

Pennsylvania's BU

**Our KPI's to ensure the success of
Dunder Mifflin Paper Company**

Sales Results

From year, state and region

What's better key indicator than Sales?

You need to see if our business unit is costing you money or leads your success?

Let's dive into our sales results.

Shipping Management

From year, state and region

We know it, you know it, keeping customers cost less than finding new ones...

So let's see how we manage customer satisfaction throw shipping time between order and shipping.

Segments

From year, state and region

Which segment provides the most amount of money?

Does our Unit prioritize this segment?

Discount usage

From year, state and region

Discount brings joy to our customer, but not so much regarding our treasury...

Does our team use a lot of discount compare to other state?

Turnover

From year, state and region



Standard vs First

From year, state and region

