

\$10,3K

\$9,1K

\$28,6K

\$11,6K

\$22,4K

\$21,3K

\$13,8K

\$21,8K

\$36,9K

\$31,8K

\$35,5K

\$43,4K

## Profit by Month

- 2014
- 2015
- 2016
- 2017

**\$2,3M**  
**Sales**

**\$286,41K**  
**Profit**

**38K**  
**Quantity sold**

**794**

**5009**  
**Total Orders**

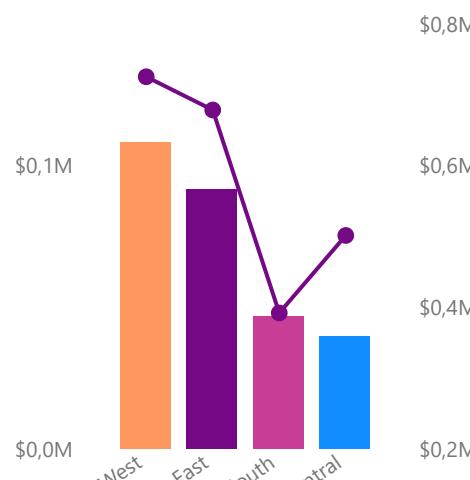
**3,96**  
**Avg. Ship Time**

State, city

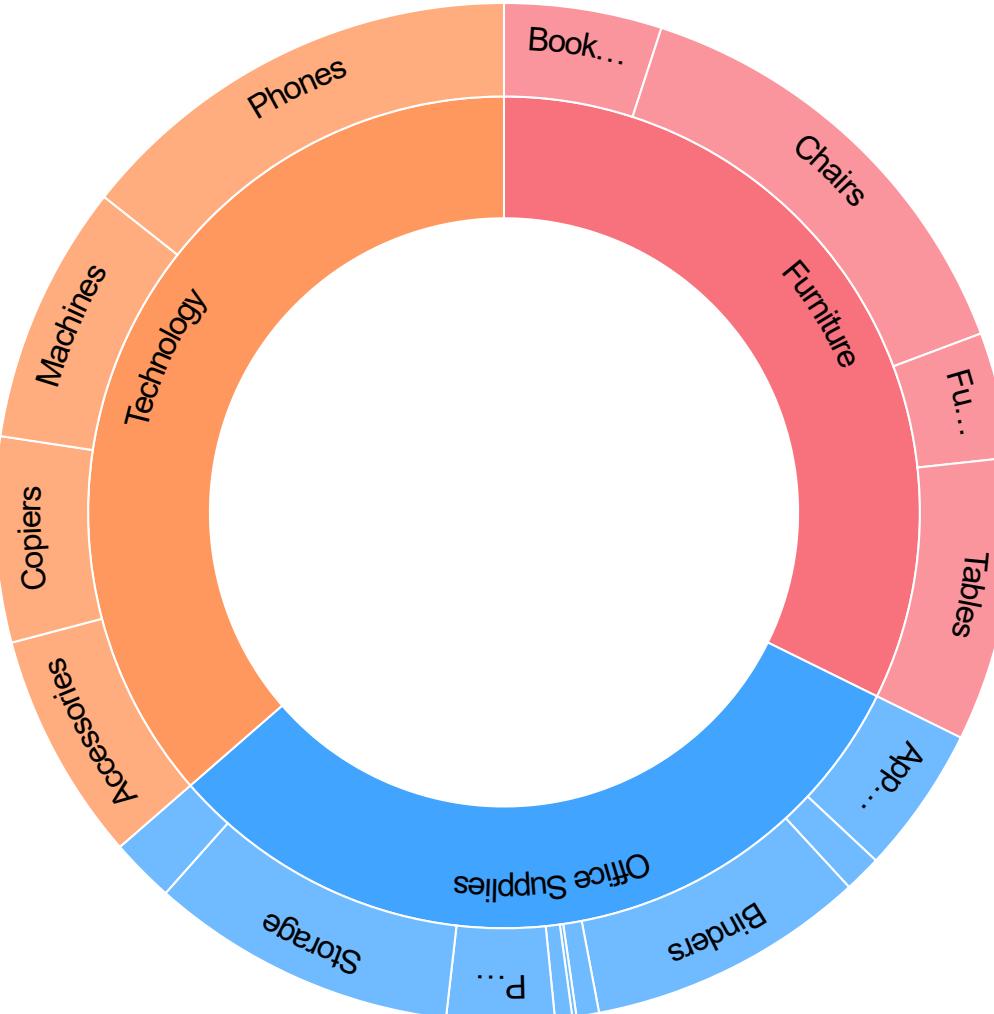
Central	South
East	West

### Profit and Sales by region

● Somme de profit ● Somme de sales



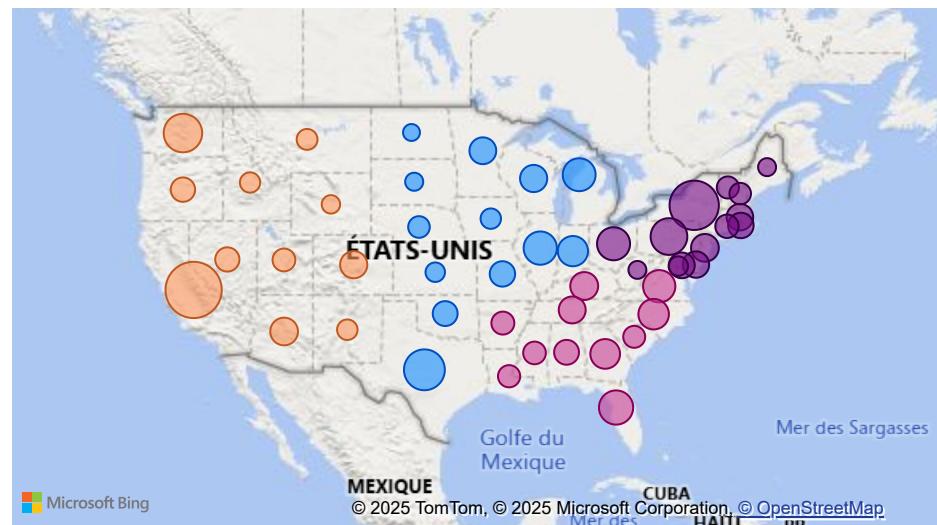
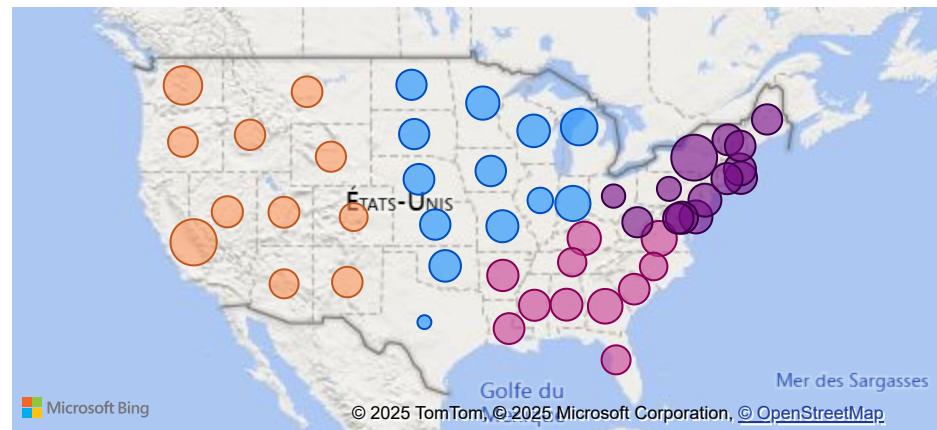
### Sales by category and sub\_category



### Nb. of clients

**Most profitable and sales states**

● Central ● East ● South ● West



\$95K

\$205K

\$137K

\$155K

\$153K

\$159K

\$308K

\$200K

\$352K

\$325K

\$60K

- 2014
- 2015
- 2016
- 2017

State, city

Tout

Central

South

East

West

### Top 5 Sub-Category Sales

Phones	\$330,01K
Chairs	\$328,17K
Storage	\$223,84K
Tables	\$206,97K
Binders	\$203,41K

**\$2,3M**
**\$286,41K**

Sales

Profit

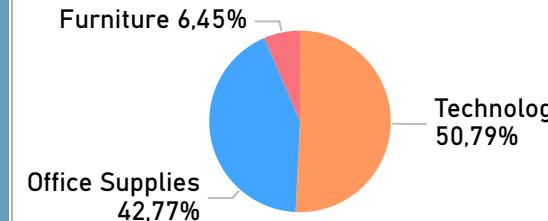
**38K**

Quantity sold

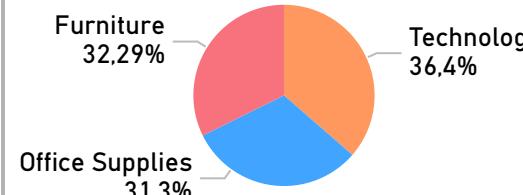
**794**
**5009**
**3,96**

Avg. Ship Time

#### Profit by Category



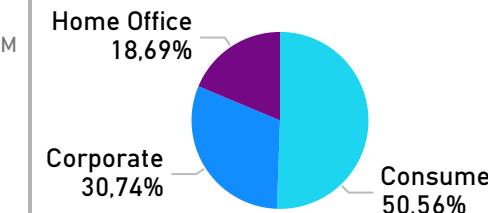
#### Sales by Category



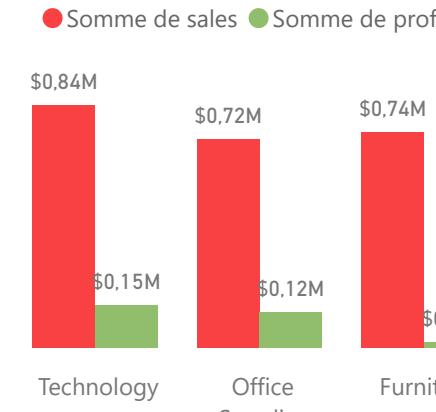
#### Sales by ship mode



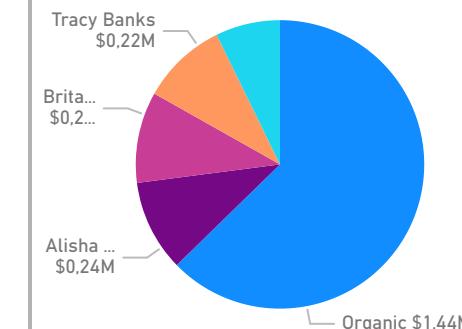
#### Sales by segment



#### Best-selling and most profitable categories



#### Sales by Team Manager



#### Most profitable and sales states

Central



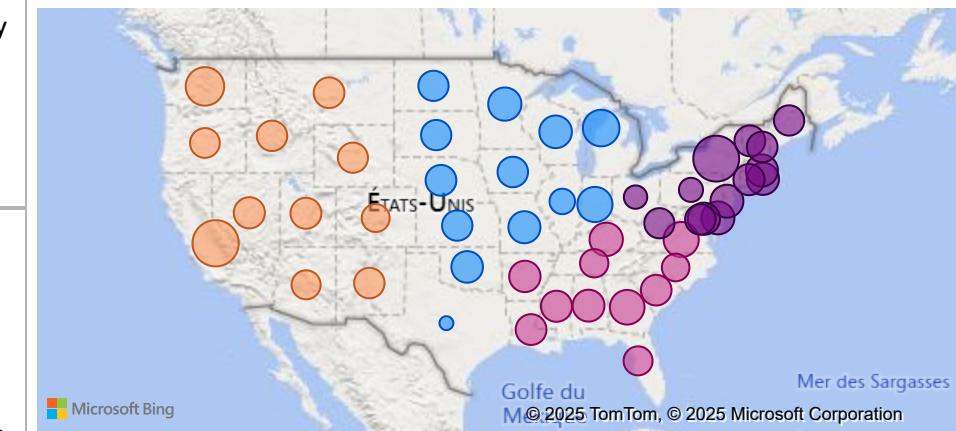
East



South



West



- 2014
- 2015
- 2016
- 2017

Accessories

Art

Bookcases

Copiers

Fasteners

Labels

Paper

Storage

Tables

Appliances

Binders

Chairs

Envelopes

Furnishings

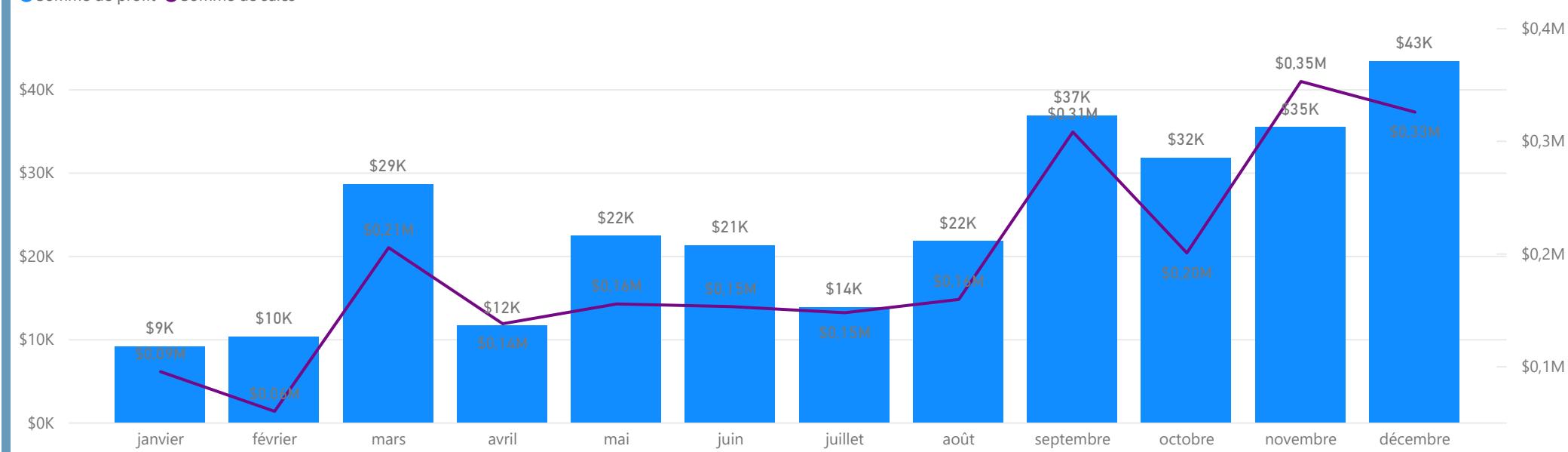
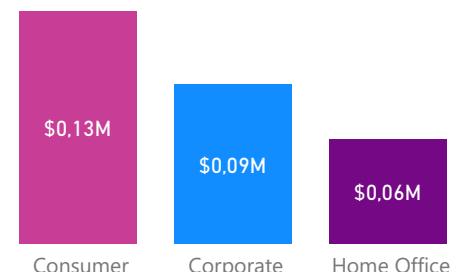
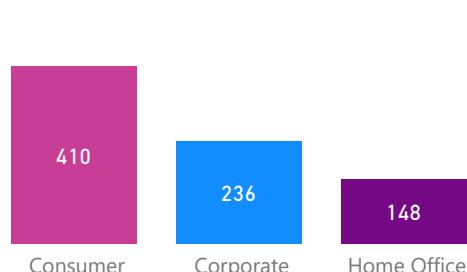
Machines

Phones

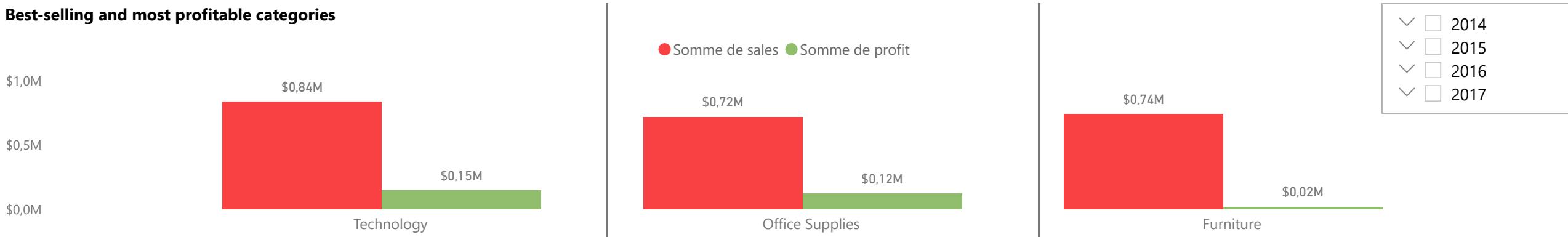
Supplies

**State, city**

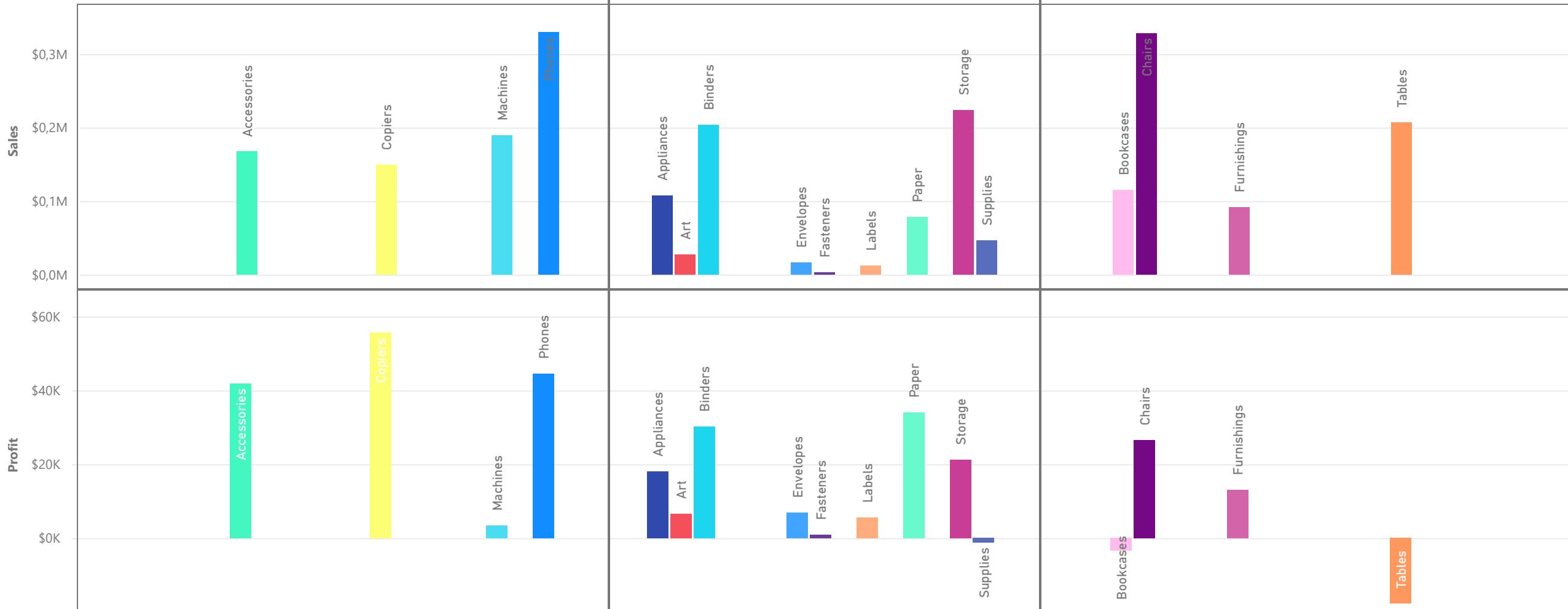
- Alabama
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Florida
- Georgia
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Texas
- Utah
- Vermont
- Washington
- West Virginia
- Wisconsin
- Wyoming

**Profit and Sales by Months**
● Somme de profit   ● Somme de sales
**Most profitable customer segment****Nb. of clients****Quantity sold by category**

## Best-selling and most profitable categories



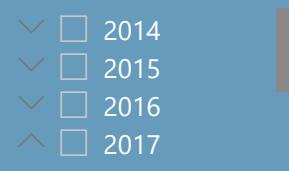
## Best-selling and most profitable sub\_categories



Alisha Cordwell | Britanny Bold | James Goodwill | Organic | Tracy Banks

Consumer | Corporate | Home Office

Furniture | Office Supplies | Technology

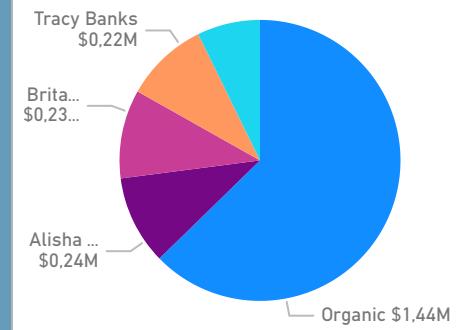


Accessories	Art	Bookcases	Copiers	Fasteners	Labels	Paper	Storage	Tables
Appliances	Binders	Chairs	Envelopes	Furnishings	Machines	Phones	Supplies	

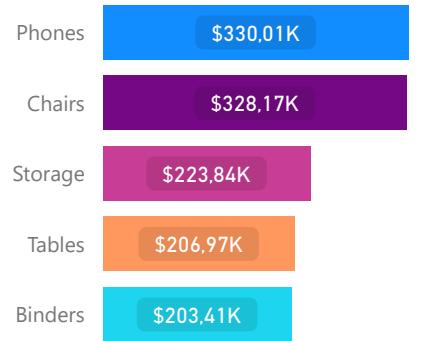
State, city  
Tout

Central | South  
East | West

### Sales by Team Manager



### Top 5 Sub-Category Sales

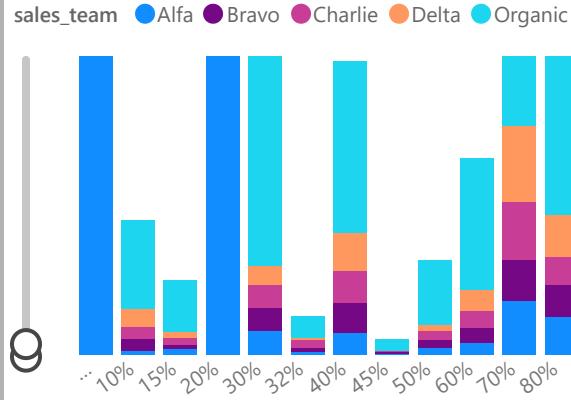


### Profit and Sales by region

● Somme de profit ● Somme de sales



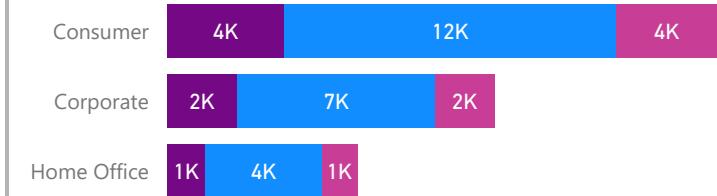
### Discount given by Sales Team



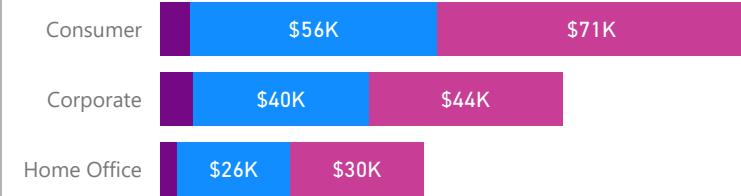
### Sales by category



### Quantity sold



### Most Profit by customer segment

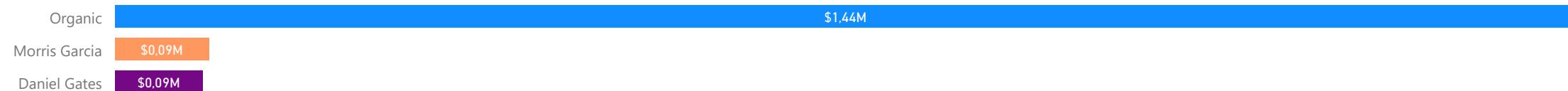


### Most Sales by customer segment



### Sales by Team Representative

● Alisha Cordwell ● Britanny Bold ● James Goodwill ● Organic ● Tracy Banks



Furniture

Office Supplies

Technology

Consumer

Corporate

Home Office

Accessories

Art

Bookcases

Copiers

Fasteners

Labels

Paper

Storage

Tables

Appliances

Binders

Chairs

Envelopes

Furnishings

Machines

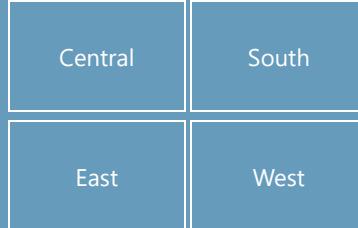
Phones

Supplies

- 2014
- 2015
- 2016
- 2017

State, city

Tout



Product Name

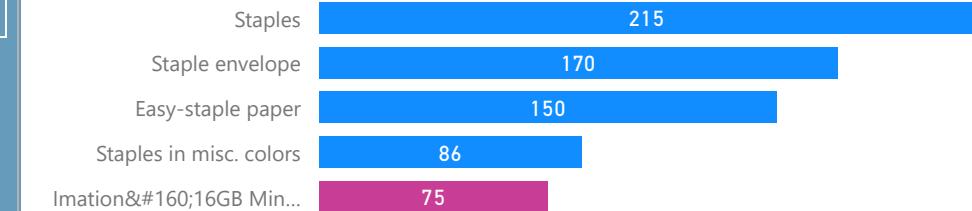
Tout

Customer name

- Aaron Bergman
- Aaron Hawkins
- Aaron Smayling
- Adam Bellavance
- Adam Hart
- Adam Shillingsburg
- Adrian Barton
- Adrian Hane
- Adrian Shami
- ...

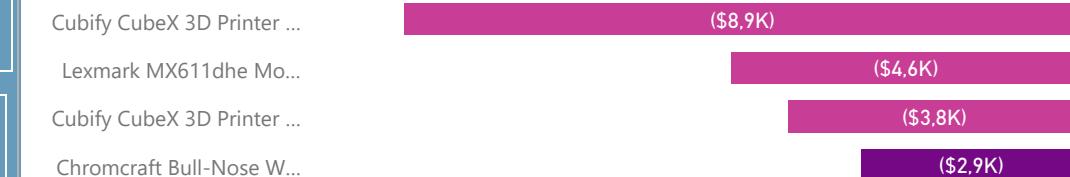
### Quantity sold

category Furniture Office Supplies Technology



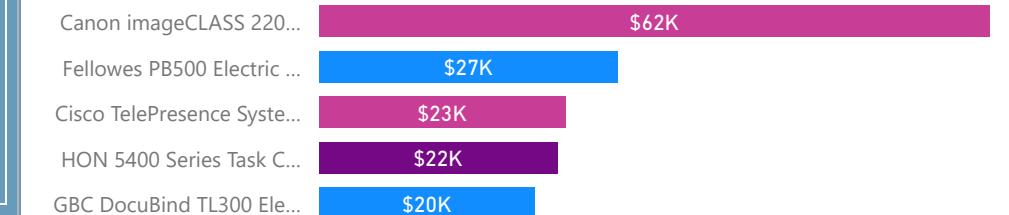
### Profit

category Furniture Office Supplies Technology



### Sales

category Furniture Office Supplies Technology



### Most profitable and sales states

Central East South West

