

Sub-Category					⌵
Accessories	Bookcases	Fasteners	Paper	Tables	
Appliances	Chairs	Furnishings	Phones		
Art	Copiers	Labels	Storage		
Binders	Envelopes	Machines	Supplies		

Order ID	Returned
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CA-2014-123498	Yes
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CA-2014-160766	Yes
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CA-2015-135580	Yes
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CA-2015-146486	Yes
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CA-2016-159212	Yes
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CA-2017-101700	Yes
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CA-2017-127306	Yes
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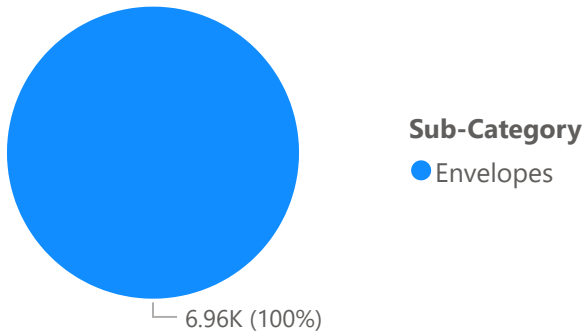
CA-2017-131492	Yes
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CA-2017-142342	Yes
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CA-2017-143084	Yes
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CA-2017-166093	Yes
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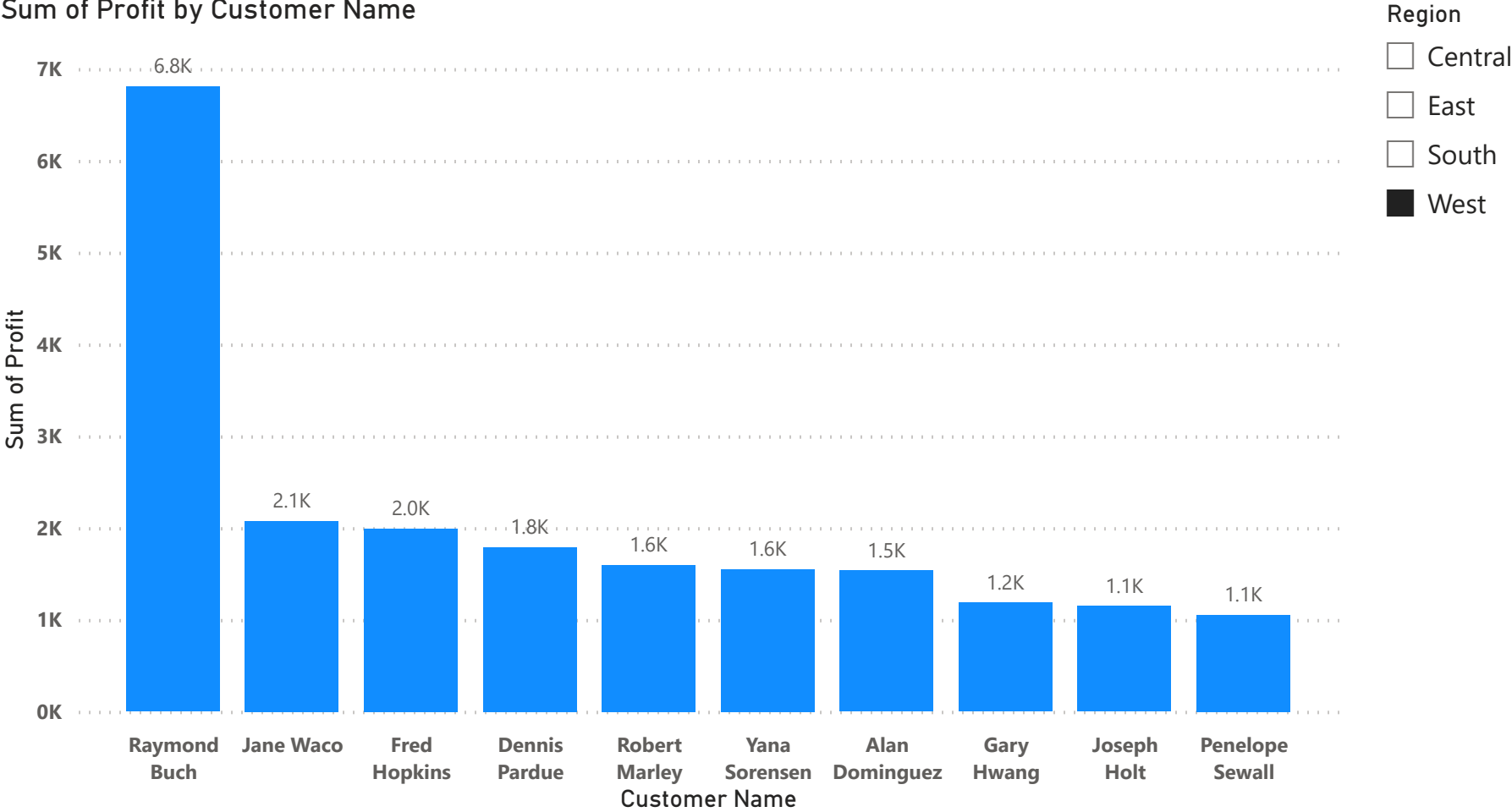
Sum of Profit by Sub-Category



Category	Region	Average of Profit	Sum of Discount
Furniture	Central	-5.97	143.04
Furniture	East	5.07	92.60
Furniture	South	20.40	40.35
Furniture	West	16.27	92.90
Office Supplies	Central	6.24	359.40
Office Supplies	East	23.96	244.70
Office Supplies	South	20.09	166.60
Office Supplies	West	27.73	177.10
Technology	Central	80.23	55.90
Technology	East	88.71	76.70
Technology	South	68.23	31.60
Total		28.66	1,561.09

Category	Central	East	South	West	Total
	33,697.43	47,462.04	19,991.83	44,303.65	1,45,454.95
Phones	12,323.03	12,314.69	10,767.28	9,110.74	44,515.73
Machines	-1,486.07	6,928.64	-1,438.89	-618.93	3,384.76
Copiers	15,608.84	17,022.84	3,658.91	19,327.24	55,617.82
Accessories	7,251.63	11,195.86	7,004.54	16,484.60	41,936.64
	8,879.98	41,014.58	19,986.39	52,609.85	1,22,490.80
Supplies	-661.89	-1,155.14	1.88	626.05	-1,189.10
Storage	1,969.84	8,389.37	2,274.30	8,645.32	21,278.83
Paper	6,971.90	9,015.37	5,947.06	12,119.24	34,053.57
Labels	1,073.08	1,129.28	1,040.77	2,303.12	5,546.25
Fasteners	236.62	263.99	173.72	275.19	949.52
Envelopes	1,777.53	1,812.41	1,465.48	1,908.76	6,964.18
Binders	-1,043.64	11,267.93	3,900.66	16,096.80	30,221.76
Art	1,195.16	1,899.94	1,058.59	2,374.10	6,527.79
Appliances	-2,638.62	8,391.41	4,123.94	8,261.27	18,138.01
	-2,871.05	3,046.17	6,771.21	11,504.95	18,451.27
Tables	-3,559.65	-11,025.38	-4,623.06	1,482.61	-17,725.48
Furnishings	-3,906.22	5,881.41	3,442.68	7,641.27	13,059.14
Chairs	6,592.72	9,357.77	6,612.09	4,027.58	26,590.17
Bookcases	-1,997.90	-1,167.63	1,339.49	-1,646.51	-3,472.56
	39,706.36	91,522.78	46,749.43	1,08,418.45	2,86,397.02

Sum of Profit by Customer Name



Total Profit

286.4K

Total Profit

286.4K

Total Profit

286.4K

Central

5,01,239.89
Sum of Sales

8780
Sum of Quantity

East

6,78,781.24
Sum of Sales

10618
Sum of Quantity

South

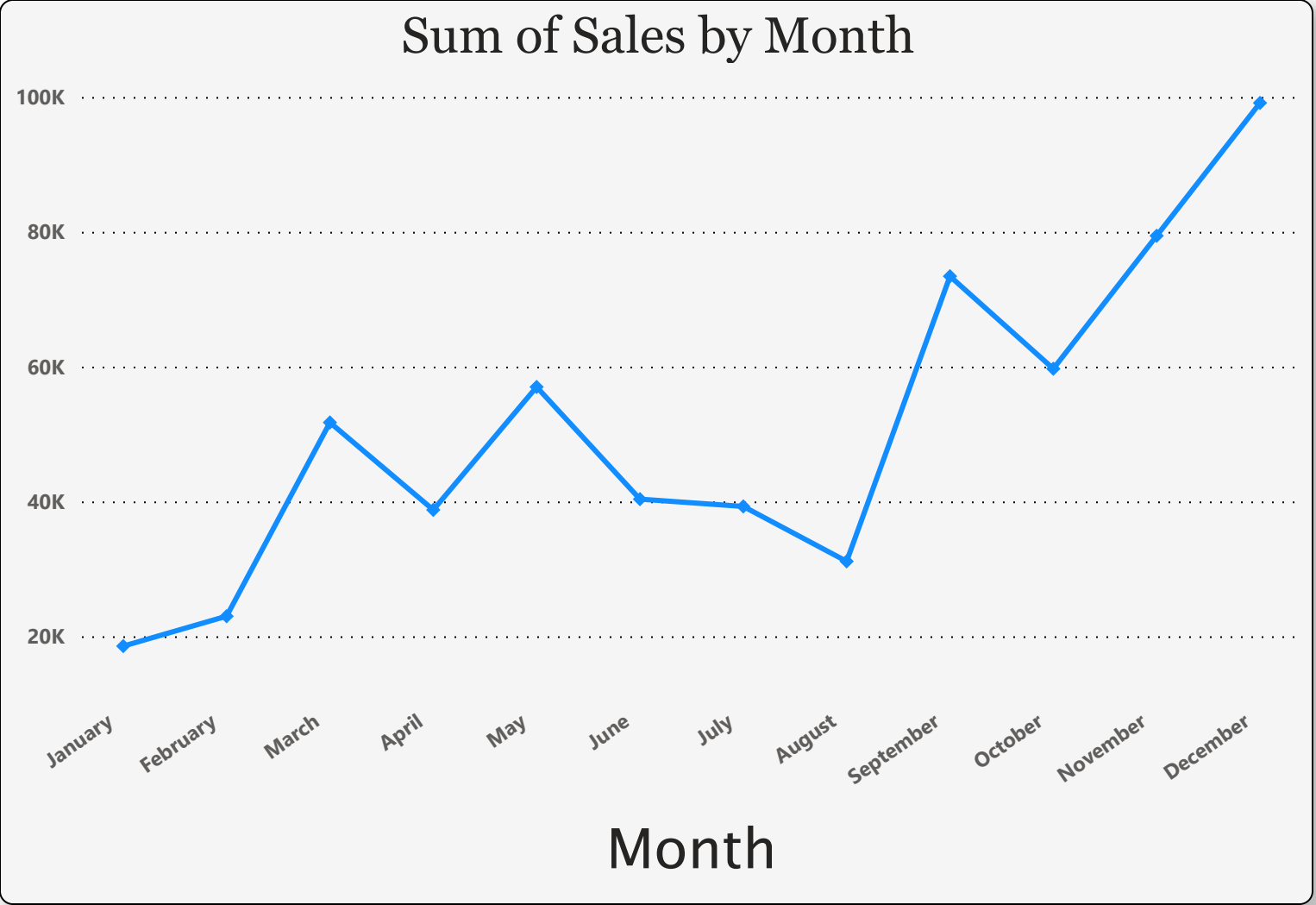
3,91,721.91
Sum of Sales

6209
Sum of Quantity

West

7,25,457.82
Sum of Sales

12266
Sum of Quantity

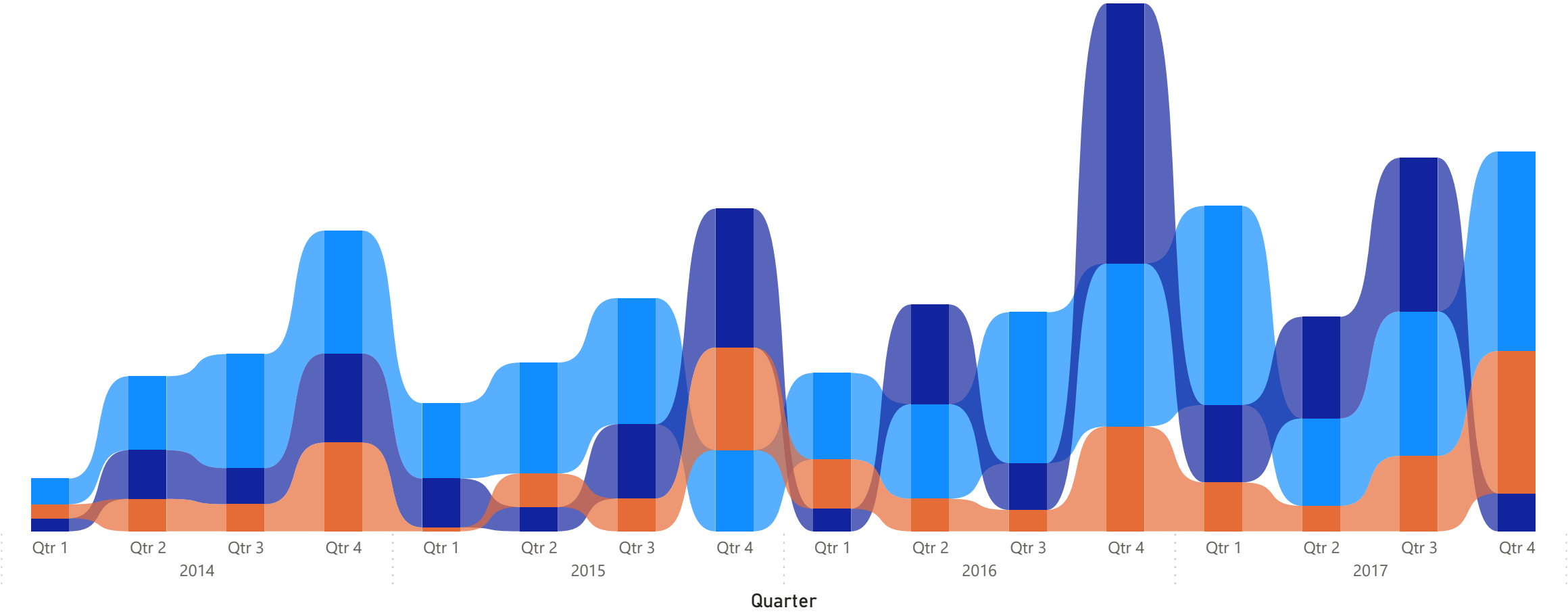


Year ▼

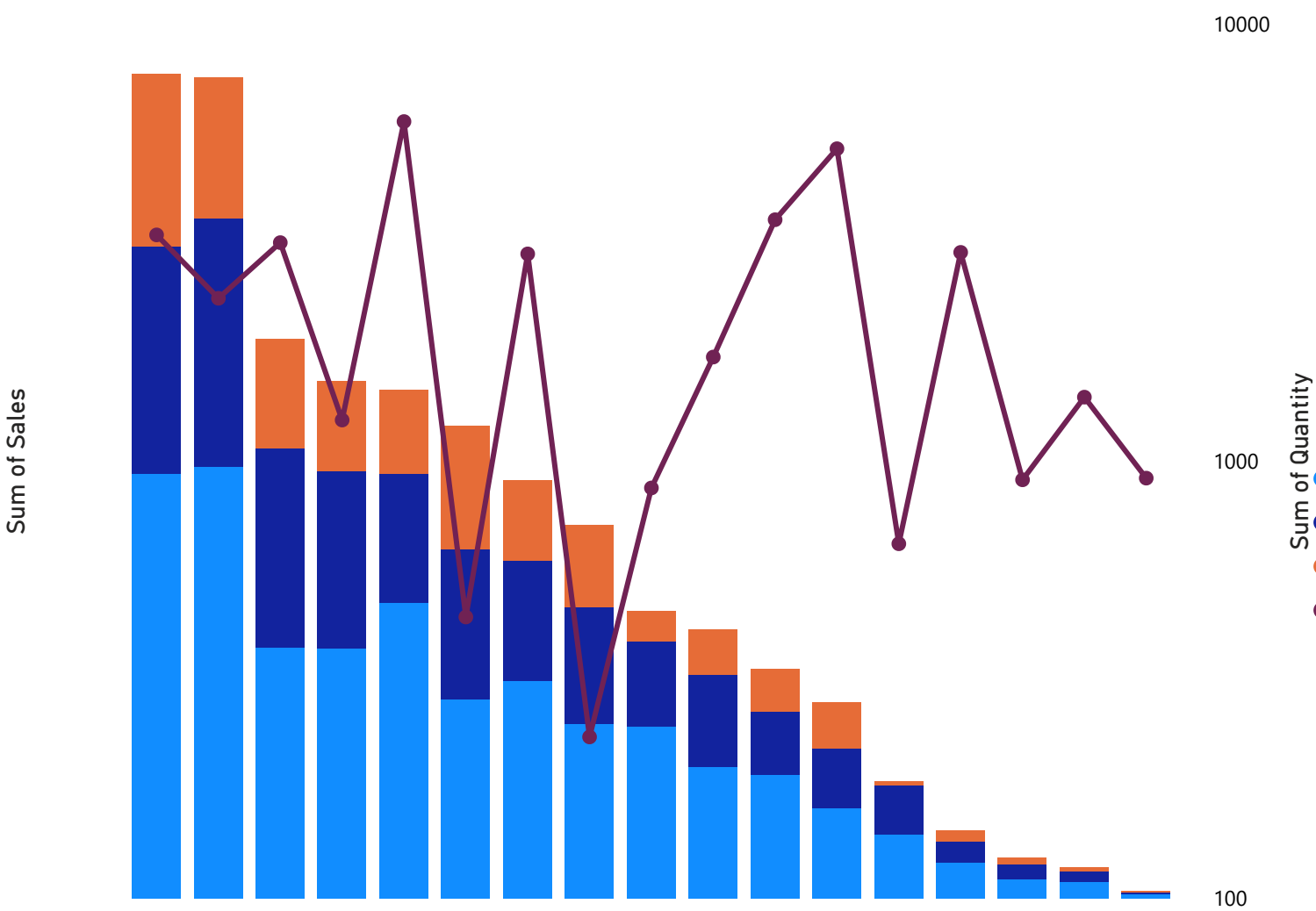
2014	2017
2015	2018
2016	

Sum of Profit by Year, Quarter and Segment

Segment ● Consumer ● Corporate ● Home Office

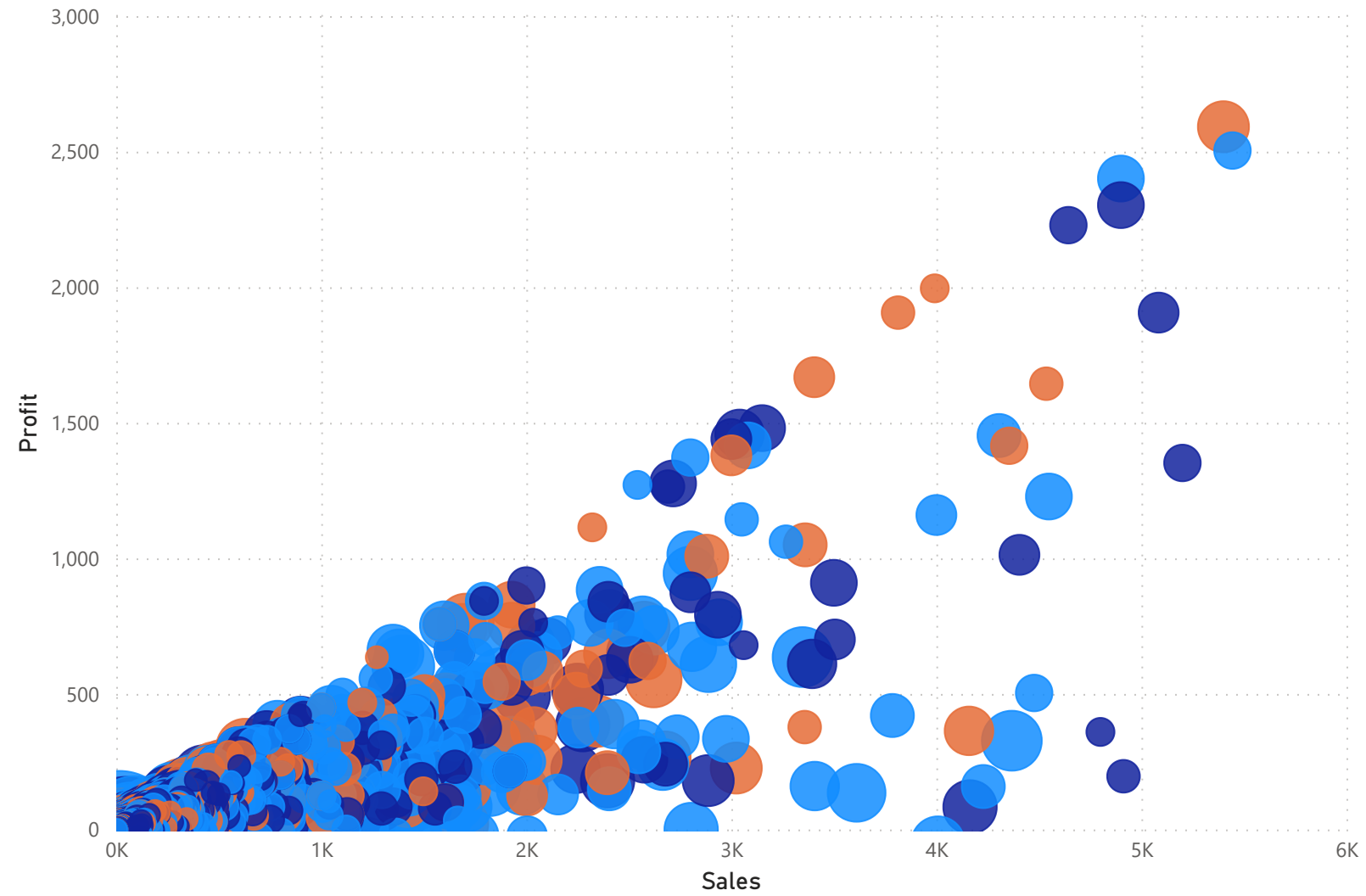


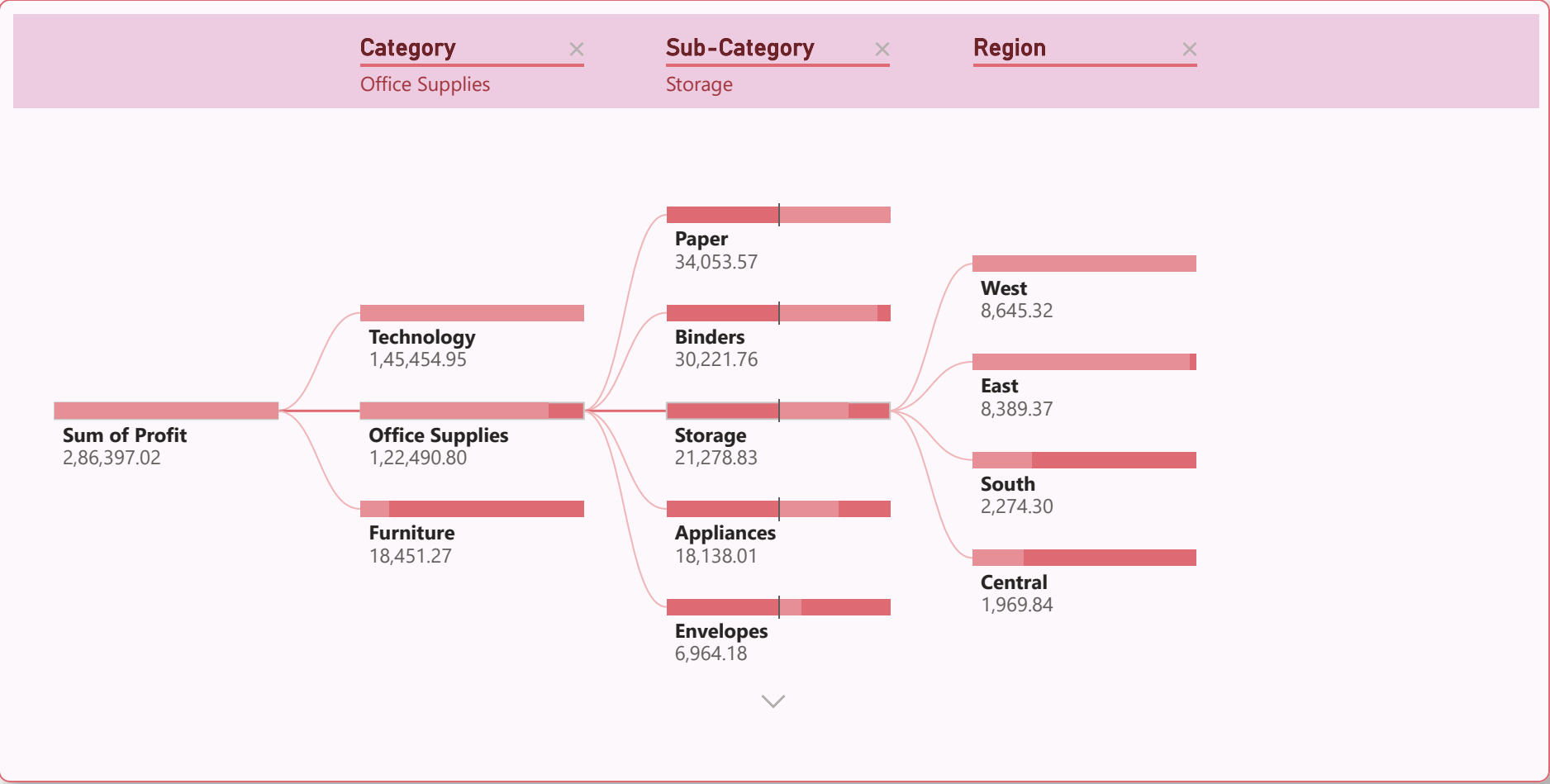
Sum of Sales and Sum of Quantity by Sub-Category and Segment



Sum of Quantity by Segment, Sales and Profit

Segment ● Consumer ● Corporate ● Home Office





Key influencers Top segments



What influences Sales to ?

When...

...the average of Sales increases by

Sub-Category is Tables

432.7

Sub-Category is Chairs

322.4

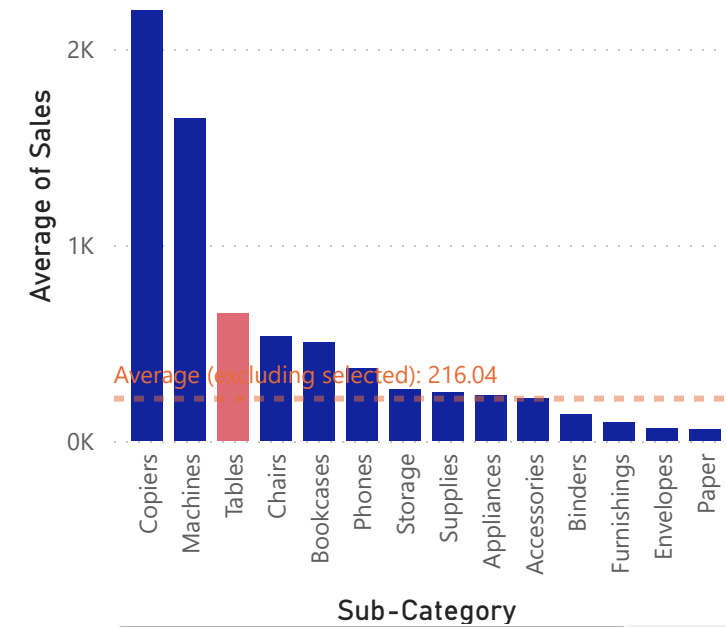
Category is Technology

273.4

Sub-Category is Phones

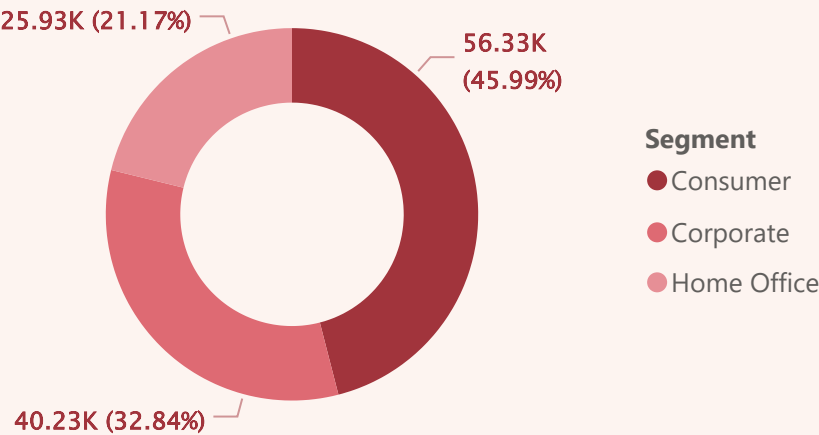
155.2

← Sales is more likely to increase when Sub-Category is Tables than otherwise (on average).

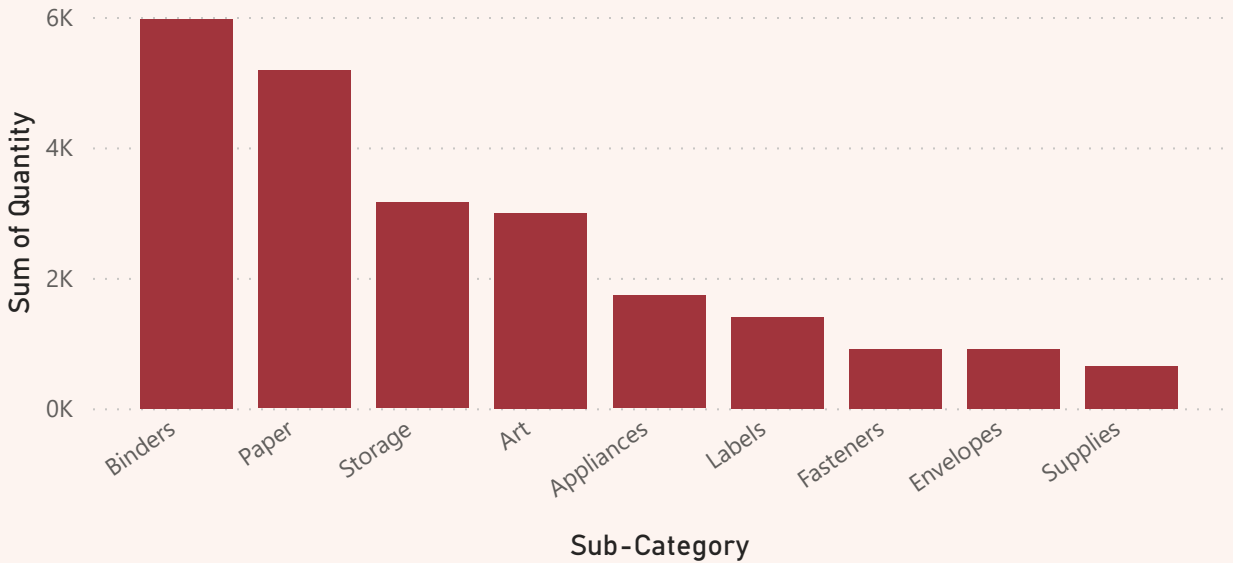


☐ Only show values that are influencers

Sum of Profit by Segment



Sum of Quantity by Sub-Category



Consumer had the highest Sum of Profit at 56,330.32, followed by Corporate at 40,227.32 and Home Office at 25,933.16.

Consumer accounted for 45.99% of Sum of Profit.

At 5974, Binders had the highest Sum of Quantity and was 823.34% higher than Supplies, which had the lowest Sum of Quantity at 647.

Across all 9 Sub-Category, Sum of Quantity ranged from 647 to 5974.

Category

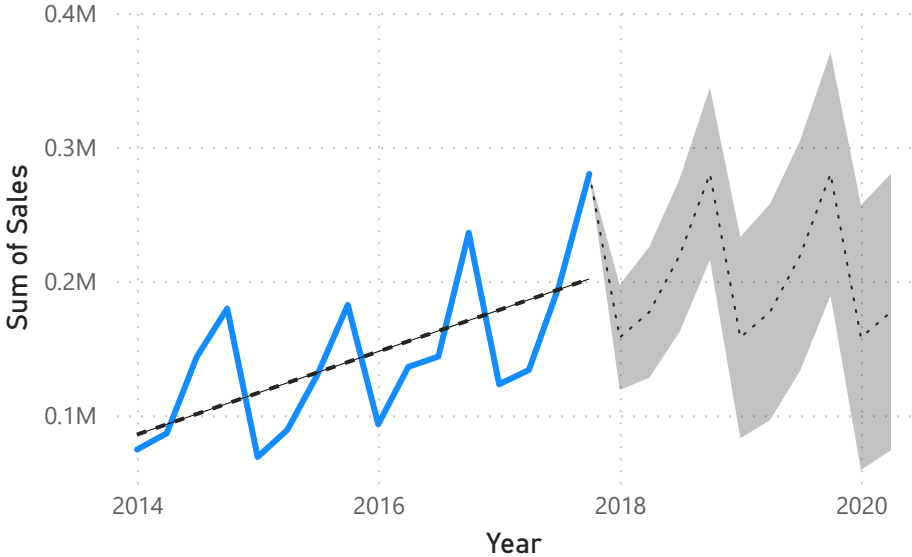
- ☐ Furniture
- ☒ Office Supplies
- ☐ Technology



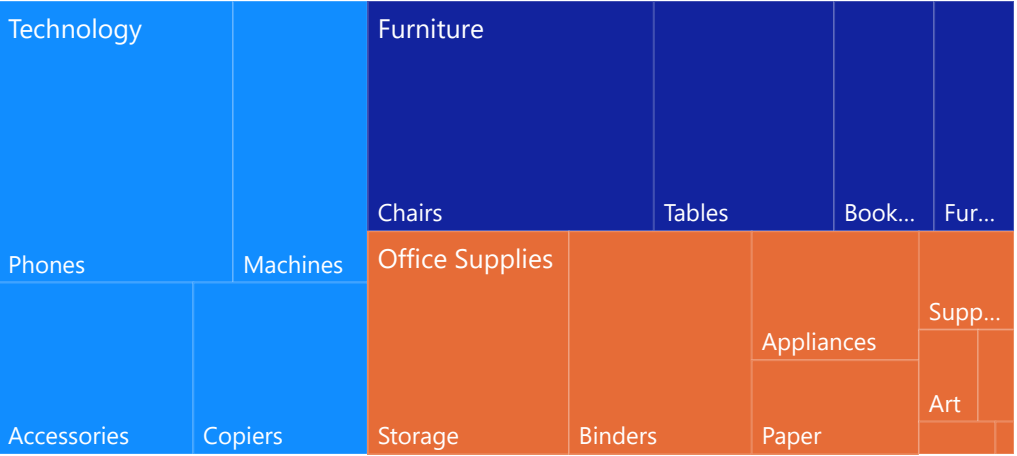
Click here for Q&A



Sum of Sales by Year and Quarter

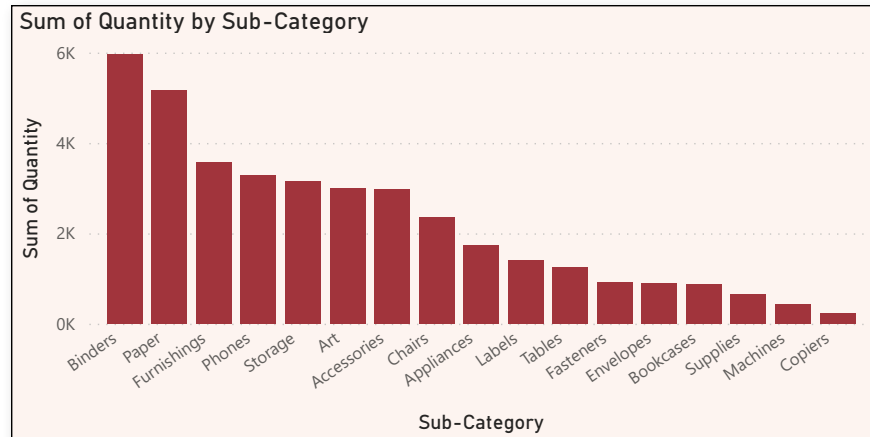


Sum of Sales by Category and Sub-Category

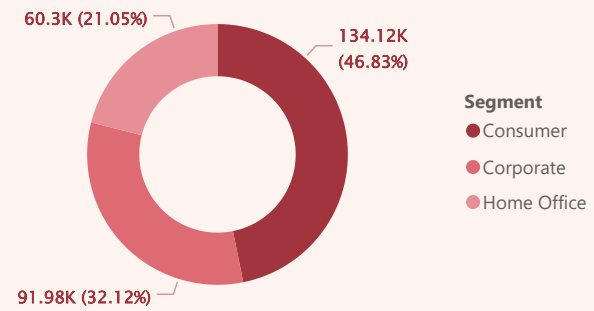


Table

Visual



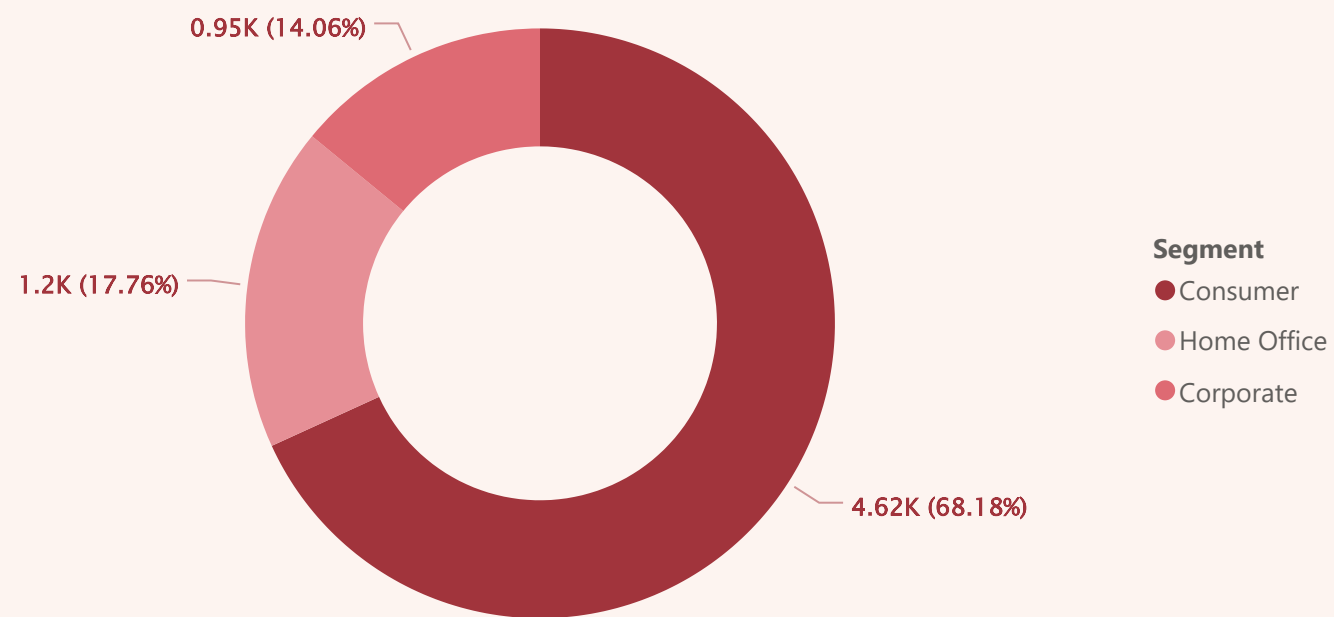
Sum of Profit by Segment





Drill Through

Sum of Profit by Segment



Category	Sum of Profit	Sum of Quantity	Sum of Sales	Region	Segment
Furniture	-3,994.43	952	86,229.22	Central	Consumer
Furniture	2,321.99	542	52,085.60	Central	Corporate
Furniture	-1,198.61	333	25,482.34	Central	Home Office
Furniture	2,038.11	1114	1,14,211.80	East	Consumer
Furniture	342.13	723	64,209.05	East	Corporate
Furniture	665.93	377	29,870.36	East	Home Office
Furniture	4,616.73	695	70,800.20	South	Consumer
Furniture	952.03	415	29,645.03	South	Corporate
Furniture	1,202.44	181	16,853.45	South	Home Office
Furniture	4,330.67	1405	1,19,808.09	West	Consumer
Furniture	3,968.67	815	83,080.11	West	Corporate
Furniture	3,205.62	476	49,724.55	West	Home Office
Office Supplies	2,583.14	2777	93,111.48	Central	Consumer
Office Supplies	99.29	1605	41,137.70	Central	Corporate
Office Supplies	6,197.54	1027	32,777.24	Central	Home Office
Office Supplies	19,222.69	3245	1,01,255.14	East	Consumer
Office Supplies	13,457.66	2035	66,474.73	East	Corporate
Office Supplies	8,334.22	1182	37,786.18	East	Home Office
Office Supplies	9,190.12	1899	59,504.58	South	Consumer
Office Supplies	8,142.66	1281	45,930.17	South	Corporate
Office Supplies	2,653.62	620	20,216.56	South	Home Office
Office Supplies	25,334.37	3837	1,10,080.94	West	Consumer
Office Supplies	18,527.70	2097	77,133.86	West	Corporate
Office Supplies	8,747.78	1301	33,638.45	West	Home Office
Technology	9,975.34	790	72,690.74	Central	Consumer
Technology	16,282.61	457	64,772.51	Central	Corporate
Technology	7,439.48	297	32,953.07	Central	Home Office
Technology	19,930.18	988	1,35,441.23	East	Consumer
Technology	9,822.79	600	69,725.57	East	Corporate
Total	2,86,397.02	37873	22,97,200.86		



latentView

Product Analysis

Region Analysis

Advance Analysis



Product Analysis

Region Analysis

Advance Analysis



Product Analysis

Region Analysis

Advance Analysis



Product Analysis

Region Analysis

Advance Analysis

11.49M

Sum of sum_sales