



# ID Analytics Consulting Services Ltd.

Where we find your competitive edge



Home

Dashboard

Sales

Product

Customer  
base

Self Service  
BI



# Operational Dashboard

Order Date Filter

03/01/2015

30/12/2018

\$2.26M

Total Sales

\$230.77

Avg. Spend per Transaction

9.8K

# of orders

793

Distinct Customers

State

All

City

All

Category

All

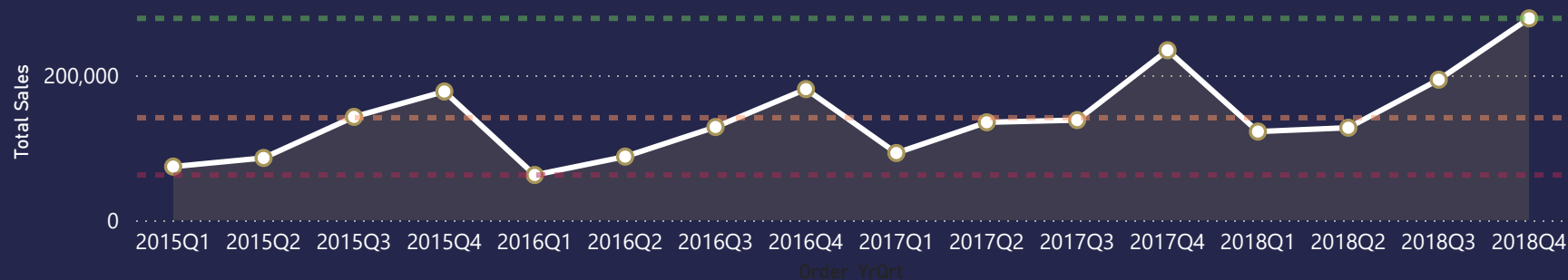
Sub-category

All

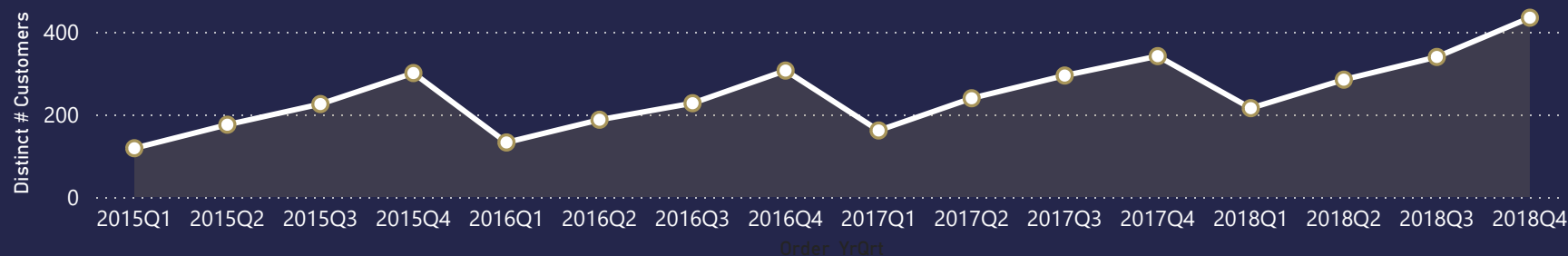
Product Name

All

Total Sales in each business quarter

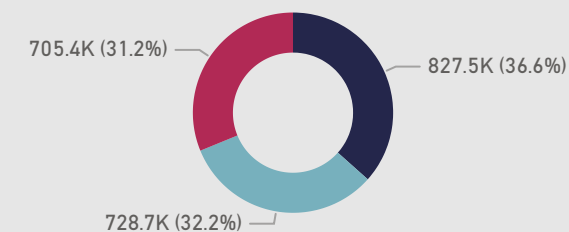


Number of distinct customers in each business quarter



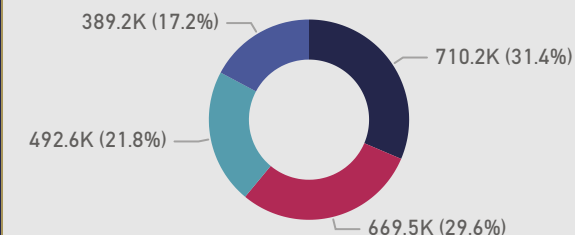
Sales by category

Technology Furniture Office Supplies



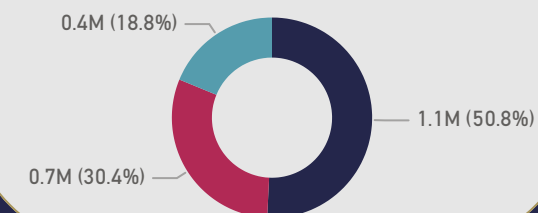
Sales by region

West East Central South



Sales by demand

Consumer Corporate Home Office





# Sales Analysis

Order Date Filter

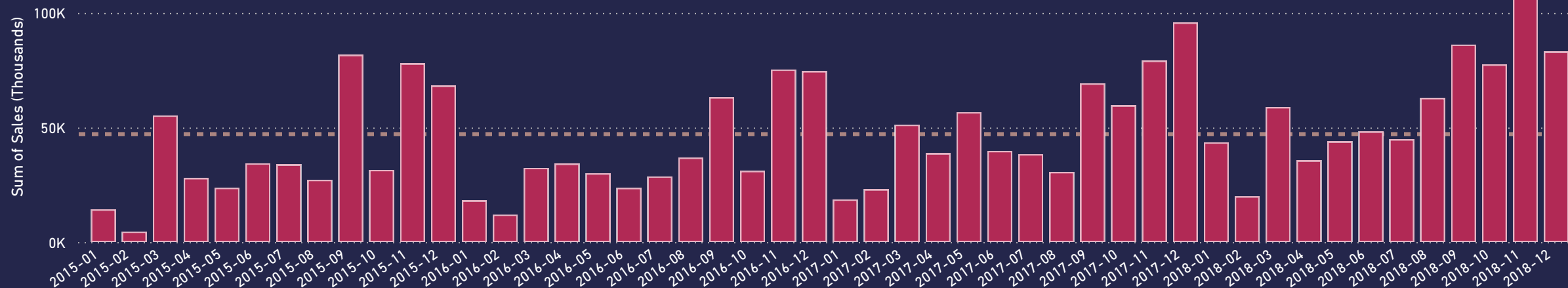
03/01/2015



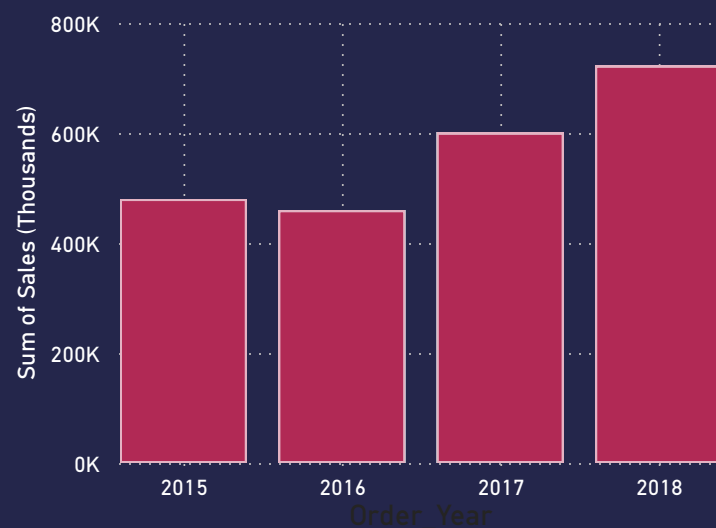
30/12/2018



Sales in each consecutive month



Sum of Sales by Order\_Year



Order_Year	Order_YearMonth	Order_Quarter	# of orders	Sum of Sales	Distinct Customers	Avg. Spend per Month
2015	2015-01	Q1	77	14,205.71	30	184.49
2015	2015-02	Q1	46	4,519.89	27	98.26
2015	2015-03	Q1	154	55,205.80	67	358.48
2015	2015-04	Q2	130	27,906.86	61	214.67
2015	2015-05	Q2	121	23,644.30	66	195.41
2015	2015-06	Q2	131	34,322.94	61	262.01
2015	2015-07	Q3	142	33,781.54	64	237.90
2015	2015-08	Q3	146	27,117.54	68	185.74
2015	2015-09	Q3	267	81,623.53	117	305.71
2015	2015-10	Q4	159	31,453.39	75	197.82
2015	2015-11	Q4	306	77,907.66	133	254.60
2015	2015-12	Q4	274	68,167.06	132	248.78
2016	2016-01	Q1	57	18,066.96	28	316.96
2016	2016-02	Q1	64	11,951.41	36	186.74
Total			9800	2,261,536.78	793	230.77

# Product Overview

Order Date Filter

03/01/2015

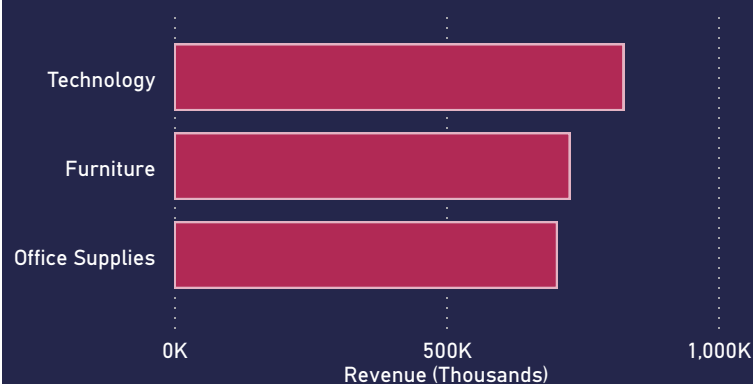
30/12/2018



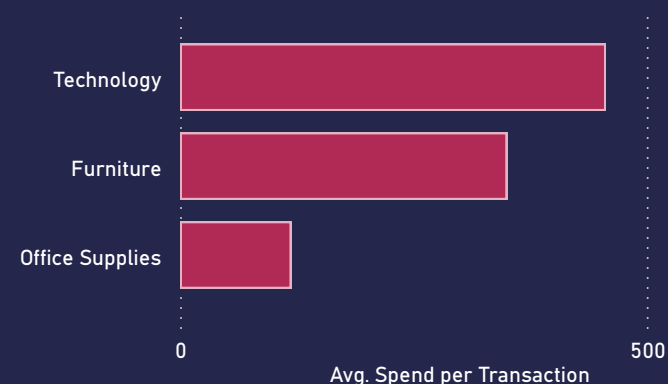
# of orders by Category



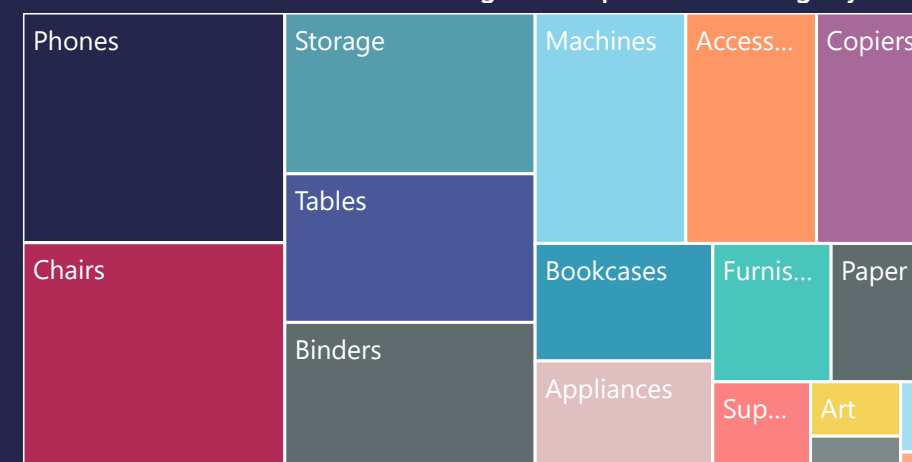
Revenue by Category



Avg. Spend per Transaction by Category



Revenue, # of orders & Avg. sales per sub-category



# of orders	Distinct Customers	Product Name	Revenue
10	10	#10- 4 1/8 x 9 1/2 Recycled Envelopes	286.67
8	8	#10- 4 1/8 x 9 1/2 Security-Tint Envelopes	146.69
4	4	#10 Gummed Flap White Envelopes, 100/Box	41.30
4	4	#10 Self-Seal White Envelopes	108.68
6	6	#10 White Business Envelopes, 4 1/8 x 9 1/2	379.21
2	2	#10-4 1/8 x 9 1/2 Premium Diagonal Seam Envelopes	176.29
4	4	#6 3/4 Gummed Flap White Envelopes	71.28
6	6	1.7 Cubic Foot Compact Cube Office Refrigerators	2,706.08
2	2	1/4 Fold Party Design Invitations & White Envelopes, 24 8-1/2 X 11 Cards, 25 Env./Pack	49.98
3	3	12 Colored Short Pencils	18.20
8	8	12-1/2 Diameter Round Wall Clock	551.45
4	4	14-7/8 x 11 Blue Bar Computer Printout Paper	422.75
4	4	2300 Heavy-Duty Transfer File Systems by Perma	344.72
4	4	24 Capacity Maxi Data Binder Racks, Pearl	3,537.24
9800	793		2,261,536.78

# Customer base



City

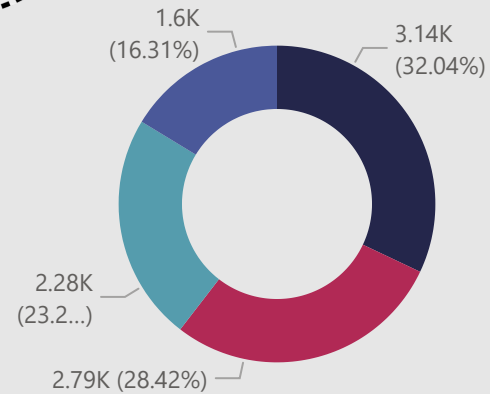
Order Date Filter

03/01/2015

30/12/2018

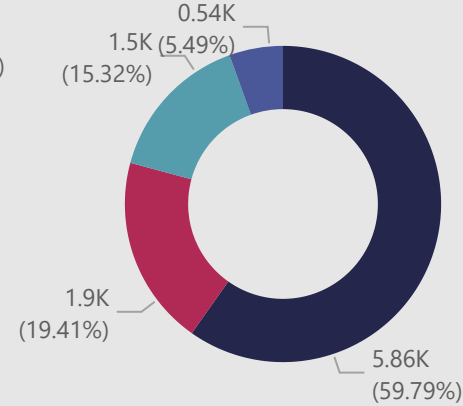
## Region

- West
- East
- Central
- South



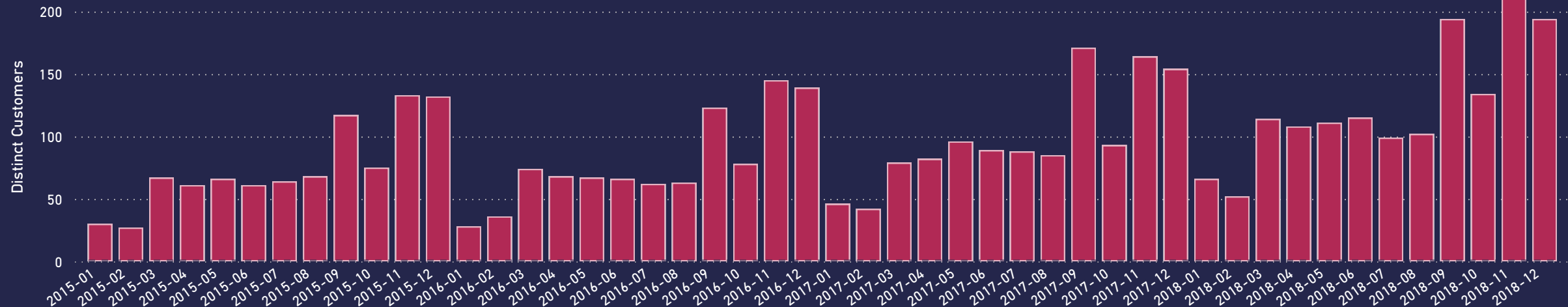
## Shipping Mode

- Standard Class
- Second Class
- First Class
- Same Day



State	# of orders	Distinct Customers	Sum of Sales
Alabama	61	34	19,510.64
Arizona	223	99	35,272.66
Arkansas	60	27	11,678.13
California	1946	570	446,306.46
Colorado	179	74	31,841.60
Connecticut	82	43	13,384.36
Delaware	93	43	27,323.00
District of Columbia	10	4	2,865.02
Florida	373	178	88,436.53
Georgia	177	80	48,219.11
Idaho	21	11	4,382.49
Illinois	483	231	79,236.52
Indiana	135	67	48,718.40
Iowa	26	16	4,443.56
Total	9800	793	2,261,536.78

## Distinct # of Customers per Year and Month





# Self Service BI

Order Date Filter



03/01/2015

30/12/2018



 +  
Total Sales  
2,261,536.78



# ID Analytics Consulting Services Ltd.

Where we find your competitive edge

## Contact

imredeak.com  
linkedin.com/in/imredeak985

## Data Source

Kaggle - Superstore sales  
(Author: B. Biswas)