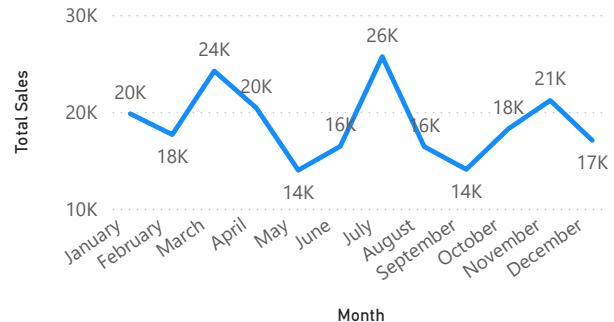


### Total Sales by Month



### Total Sales by City and Region



0.13

fit Margin %

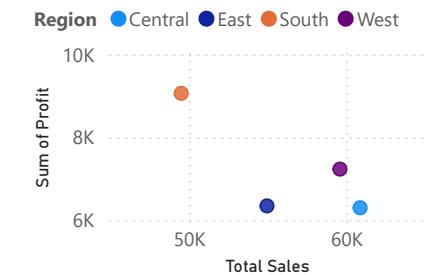
224.95K

Total Sales

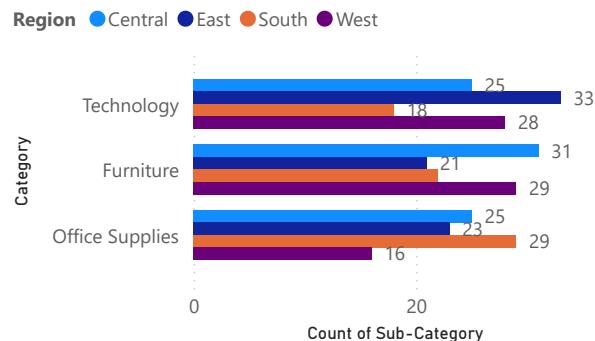
28.94K

Total Profit

### Sales vs Profit



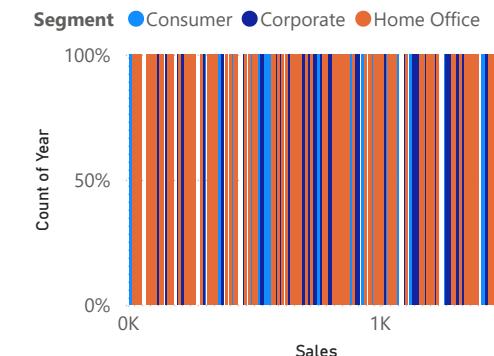
### Count of Sub-Category by Category and Region



### Total Sales by Category and Sub-Category



### Count of Year by Sales and Segment



## Date range, Region, Category

Year	Month	Region	Category	Sum of Profit
2019	January	Central	Furniture	298.82
2019	January	Central	Office Supplies	120.34
2019	January	East	Furniture	464.62
2019	January	East	Office Supplies	502.76
2019	January	East	Technology	-10.72
2019	January	South	Furniture	629.02
2019	January	South	Technology	435.76
2019	January	West	Furniture	-51.75
2019	January	West	Technology	-6.85
2019	February	Central	Furniture	-3.94
2019	February	Central	Office Supplies	142.61
2019	February	Central	Technology	202.85
2019	February	East	Technology	62.60
2019	February	South	Furniture	-167.80
2019	February	South	Office Supplies	358.29
2019	February	South	Technology	90.36
2019	February	West	Furniture	179.75
2019	February	West	Office Supplies	428.80
2019	February	West	Technology	532.59
2019	March	Central	Furniture	679.94
2019	March	Central	Office Supplies	129.33
2019	March	Central	Technology	49.52
2019	March	East	Furniture	221.43
2019	March	East	Office Supplies	500.65
2019	March	East	Technology	100.33
<b>Total</b>				<b>28,942.10</b>

## Sales, Month

- ▼  11.69
- ▼  16.17
- ▼  24.65
- ▼  31.30
- ▼  34.74
- ▼  35.84
- ▼  40.64
- ▼  42.37
- ▼  44.14
- ▼  46.43
- ▼  50.14
- ▼  51.88
- ▼  77.67
- ▼  81.32
- ▼  83.47
- ▼  89.93
- ▼  90.17
- ▼  92.23
- ▼  95.43

## Insights

- Technology leads with highest sales
- West region drives majority of revenue
- Chairs category shows declining trend

## Recommendations

- Invest more in Technology promotions
- Improve inventory in West region
- Reevaluate pricing for Chairs

This is required in your Elevate Labs task.