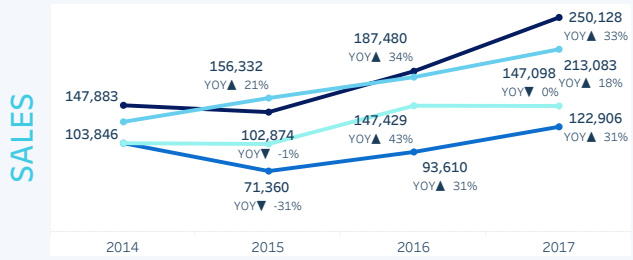
Overall
Location
Category
Product
Customer

Total Sales	Total Profit	Total Profit %
2,297,201	286,397	14.24%

Select Year:
All

Region Central East South West

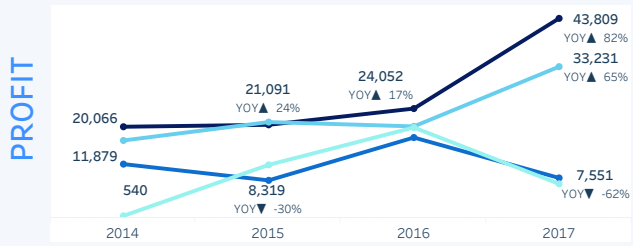
Sales By Region



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 Region



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▲ 20%	977 YOY▼ -39%	6,053 YOY▲ 520%

Overall
Location
Category
Product
Customer

Sales Dashboard

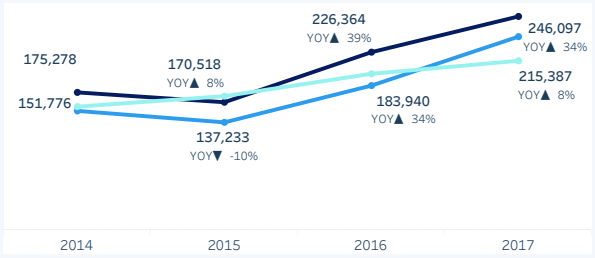
Total Sales	Total Profit	Total Profit %
2,297,201	286,397	14.24%

Select Year:
All

Category Furniture Office Suppl.. Technology

Sales By Category

SALES

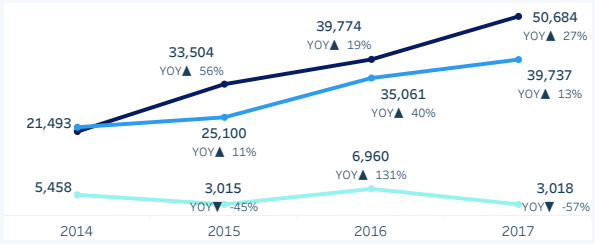


Sales By Sub-Category

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 Category

PROFIT



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%

Overall

Location

Category

Product

Customer

Sales Dashboard

Total Sales	Total Profit	Total Profit %
2,297,201	286,397	14.24%

Select **Year:**
All

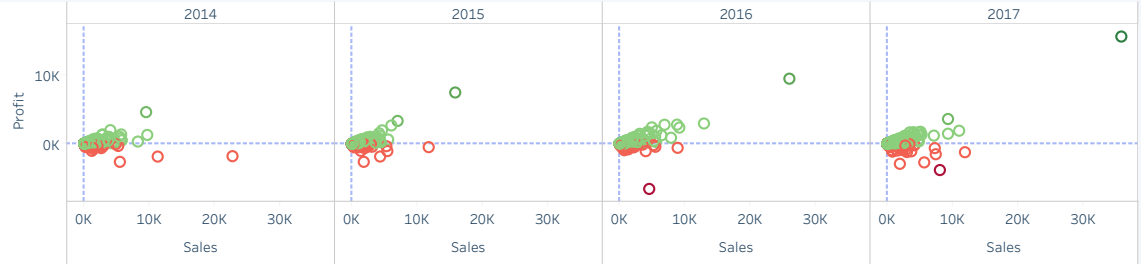
Category
All

Sub-Category
All

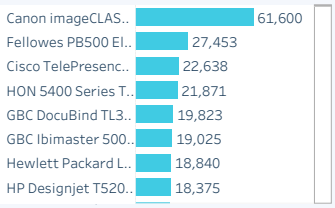
Product ID
All

Product Name
All

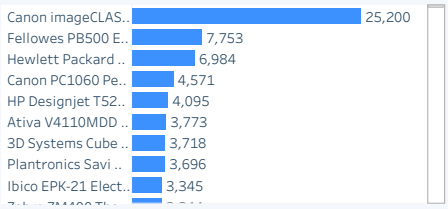
Sales vs Profit **By Product**



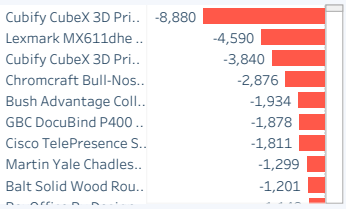
Top Products **(Sales)**



Top Products **(Profit)**



Top Products **(Loss)**



Sales Dashboard

Overall
Location
Category
Product
Customer

Total Sales	Total Profit	Total Profit %
2,297,201	286,397	14.24%

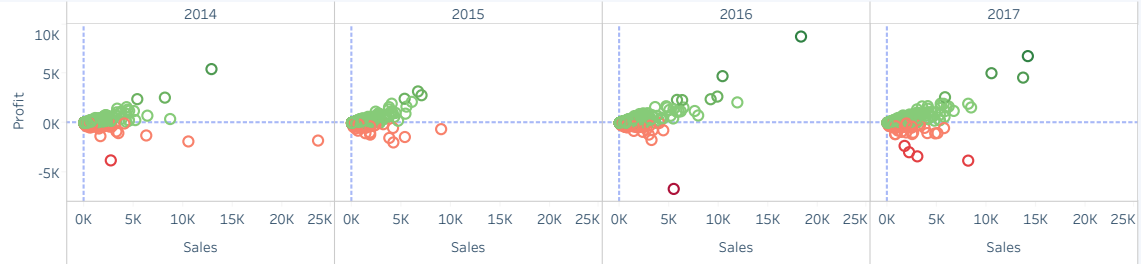
Select **Year:**
All

Segment
All

Customer ID
All

Customer Name
All

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