### Set1

In/Out of Segment S..

|            |             | ,       |         |
|------------|-------------|---------|---------|
| Category   | Segment     | In      | Out     |
| Furniture  | Consumer    | 391,049 |         |
|            | Corporate   |         | 229,020 |
|            | Home Office | 121,931 |         |
| Office     | Consumer    | 363,952 |         |
| Supplies   | Corporate   |         | 230,676 |
|            | Home Office | 124,418 |         |
| Technology | Consumer    | 406,400 |         |
|            | Corporate   |         | 246,450 |
|            | Home Office | 183,304 |         |
|            |             |         |         |

Sum of Sales broken down by  $\mbox{In/Out}$  of Segment Set vs. Category and Segment.

Set 2

| In/Out of  |             |         |         | Count of |          |         |          |         |
|------------|-------------|---------|---------|----------|----------|---------|----------|---------|
| Sub-Catego | Sub-Catego  | Calcula | Calcula | Orders   | Discount | Profit  | Quantity | Sales   |
| In         | Accessories | 41,876  | 214,530 | 775      | 61       | 41,937  | 2,976    | 167,380 |
|            | Binders     | 29,655  | 137,437 | 1,523    | 567      | 30,222  | 5,974    | 203,413 |
|            | Copiers     | 55,607  | 251,546 | 68       | 11       | 55,618  | 234      | 149,528 |
|            | Paper       | 33,951  | 168,007 | 1,370    | 103      | 34,054  | 5,178    | 78,479  |
|            | Phones      | 44,378  | 218,944 | 889      | 137      | 44,516  | 3,289    | 330,007 |
| Out        | Appliances  | 18,060  | 97,774  | 466      | 78       | 18,138  | 1,729    | 107,532 |
|            | Art         | 6,468   | 32,710  | 796      | 60       | 6,528   | 3,000    | 27,119  |
|            | Bookcases   | -3,521  | -20,823 | 228      | 48       | -3,473  | 868      | 114,880 |
|            | Chairs      | 26,485  | 151,465 | 617      | 105      | 26,590  | 2,356    | 328,449 |
|            | Envelopes   | 6,944   | 30,918  | 254      | 20       | 6,964   | 906      | 16,476  |
|            | Fasteners   | 932     | 5,162   | 217      | 18       | 950     | 914      | 3,024   |
|            | Furnishings | 12,927  | 71,964  | 957      | 132      | 13,059  | 3,563    | 91,705  |
|            | Labels      | 5,521   | 31,367  | 364      | 25       | 5,546   | 1,400    | 12,486  |
|            | Machines    | 3,350   | 26,564  | 115      | 35       | 3,385   | 440      | 189,239 |
|            | Storage     | 21,216  | 110,941 | 846      | 63       | 21,279  | 3,158    | 223,844 |
|            | Supplies    | -1,204  | -5,062  | 190      | 15       | -1,189  | 647      | 46,674  |
|            | Tables      | -17,809 | -93,015 | 319      | 83       | -17,725 | 1,241    | 206,966 |

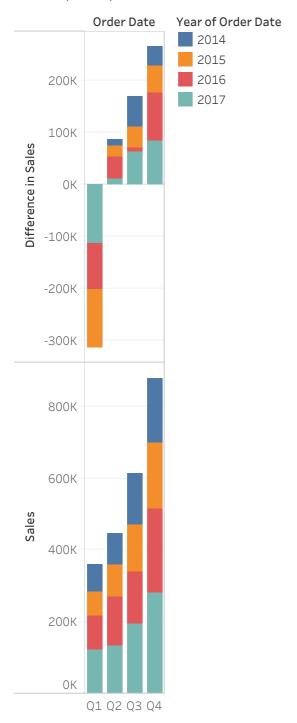
 ${\it Calculation 1, Calculation 3, Discount, count of Orders, Profit, Quantity and Sales broken down by In/Out of Sub-Category Set and Sub-Category.}$ 

### Calculation Fields

| Sub-Catego  | Category        | Calcula | Calcula |
|-------------|-----------------|---------|---------|
| Accessories | Technology      | 41,876  | 214,530 |
| Appliances  | Office Supplies | 18,060  | 97,774  |
| Art         | Office Supplies | 6,468   | 32,710  |
| Binders     | Office Supplies | 29,655  | 137,437 |
| Bookcases   | Furniture       | -3,521  | -20,823 |
| Chairs      | Furniture       | 26,485  | 151,465 |
| Copiers     | Technology      | 55,607  | 251,546 |
| Envelopes   | Office Supplies | 6,944   | 30,918  |
| Fasteners   | Office Supplies | 932     | 5,162   |
| Furnishings | Furniture       | 12,927  | 71,964  |
| Labels      | Office Supplies | 5,521   | 31,367  |
| Machines    | Technology      | 3,350   | 26,564  |
| Paper       | Office Supplies | 33,951  | 168,007 |
| Phones      | Technology      | 44,378  | 218,944 |
| Storage     | Office Supplies | 21,216  | 110,941 |
| Supplies    | Office Supplies | -1,204  | -5,062  |
| Tables      | Furniture       | -17,809 | -93,015 |

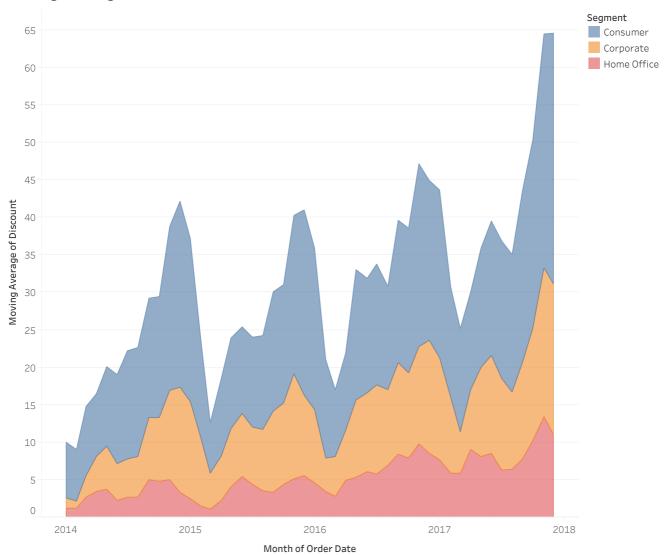
Calculation1 and Calculation3 broken down by Sub-Category and Category.

## Difference(QTD)



Difference in Sales and sum of Sales for each Order Date Quarter. Colour shows details about Order Date Year.

### Moving Average



The plot of Moving Average of Discount for Order Date Month. Colour shows details about Segment.

### Rank

| Sub-Catego  | Category        | Profit  | Rank of<br>Profit a |
|-------------|-----------------|---------|---------------------|
| Accessories | Technology      | 41,937  | 3                   |
| Appliances  | Office Supplies | 18,138  | 8                   |
| Art         | Office Supplies | 6,528   | 11                  |
| Binders     | Office Supplies | 30,222  | 5                   |
| Bookcases   | Furniture       | -3,473  | 16                  |
| Chairs      | Furniture       | 26,590  | 6                   |
| Copiers     | Technology      | 55,618  | 1                   |
| Envelopes   | Office Supplies | 6,964   | 10                  |
| Fasteners   | Office Supplies | 950     | 14                  |
| Furnishings | Furniture       | 13,059  | 9                   |
| Labels      | Office Supplies | 5,546   | 12                  |
| Machines    | Technology      | 3,385   | 13                  |
| Paper       | Office Supplies | 34,054  | 4                   |
| Phones      | Technology      | 44,516  | 2                   |
| Storage     | Office Supplies | 21,279  | 7                   |
| Supplies    | Office Supplies | -1,189  | 15                  |
| Tables      | Furniture       | -17,725 | 17                  |

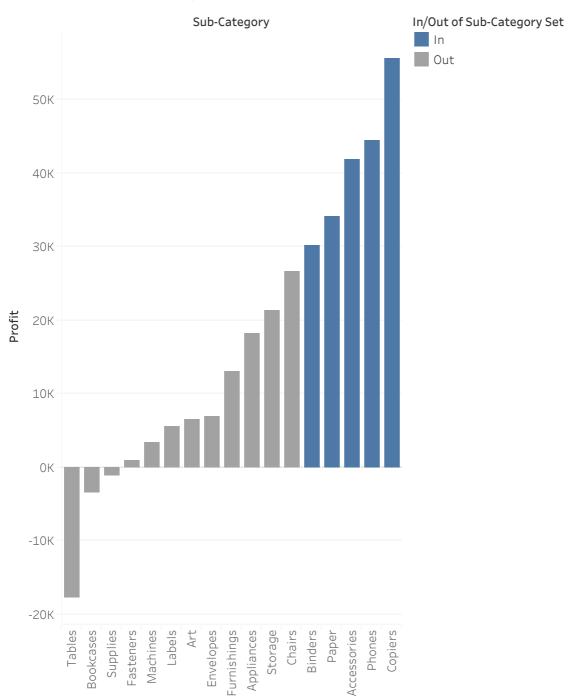
Profit and Rank of Profit along Sub-Category, Category broken down by Sub-Category and Category.

### Running Total

| Year of            |          | Running |
|--------------------|----------|---------|
| Order Date         | Quantity | Sum of  |
| 2014               | 7,581    | 7,581   |
| 2015               | 7,979    | 15,560  |
| 2016               | 9,837    | 25,397  |
| 2017               | 12,476   | 37,873  |
| <b>Grand Total</b> | 37,873   | 37,873  |

Quantity and Running Sum of Quantity along Table (Down) broken down by Order Date Year.

Top 5 Sub-Categories with Profit



Sum of Profit for each Sub-Category. Colour shows details about  $\mbox{In/Out}$  of Sub-Category Set.

# Top 20 States with Sum of Sales

| In/Out of St |                      |         | Sales |        |
|--------------|----------------------|---------|-------|--------|
| In           | Arizona              | 35,282  | 0.00  | 455.00 |
|              | California           | 457,688 | 920   | 457,68 |
|              | Colorado             | 32,108  |       |        |
|              | Florida              | 89,474  |       |        |
|              | Georgia              | 49,096  |       |        |
|              | Illinois             | 80,166  |       |        |
|              | Indiana              | 53,555  |       |        |
|              | Kentucky             | 36,592  |       |        |
|              | Michigan             | 76,270  |       |        |
|              | Minnesota            | 29,863  |       |        |
|              | New Jersey           | 35,764  |       |        |
|              | New York             | 310,876 |       |        |
|              | North Carolina       | 55,603  |       |        |
|              | Ohio                 | 78,258  |       |        |
|              | Pennsylvania         | 116,512 |       |        |
|              | Tennessee            | 30,662  |       |        |
|              | Texas                | 170,188 |       |        |
|              | Virginia             | 70,637  |       |        |
|              | Washington           | 138,641 |       |        |
|              | Wisconsin            | 32,115  |       |        |
| Out          | Alabama              | 19,511  |       |        |
|              | Arkansas             | 11,678  |       |        |
|              | Connecticut          | 13,384  |       |        |
|              | Delaware             | 27,451  |       |        |
|              | District of Columbia | 2,865   |       |        |
|              | Idaho                | 4,382   |       |        |
|              | lowa                 | 4,580   |       |        |
|              | Kansas               | 2,914   |       |        |
|              | Louisiana            | 9,217   |       |        |
|              | Maine                | 1,271   |       |        |
|              | Maryland             | 23,706  |       |        |
|              | Massachusetts        | 28,634  |       |        |
|              | Mississippi          | 10,771  |       |        |
|              | Missouri             | 22,205  |       |        |
|              | Montana              | 5,589   |       |        |
|              | Nebraska             | 7,465   |       |        |
|              | Nevada               | 16,729  |       |        |
|              | New Hampshire        | 7,293   |       |        |
|              | New Mexico           | 4,784   |       |        |
|              | North Dakota         | 920     |       |        |
|              | Oklahoma             | 19,683  |       |        |
|              | Oregon               | 17,431  |       |        |
|              | Rhode Island         | 22,628  |       |        |

Sum of Sales broken down by In/Out of State Set and State. Colour shows sum of Sales. The marks are labelled by sum of Sales.

# Top 20 States with Sum of Sales

| In/Out of St | State          |        |
|--------------|----------------|--------|
| Out          | South Carolina | 8,482  |
|              | South Dakota   | 1,316  |
|              | Utah           | 11,220 |
|              | Vermont        | 8,929  |
|              | West Virginia  | 1,210  |
|              | Wyoming        | 1,603  |

| Sales |         |
|-------|---------|
|       |         |
| 920   | 457,688 |
|       |         |

Sum of Sales broken down by In/Out of State Set and State. Colour shows sum of Sales. The marks are labelled by sum of Sales.

### UNION Of States

| In<br>California | In<br>Texas        | In<br>Illinois      | In<br>Ohio | <b>Sales</b> 920 457,688 |
|------------------|--------------------|---------------------|------------|--------------------------|
|                  | In<br>Washington   | In<br>North Carolin | In         |                          |
|                  |                    | In<br>Indiana       | In         |                          |
| In<br>New York   | In<br>Pennsylvania | In<br>Georgia       | In         |                          |
|                  |                    | In                  | In         |                          |
|                  | In<br>Elorida      | Kentucky            |            |                          |
|                  | Florida            |                     | In         |                          |

In/Out of UNION and State. Colour shows sum of Sales. Size shows sum of Sales. The marks are labelled by In/Out of UNION and State.

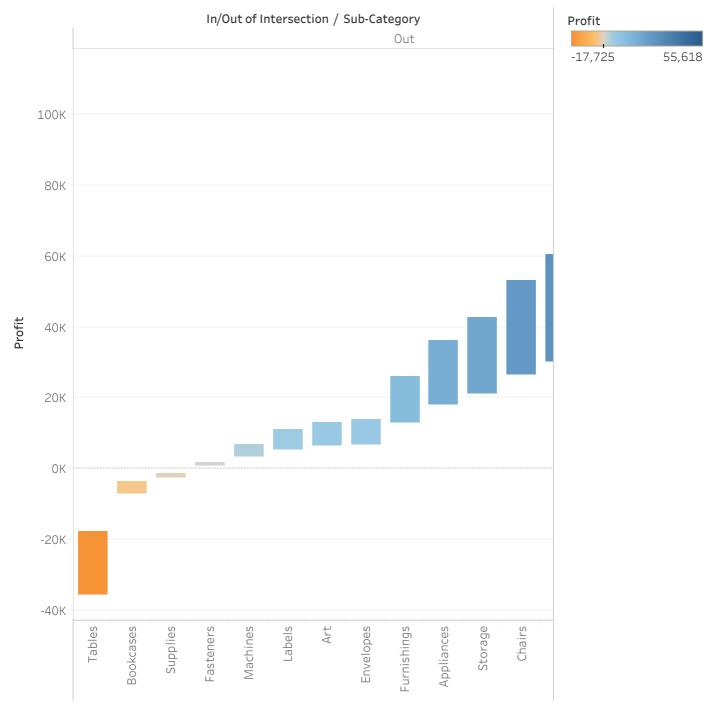
### UNION Of States

|    | n<br>Michigan |    | Ir<br>V |  | gini | a  |    |
|----|---------------|----|---------|--|------|----|----|
| In |               | lı | n       |  |      | In |    |
| Ir | l             | I  | n       |  |      | In |    |
|    | In            |    | ln      |  | lı   | า  | In |
|    | In            |    |         |  |      |    |    |
|    | In            |    |         |  |      |    |    |

| Sales |         |
|-------|---------|
|       |         |
| 920   | 457.688 |

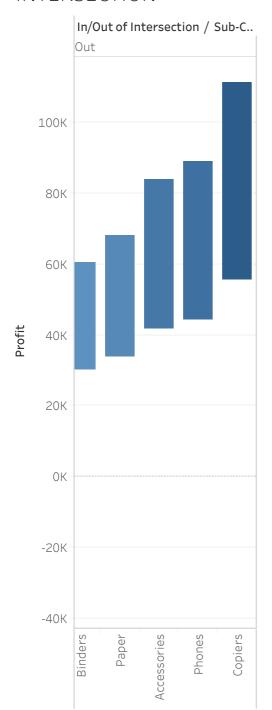
In/Out of UNION and State. Colour shows sum of Sales. Size shows sum of Sales. The marks are labelled by In/Out of UNION and State.

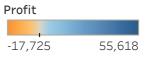
#### INTERSECTION



Sum of Profit for each Sub-Category broken down by In/Out of Intersection. Colour shows sum of Profit. Size shows sum of Profit.

### INTERSECTION





Sum of Profit for each Sub-Category broken down by In/Out of Intersection. Colour shows sum of Profit. Size shows sum of Profit.