



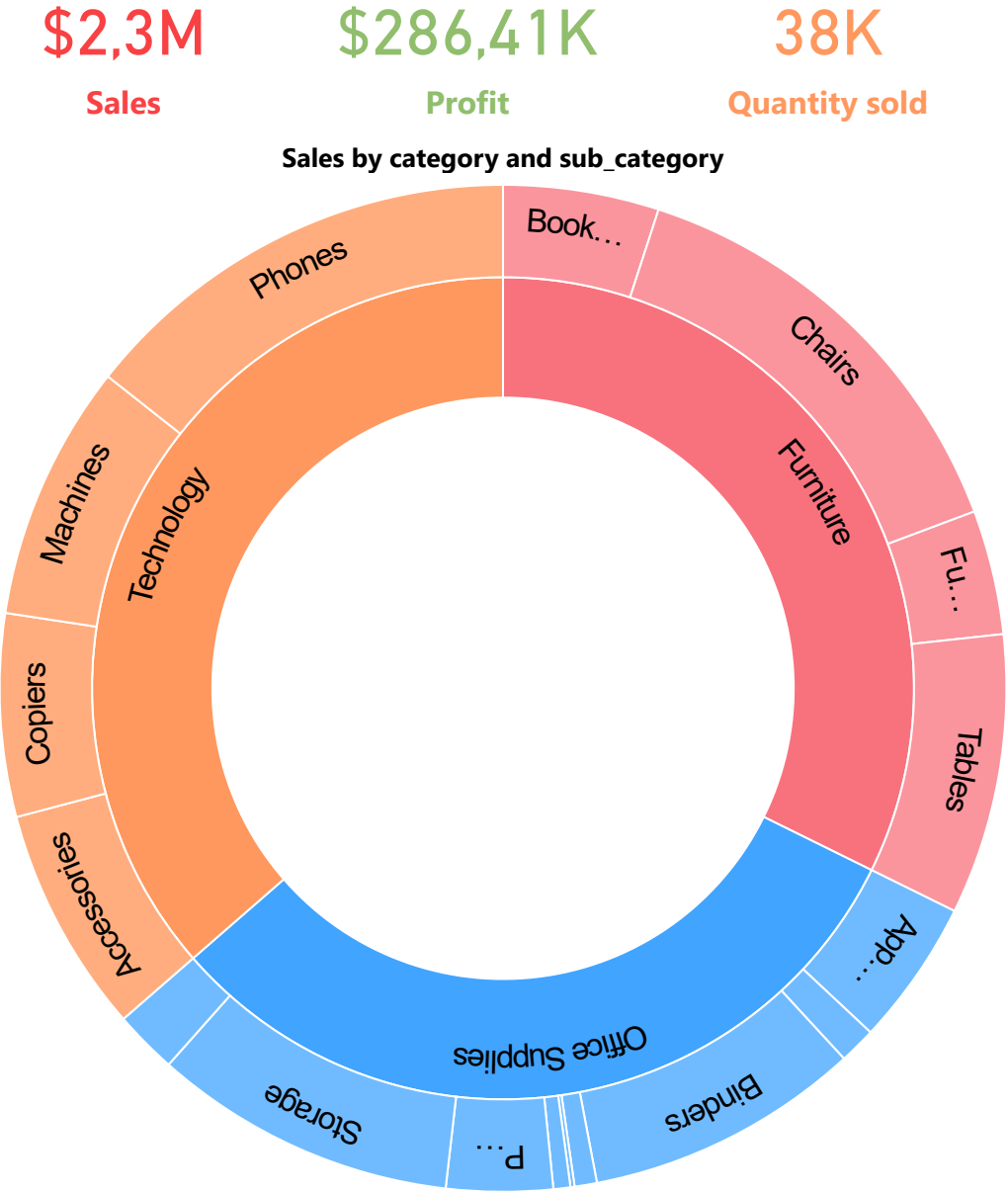
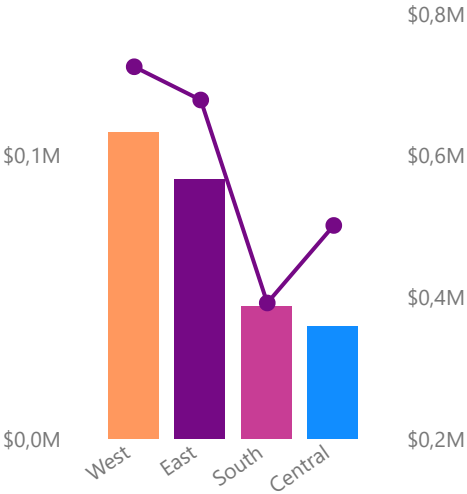
2014
2015
2016
2017

State, city
Tout

Central South
East West

Profit and Sales by region

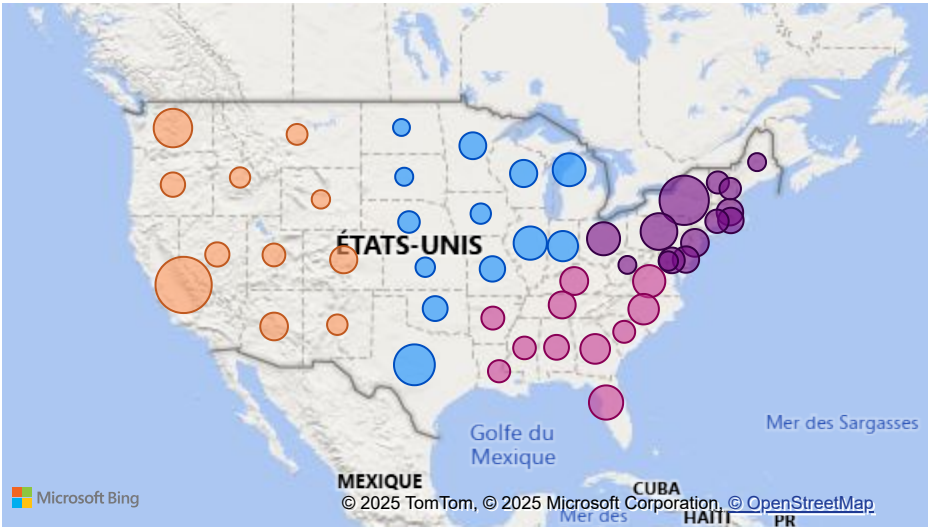
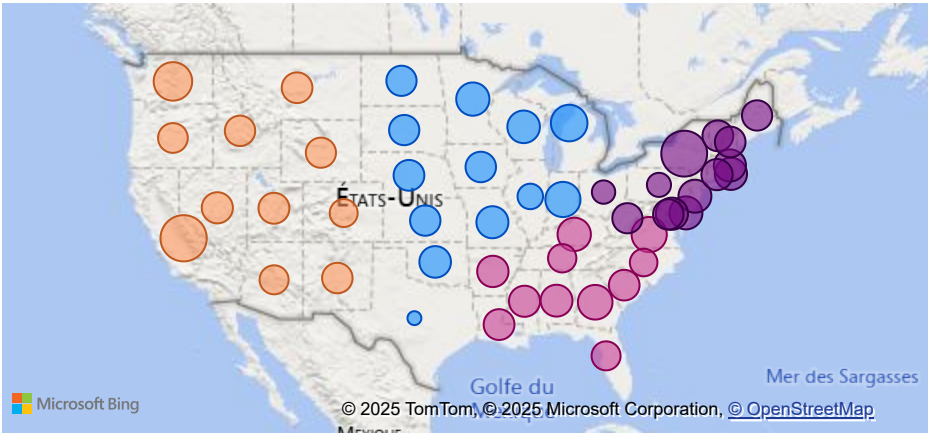
Somme de profit Somme de sales



794 5009 3,96
Nb. of clients Total Orders Avg. Ship Time

Most profitable and sales states

Central East South West



\$95K

\$155K

\$153K

\$159K

\$60K

\$205K

\$137K

\$147K

\$308K

\$200K

\$352K

\$325K

- 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

Sales

\$286,41K

Profit

38K

Quantity sold

794

Nb. of clients

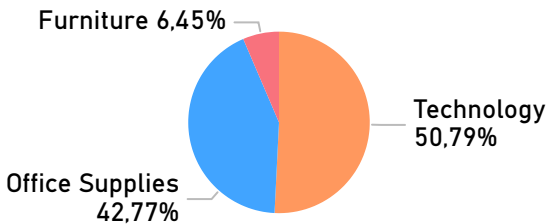
5009

Total Orders

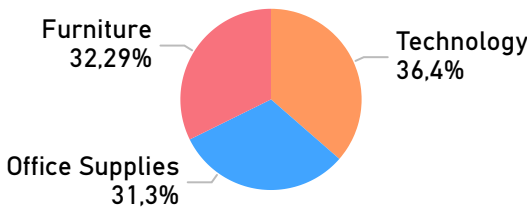
3,96

Avg. Ship Time

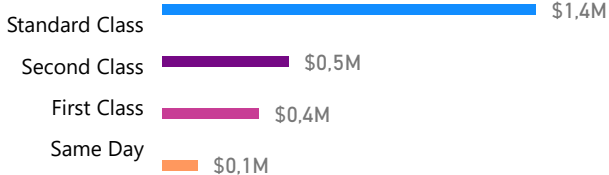
Profit by Category



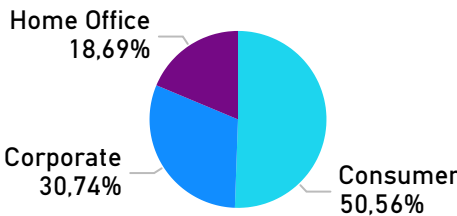
Sales by Category



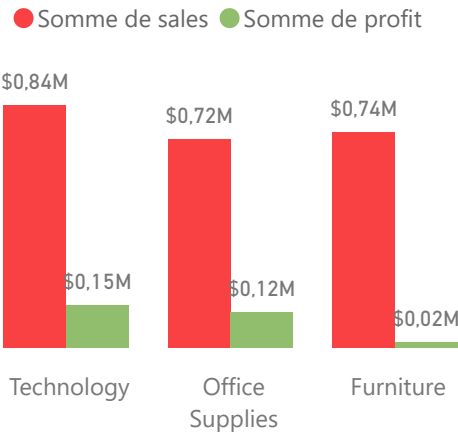
Sales by ship mode



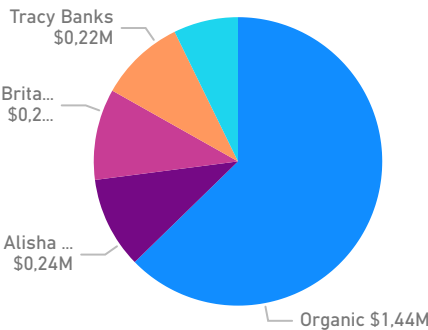
Sales by segment



Best-selling and most profitable categories

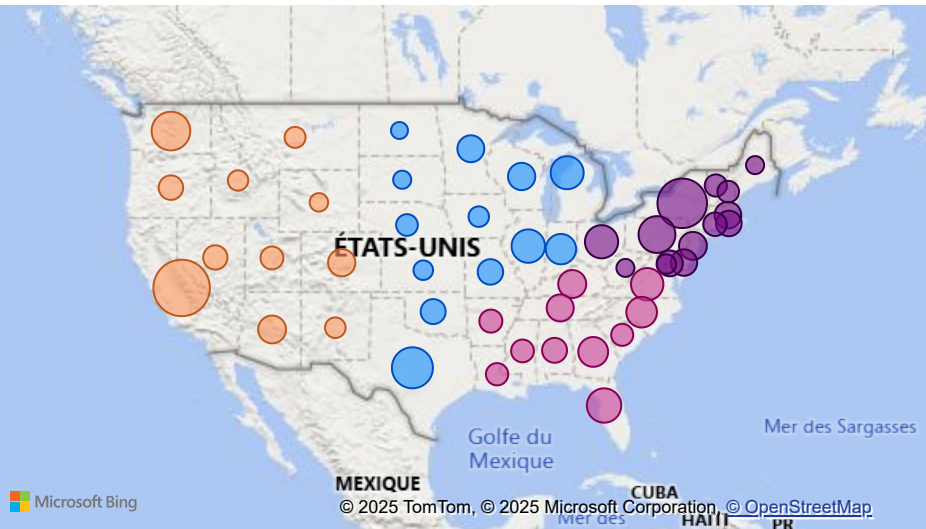
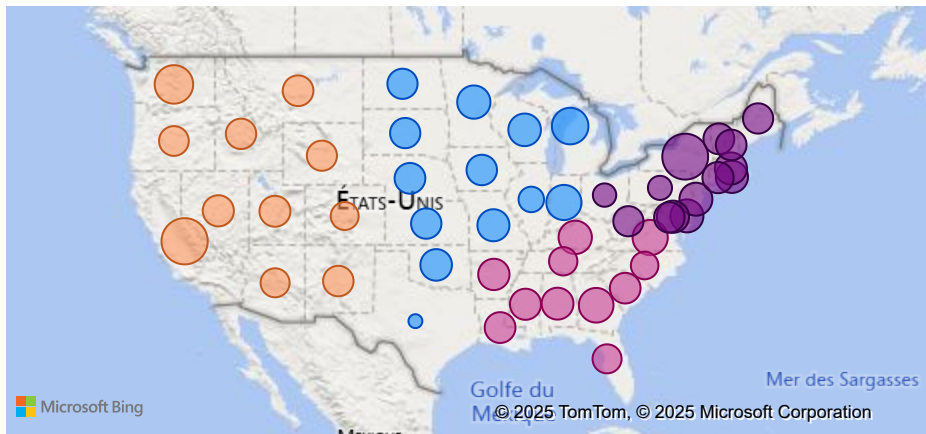


Sales by Team Manager



Most profitable and sales states

Central East South West





Furniture

Office Supplies

Technology

Accessories

Art

Bookcases

Copiers

Fasteners

Labels

Paper

Storage

Tables

Appliances

Binders

Chairs

Envelopes

Furnishings

Machines

Phones

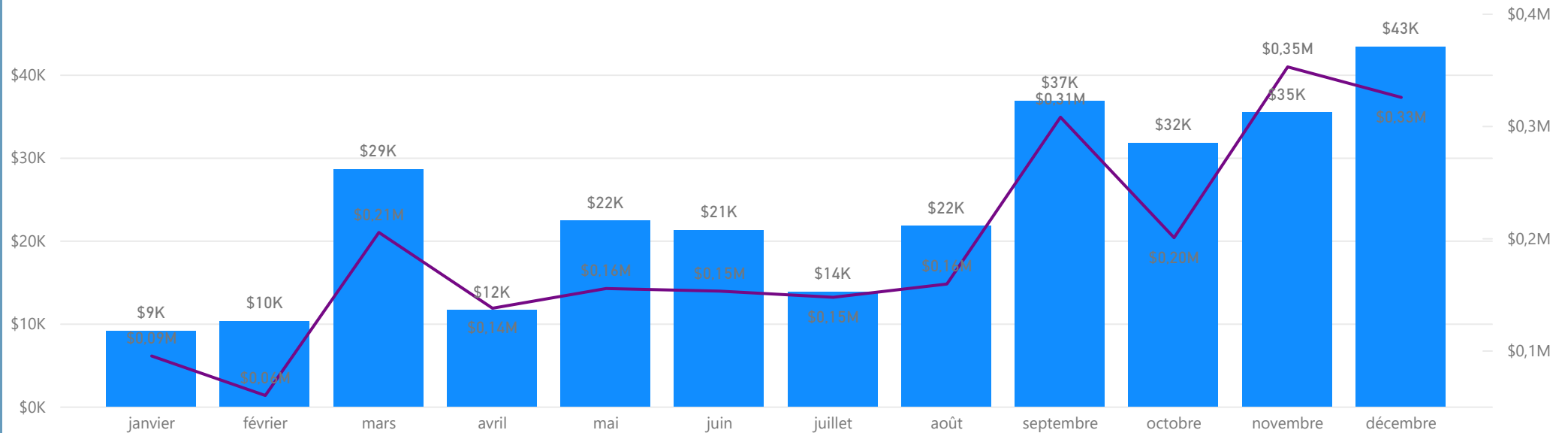
Supplies

State, city

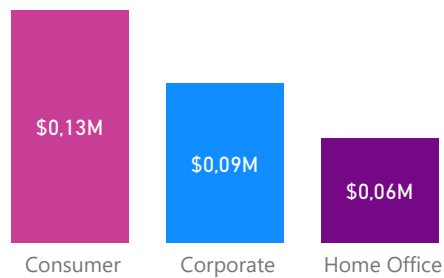
- ☐ Alabama
- ☐ Arizona
- ☐ Arkansas
- ☐ California
- ☐ Colorado
- ☐ Connecticut
- ☐ Delaware
- ☐ District of Columbia
- ☐ Florida
- ☐ Georgia
- ☐ Idaho
- ☐ Illinois
- ☐ Indiana
- ☐ Iowa
- ☐ Kansas
- ☐ Kentucky
- ☐ Louisiana
- ☐ Maine
- ☐ Maryland
- ☐ Massachusetts
- ☐ Michigan
- ☐ Minnesota
- ☐ Mississippi
- ☐ Missouri
- ☐ Montana

Profit and Sales by Months

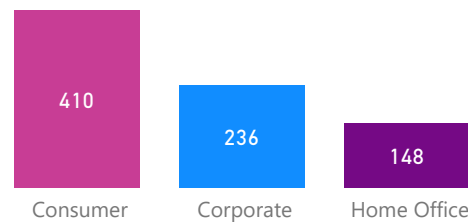
Somme de profit Somme de sales



Most profitable customer segment



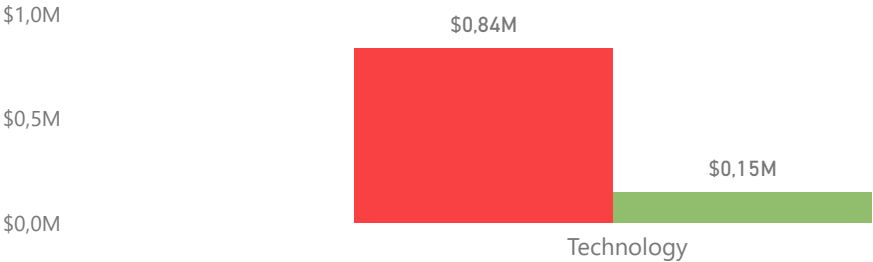
Nb. of clients



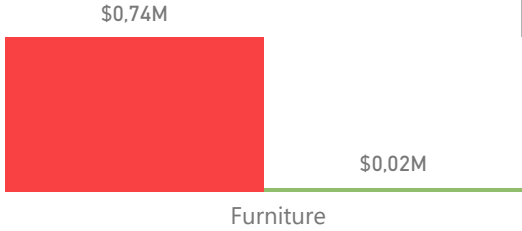
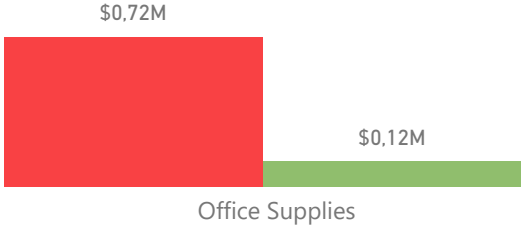
Quantity sold by category



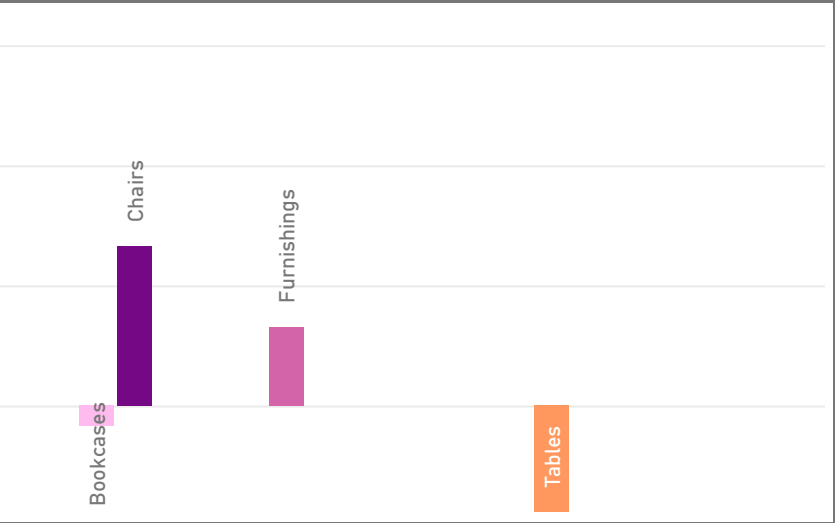
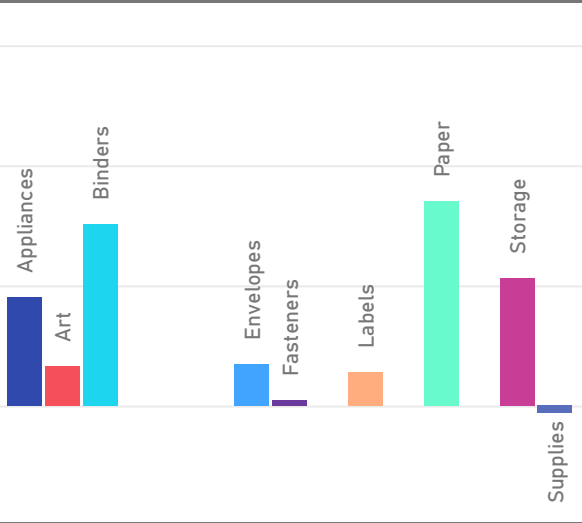
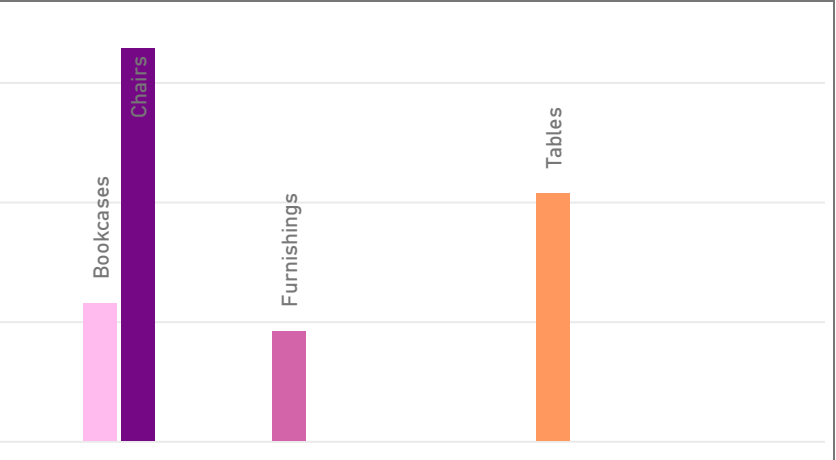
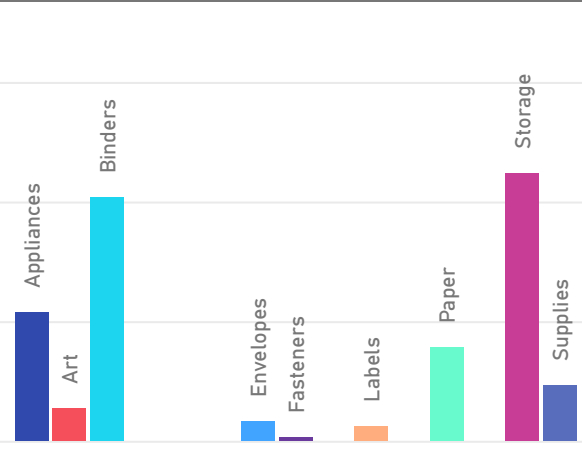
Best-selling and most profitable categories



● Somme de sales ● Somme de profit



Best-selling and most profitable sub_categories





- ▼

2014
- ▼

2015
- ▼

2016
- ▲

2017

State, city

Tout

Central

South

East

West

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

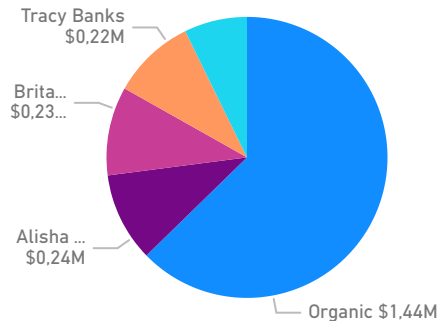
Furnishings

Machines

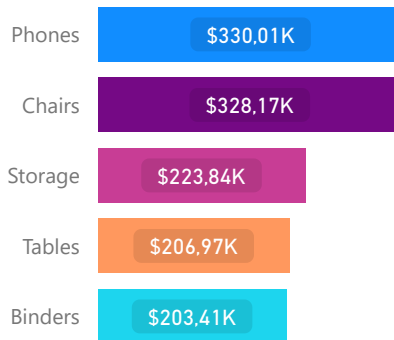
Phones

Supplies

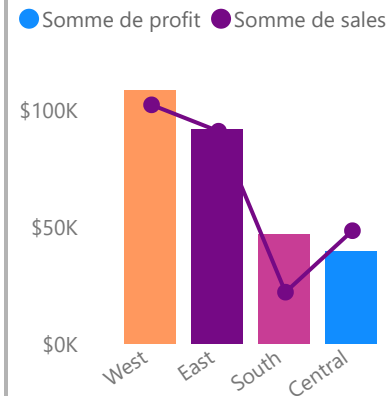
Sales by Team Manager



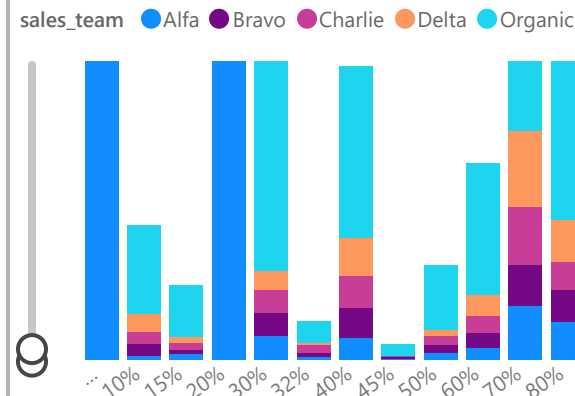
Top 5 Sub-Category Sales



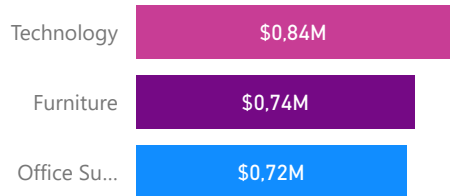
Profit and Sales by region



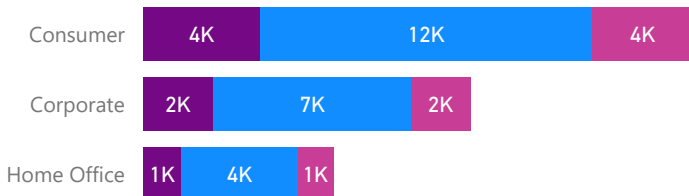
Discount given by Sales Team



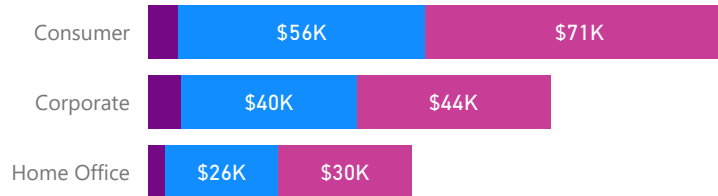
Sales by category



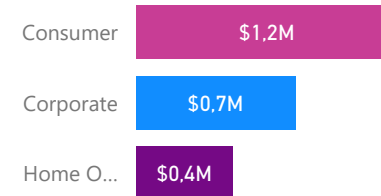
Quantity sold



Most Profit by customer segment

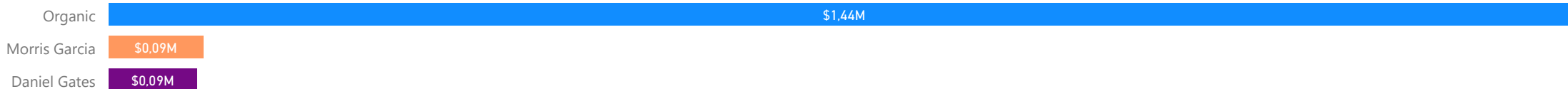


Most Sales by customer segment



Sales by Team Representative

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



- ▼ ☐ 2014
- ▼ ☐ 2015
- ▼ ☐ 2016
- ▲ ☐ 2017

State, city

Tout

Central

South

East

West

Product Name

Tout

Customer name

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

Furniture

Office Supplies

Technology

Consumer

Corporate

Home Office

Accessories

Art

Bookcases

Copiers

Fasteners

Labels

Paper

Storage

Tables

Appliances

Binders

Chairs

Envelopes

Furnishings

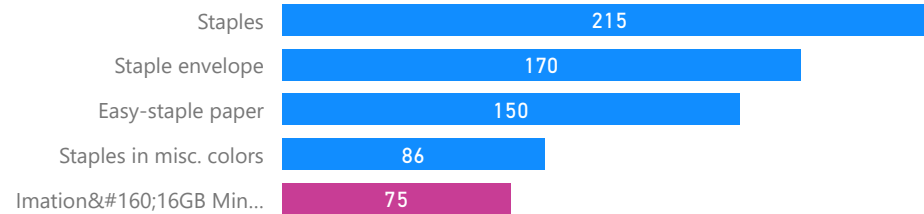
Machines

Phones

Supplies

Quantiy sold

category ● Furniture ● Office Supplies ● Technology



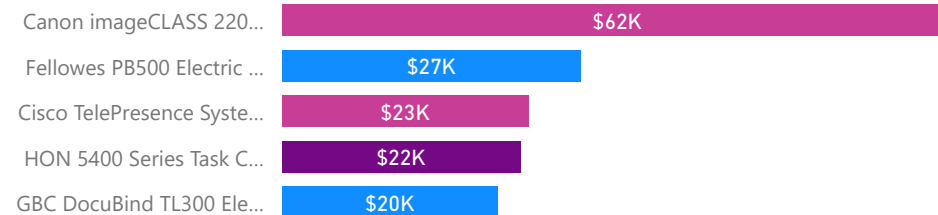
Profit

category ● Furniture ● Office Supplies ● Technology



Sales

category ● Furniture ● Office Supplies ● Technology



Most profitable and sales states

● Central ● East ● South ● West

