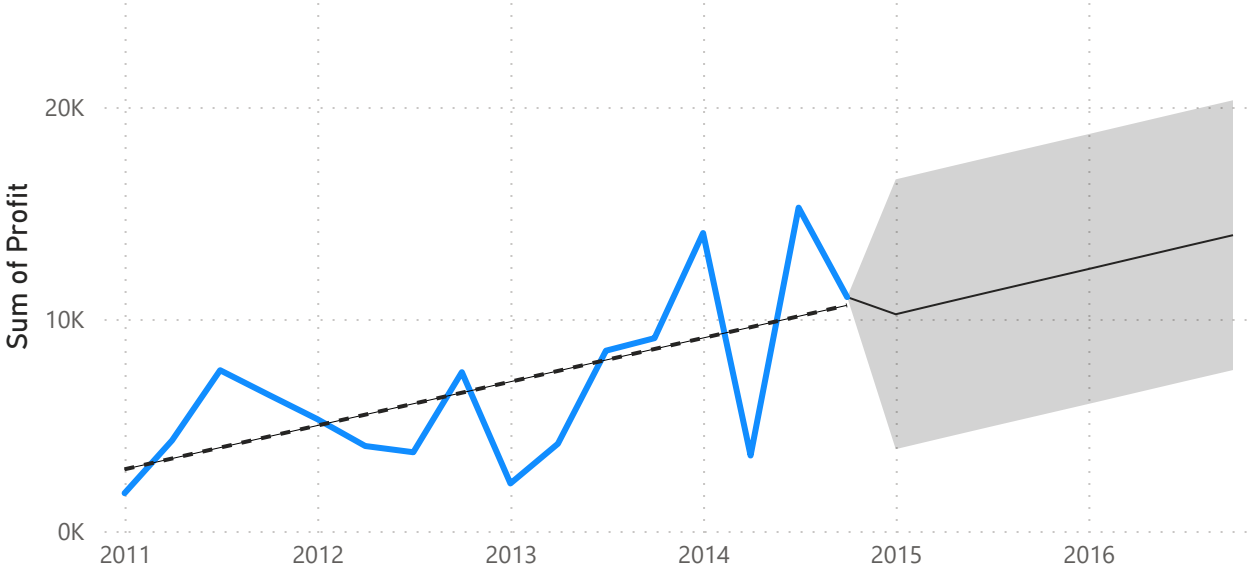


Sum of Profit by Year and Quarter



Category Office Supplies Sub-Category

Sum of Profit
1,08,418.45

Office Supplies
52,609.85

Technology
44,303.65

Furniture
11,504.95

Binders
16,096.80

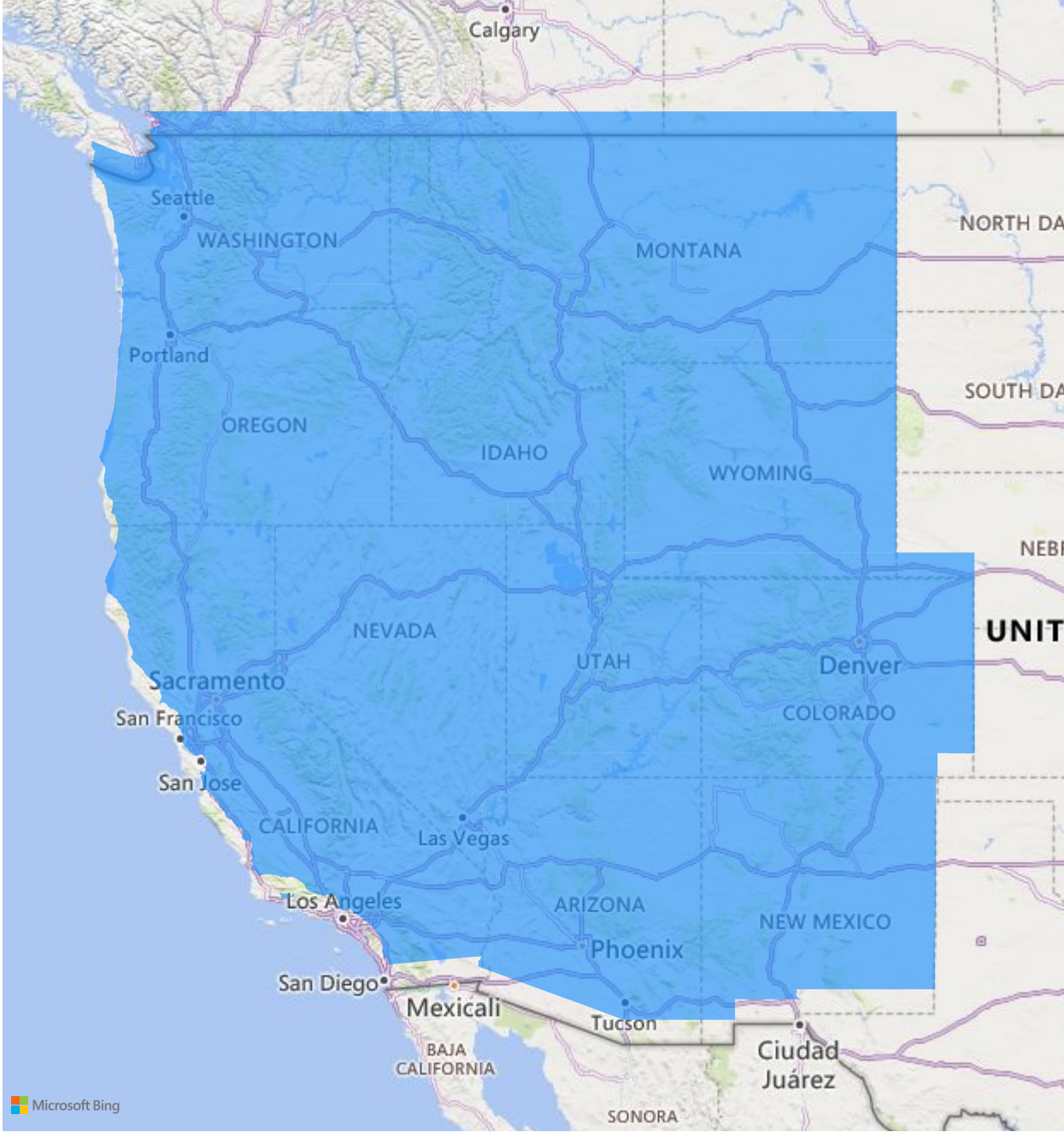
Paper
12,119.24

Storage
8,645.32

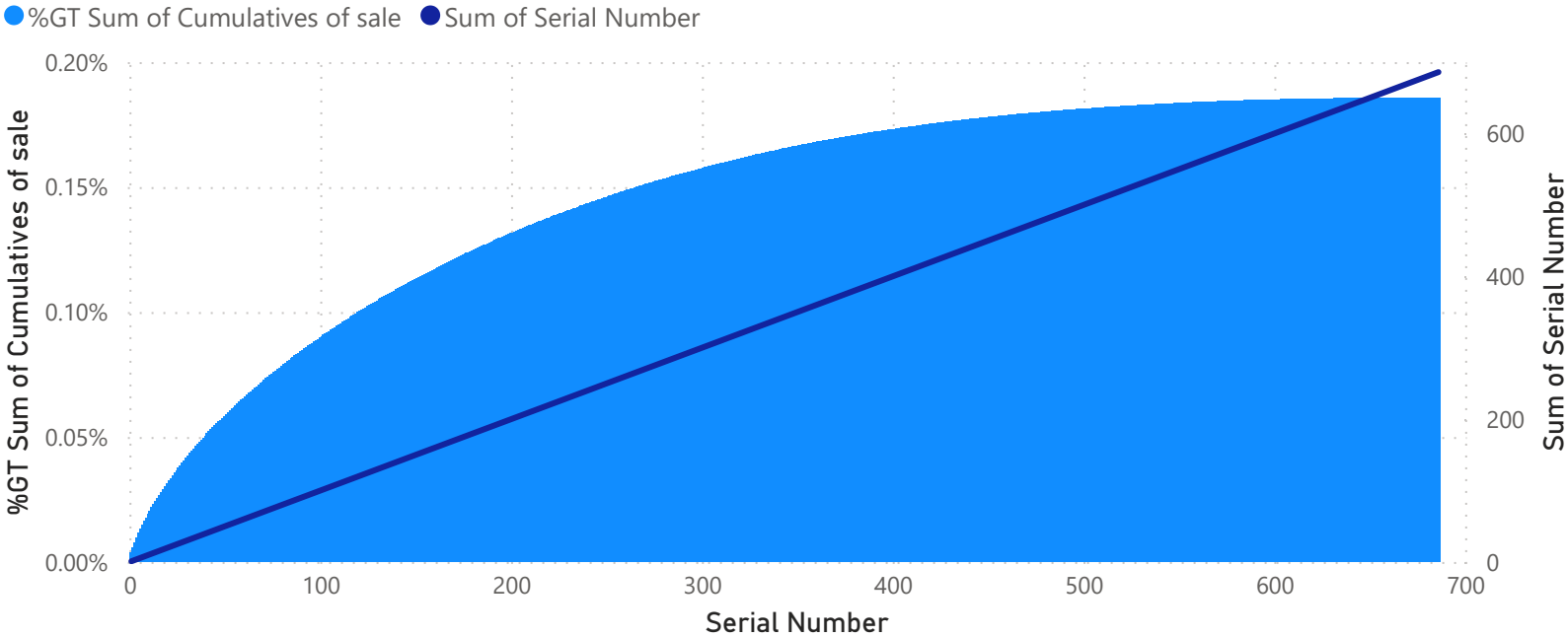
Appliances
8,261.27

Sum of Profit by State and Category

Category Furniture Office Supplies Technology



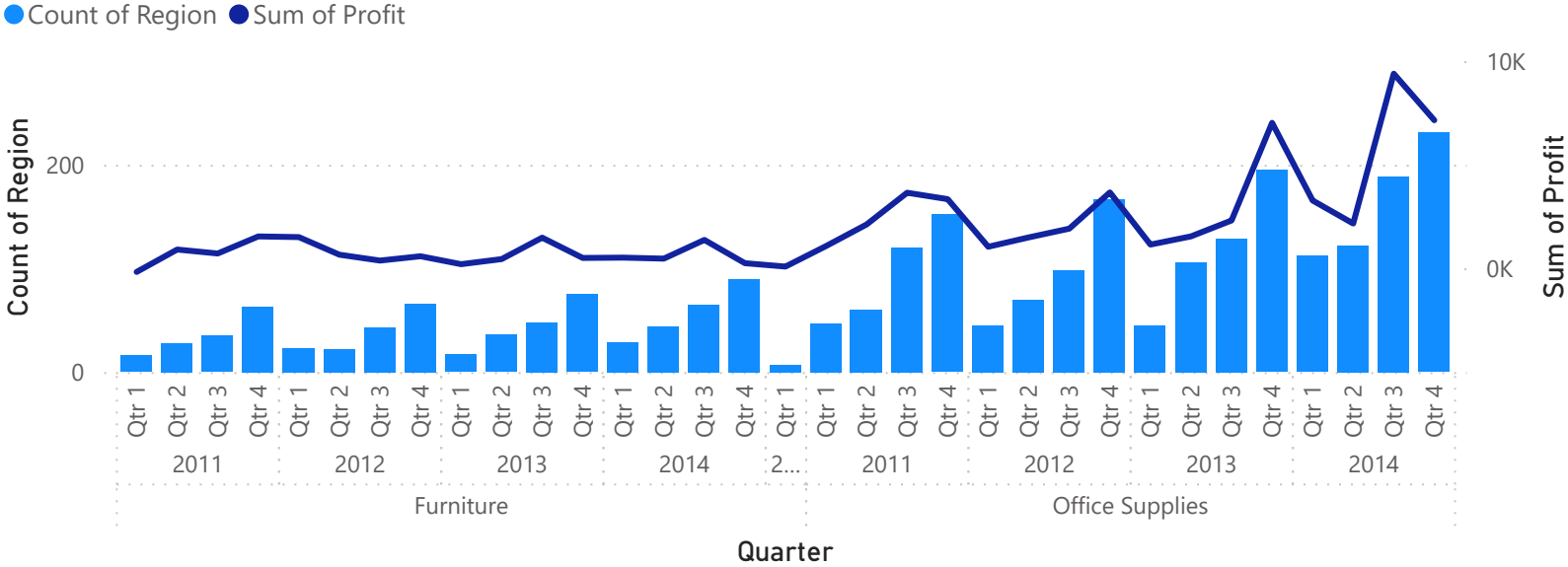
%GT Sum of Cumulatives of sale , Sum of Serial Number and %GT Sum of Cumulatives of sale by Serial Number



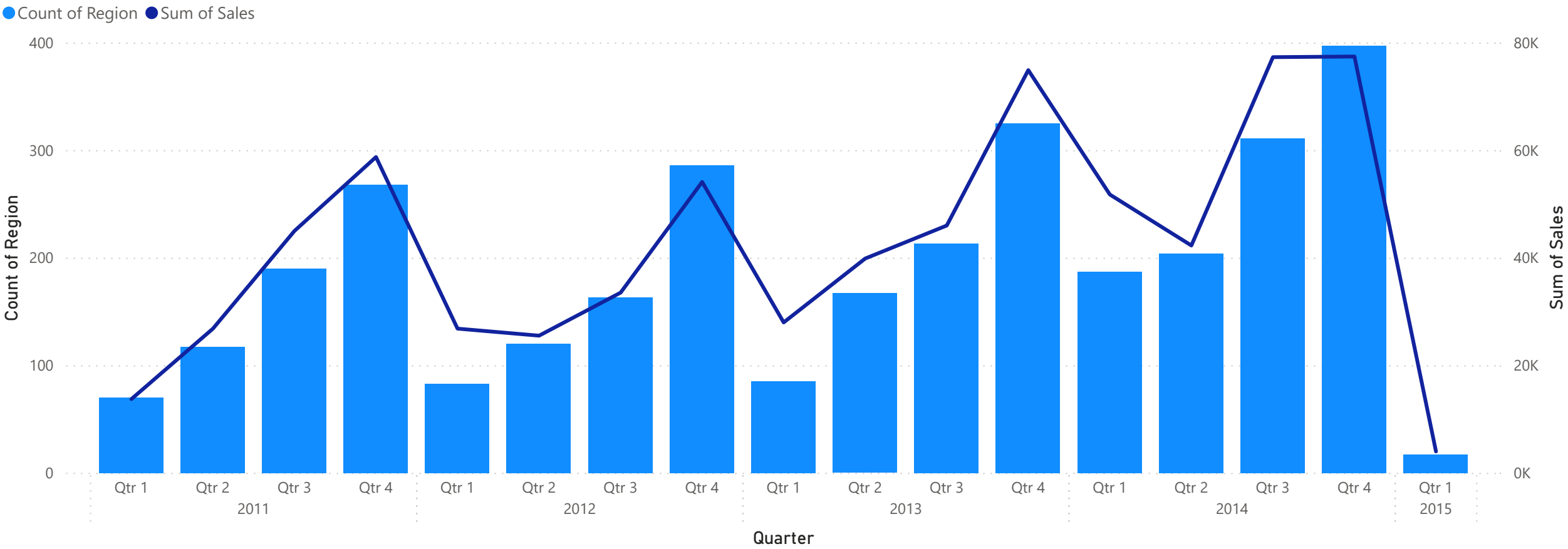
First Region, Sum of Profit and Sum of Sales by Country and Category



Count of Region and Sum of Profit by Category, Year and Quarter



Count of Region and Sum of Sales by Year and Quarter



Root cause analysis:

- 1. The profit in the year 2014 is 15,252.94 in the future also profit is going to increase which is show in the first graph were trend line is increase.
- 2. The sales in a fluctuating trend but in the 2015 it is showing the down drop in the above graph
- 3. The categories are divided into 3 type in the furniture has more sale then other two then come office supplies the lease one is technology.
- 4. The most of the sales and profit is from US to the company even the customer is more from western region.