

2015

4922

Total Orders

793

Total Customers

2.26M

Total Sales

47%

Sales YoY %

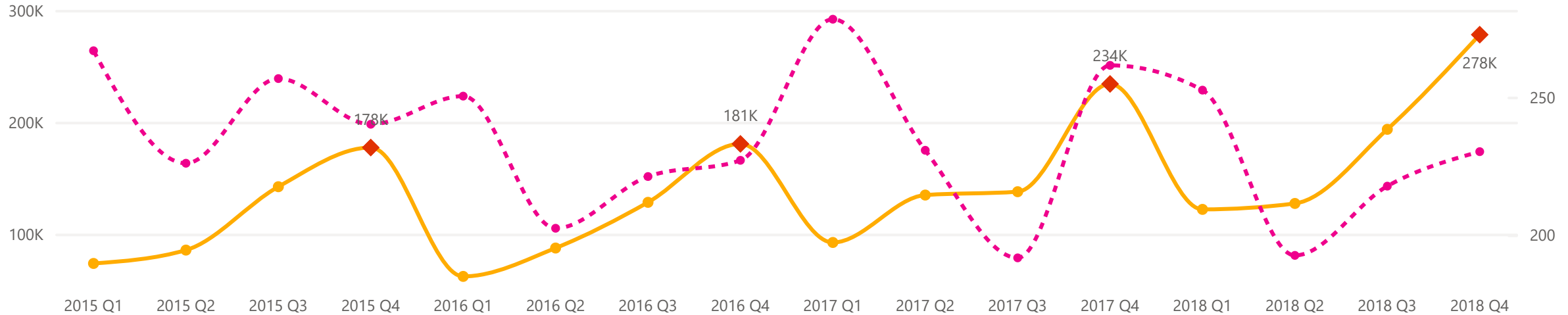
251%

CAGR

2016

Quarterly Sales Trend with 3-Month Rolling Average

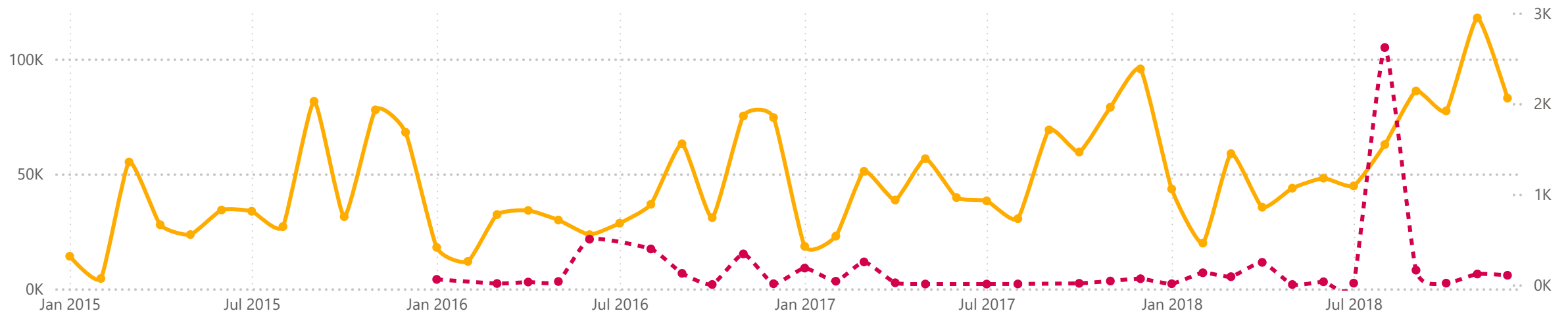
● Total Sales ◆ Max Sales per Year ● 3M Rolling Avg



2017

Sales Growth Compared to Same Month Last Year

● Total Sales ● YoY % by Month



2018

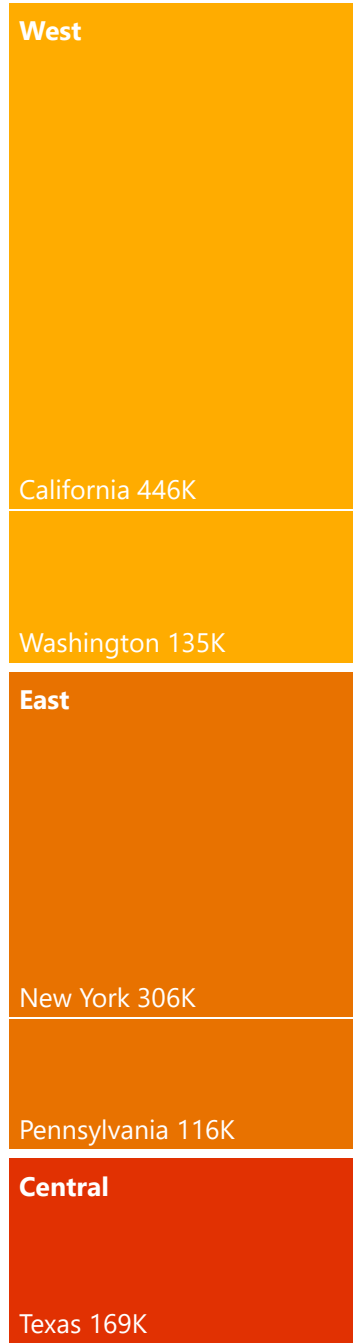
2015

2016

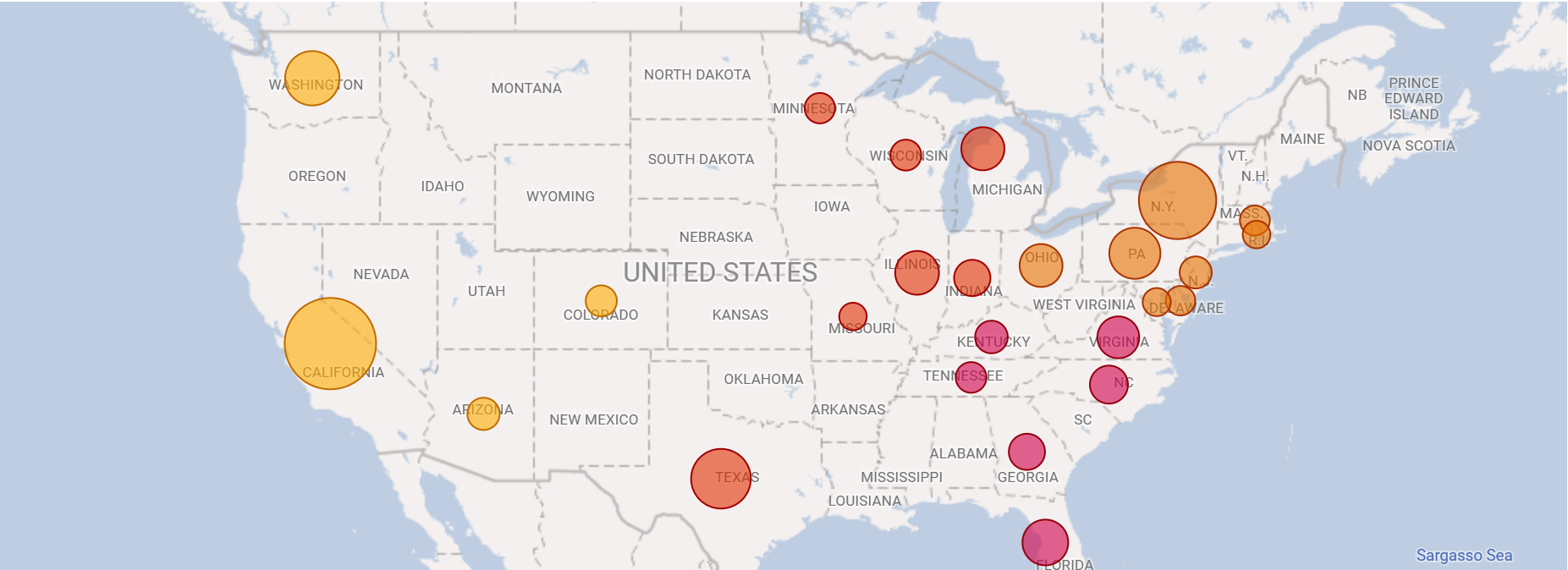
2017

2018

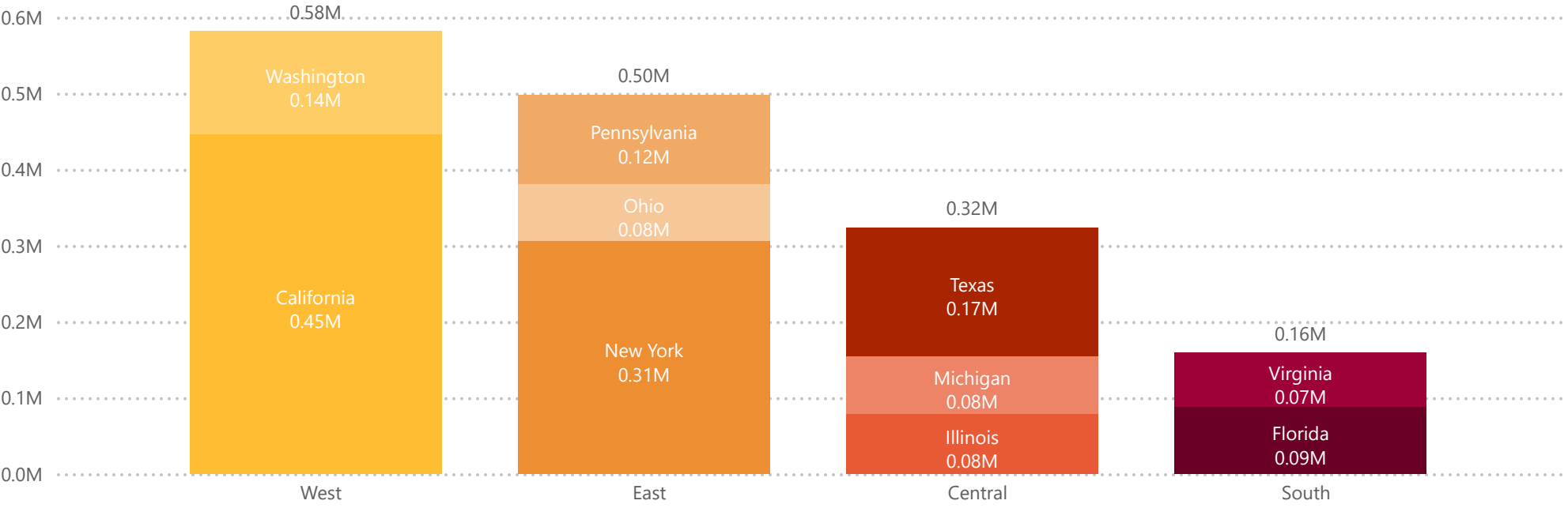
Regional Top 10% States



Sales Distribution by State and Region



Top 20% Revenue States per Region



2015

2016

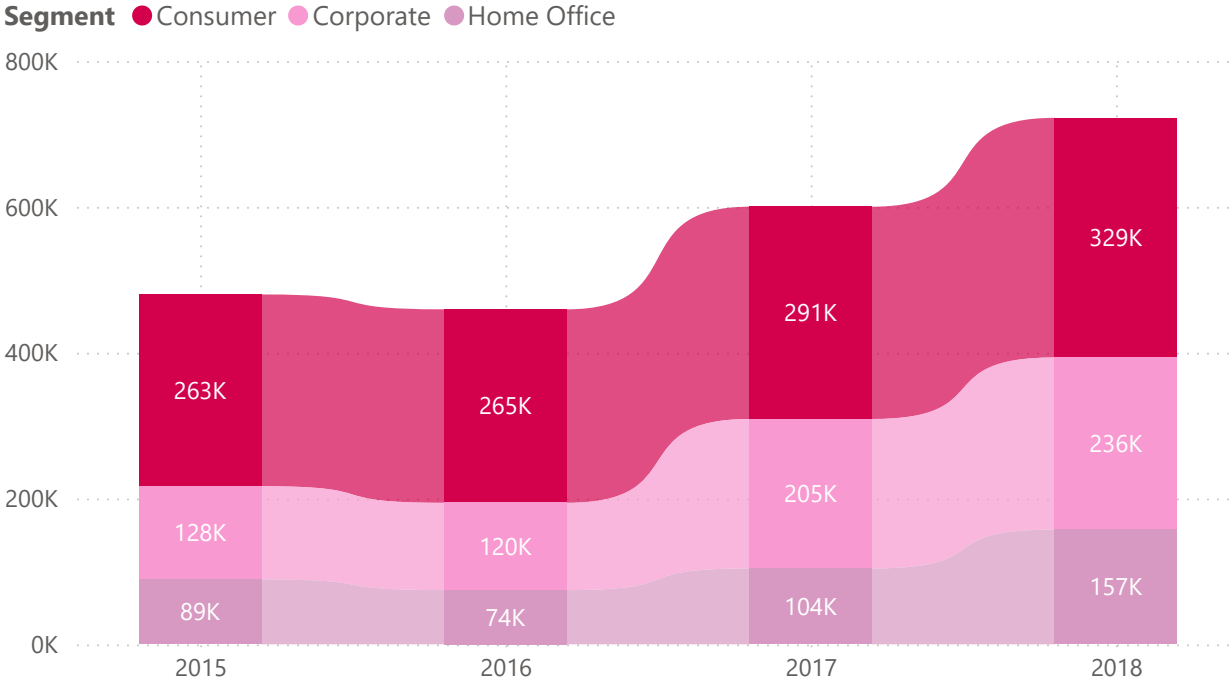
2017

2018

Top 10 Customers by Segment

Segment	Total Sales
Consumer	
Raymond Buch	15.12K
Adrian Barton	14.47K
Ken Lonsdale	14.18K
Sanjit Chand	14.14K
Hunter Lopez	12.87K
Sanjit Engle	12.21K
Christopher Conant	12.13K
Home Office	
Sean Miller	25.04K
Tom Ashbrook	14.60K
Corporate	
Tamara Chand	19.05K

Sales Trends by Segment Over Time



2.85K

Average Sales per Customer

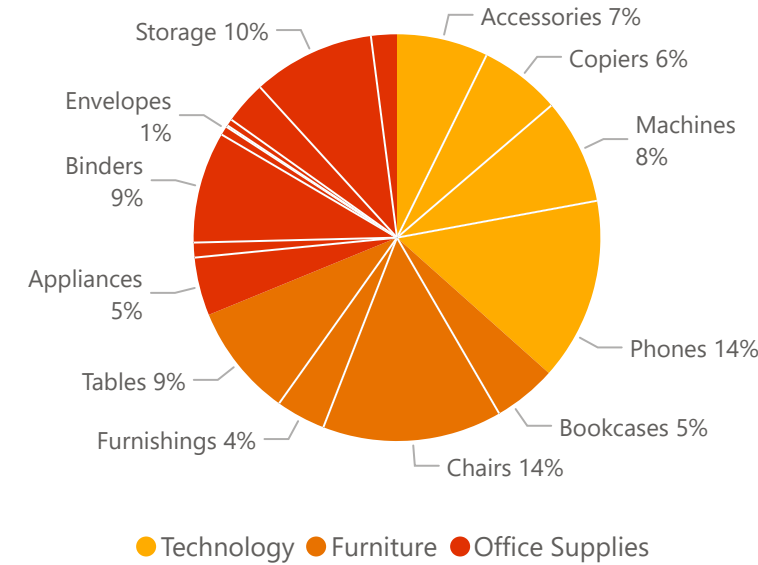
1861

Count of Product ID

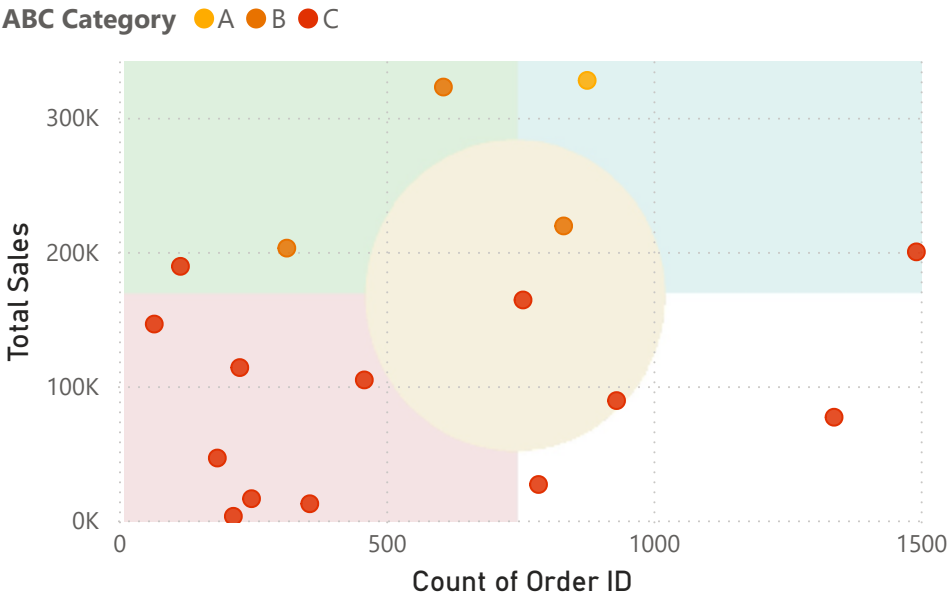
ABC Analysis by Product Sub-Category

Sub-Category	Total Sales	Sales Share %	ABC
Phones	327,782	14.49%	A
Chairs	322,823	14.27%	B
Storage	219,343	9.70%	B
Tables	202,811	8.97%	B
Accessories	164,187	7.26%	C
Appliances	104,618	4.63%	C
Art	26,705	1.18%	C
Binders	200,029	8.84%	C
Bookcases	113,813	5.03%	C
Copiers	146,248	6.47%	C
Envelopes	16,128	0.71%	C
Fasteners	3,002	0.13%	C
Furnishings	89,212	3.94%	C
Labels	12,348	0.55%	C
Machines	189,239	8.37%	C
Paper	76,828	3.40%	C
Supplies	46,420	2.05%	C

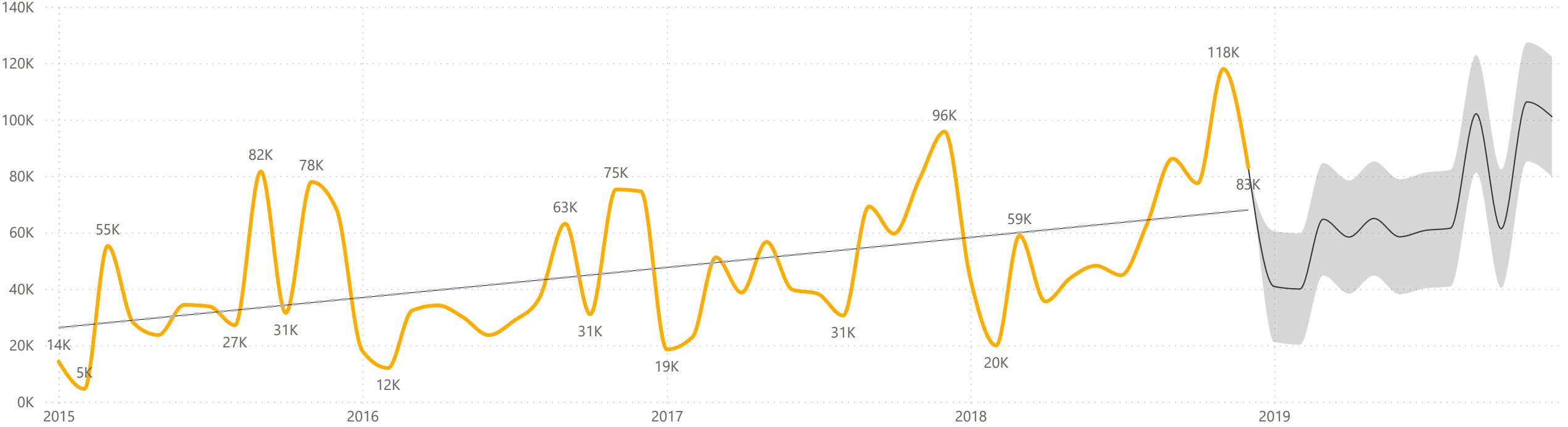
Sales Distribution by Category



Sales and Frequency Distribution by Sub-Category



Sales Forecast for the next Year



Segment

Consumer Growth %

5

Home Office Growth %

10

Corporate Growth %

25

Impact of Segment Growth on Total Sales

Total Sales Adjusted Sales

12.0%

Delta %

