

# Walmart Sales Analysis Dashboard

Custom

2011

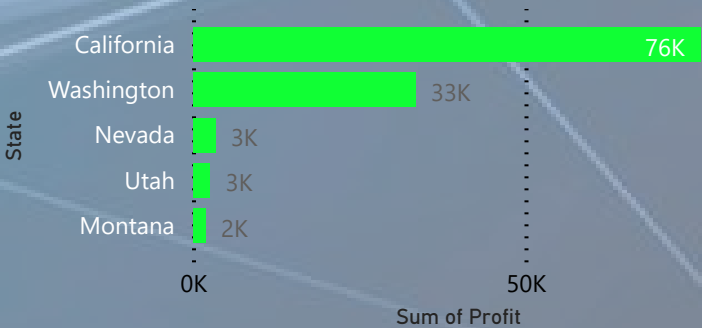
2012

2013

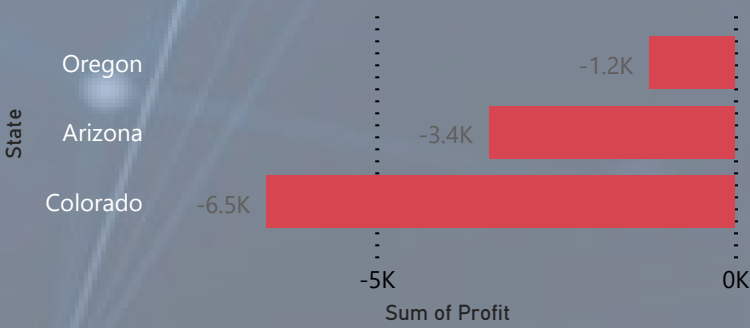
2014

2015

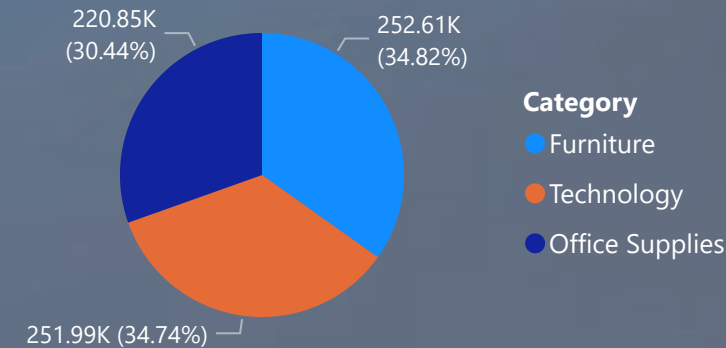
Profit by State



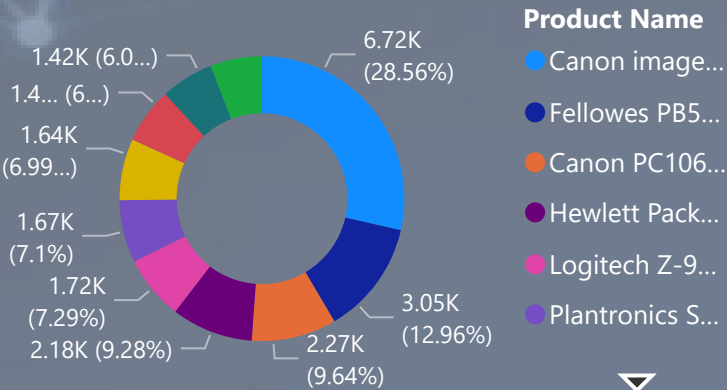
loss by State



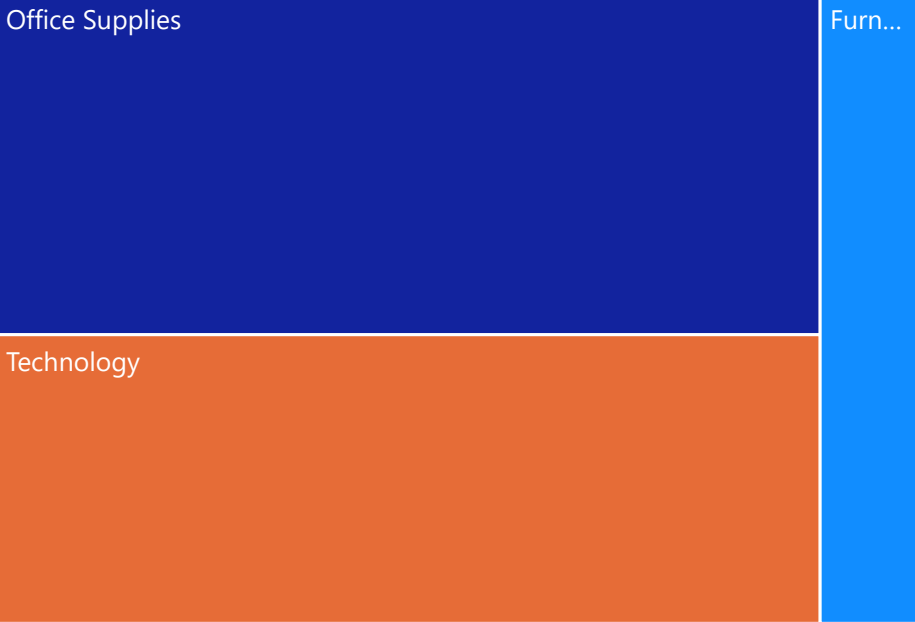
Sum of Sales by Category



Sum of Profit by Product Name



Sum of Profit by Category



0.725M

Sum of Sales

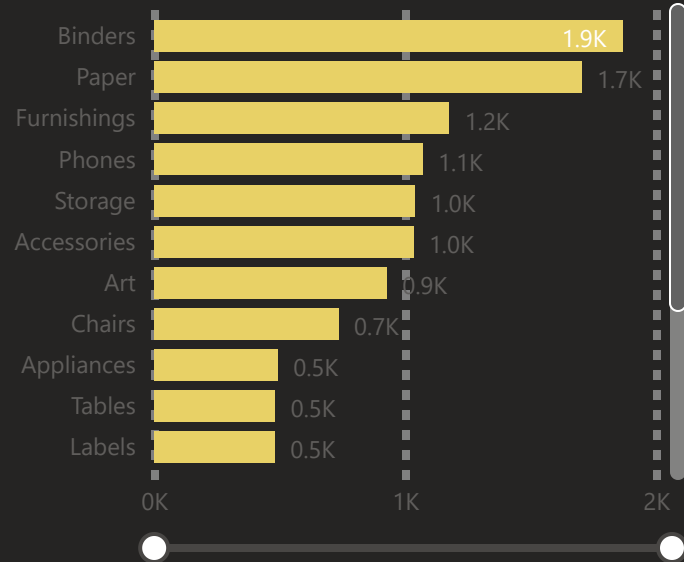
0.108M

Sum of Profit

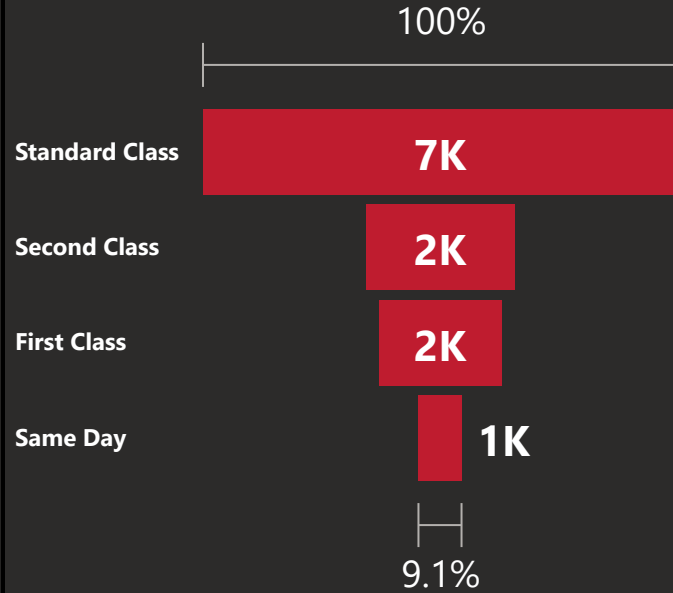
0.012M

Sum of Quantity

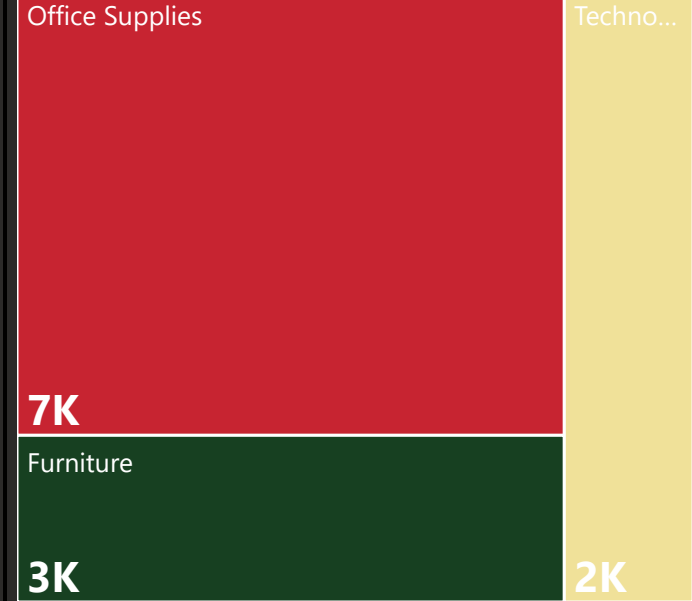
Sum of Quantity by Sub-Category



Sum of Quantity by Ship Mode

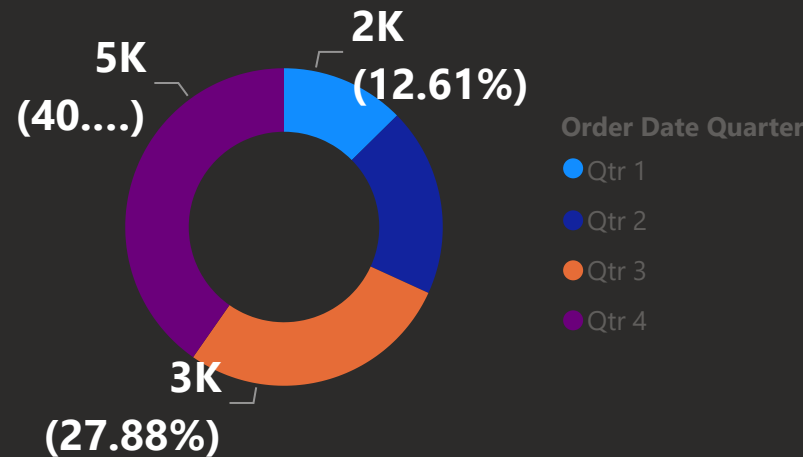


Sum of Quantity by Category

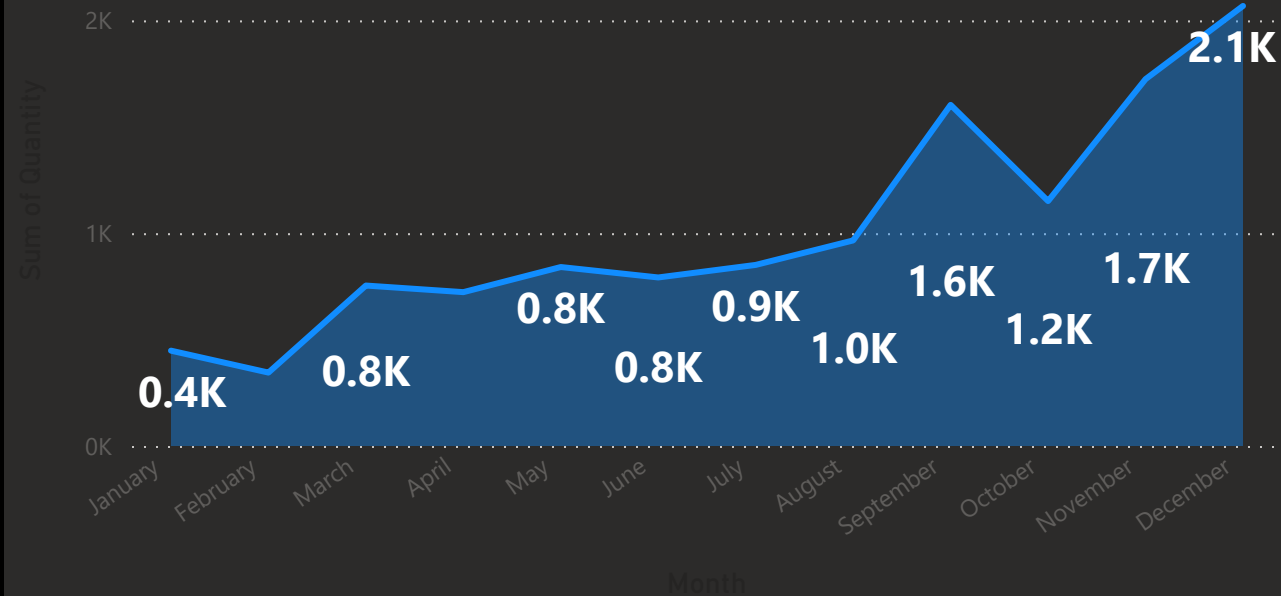


Product Name
"While you Were Out" Message Book, One Form per Page
#10- 4 1/8" x 9 1/2" Recycled Envelopes
#10- 4 1/8" x 9 1/2" Security-Tint Envelopes
#10 Self-Seal White Envelopes
#10 White Business Envelopes,4 1/8 x 9 1/2
#6 3/4 Gummed Flap White Envelopes
12 Colored Short Pencils
12-1/2 Diameter Round Wall Clock
14-7/8 x 11 Blue Bar Computer Printout Paper
2300 Heavy-Duty Transfer File Systems by Perma
24 Capacity Maxi Data Binder Racks, Pearl
24-Hour Round Wall Clock
3.6 Cubic Foot Counter Height Office Refrigerator
36X48 HARDFLOOR CHAIRMAT
3D Systems Cube Printer, 2nd Generation, White
3M Hangers With Command Adhesive
3M Office Air Cleaner
3M Polarizing Light Filter Sleeves
3M Replacement Filter for Office Air Cleaner for 20' x 33' Room
4009 Highlighters by Sanford
50 Colored Long Pencils
6" Cubicle Wall Clock, Black
9-3/4 Diameter Round Wall Clock
Aastra 57i VoIP phone
Aastra 6757i CT Wireless VoIP phone
Acco 3-Hole Punch
Acco 6 Outlet Guardian Premium
Total

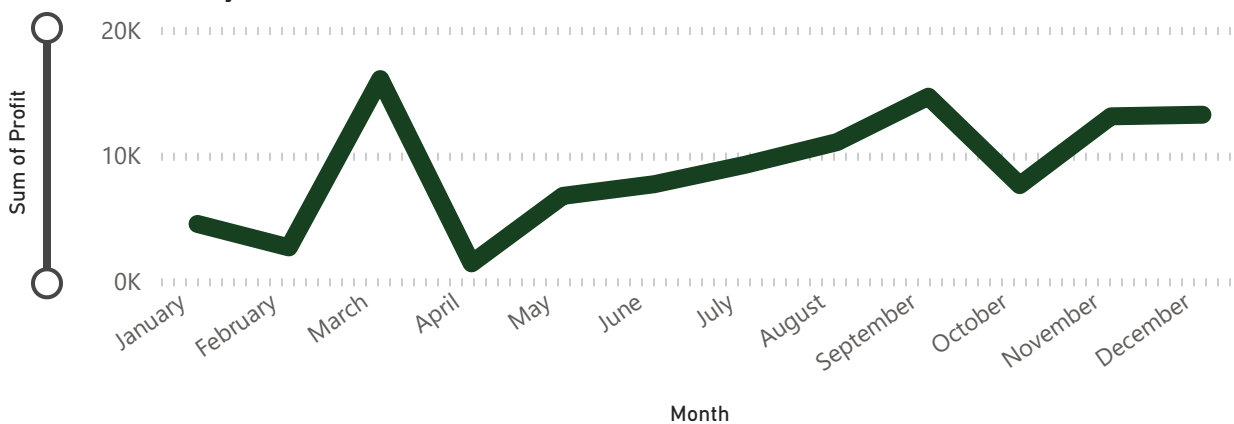
Sum of Quantity by Quarter



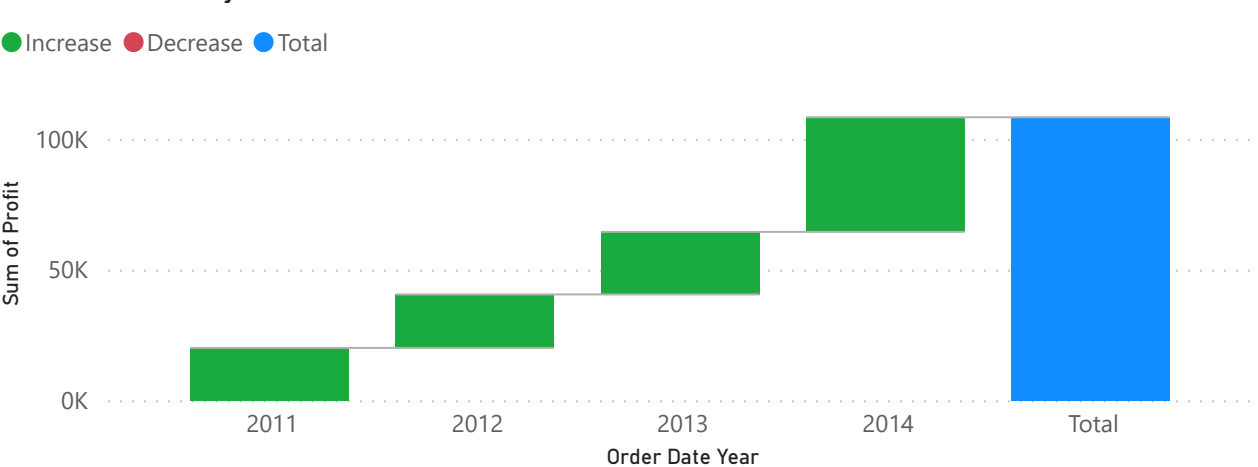
Sum of Quantity by Month



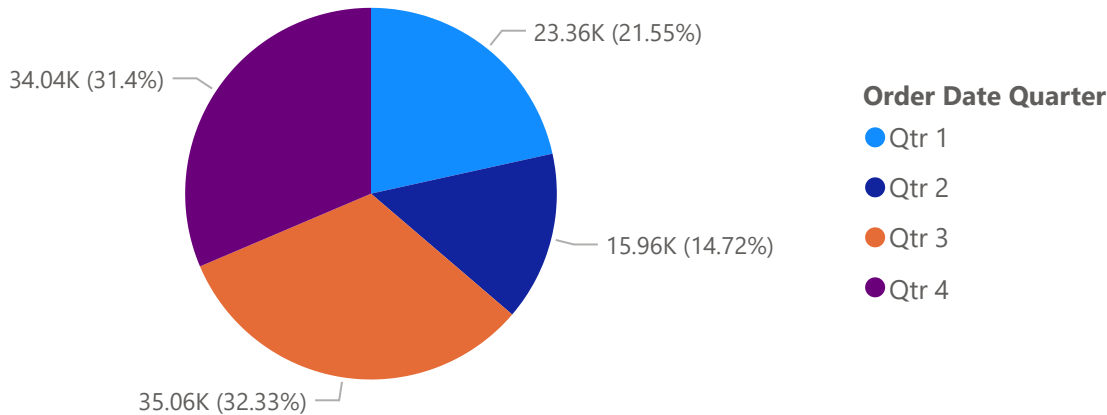
Sum of Profit by Month



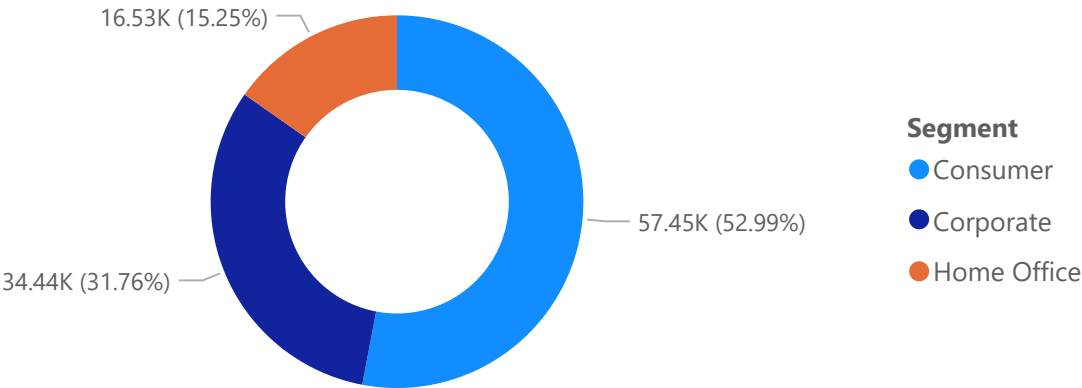
Sum of Profit by Year



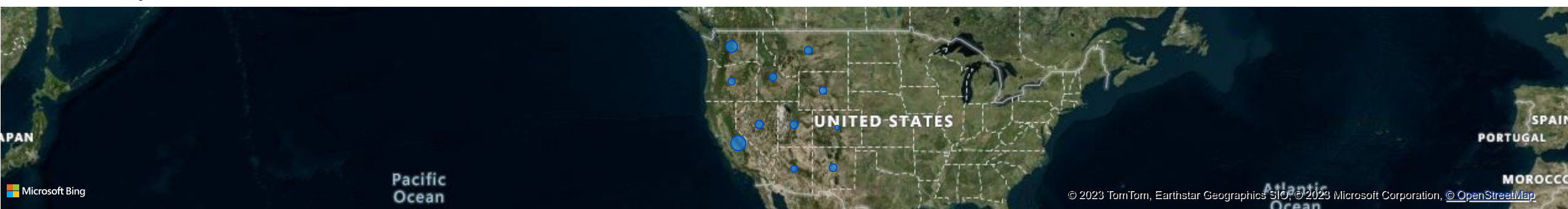
Sum of Profit by Quarter



Sum of Profit by Segment



Sum of Profit by State



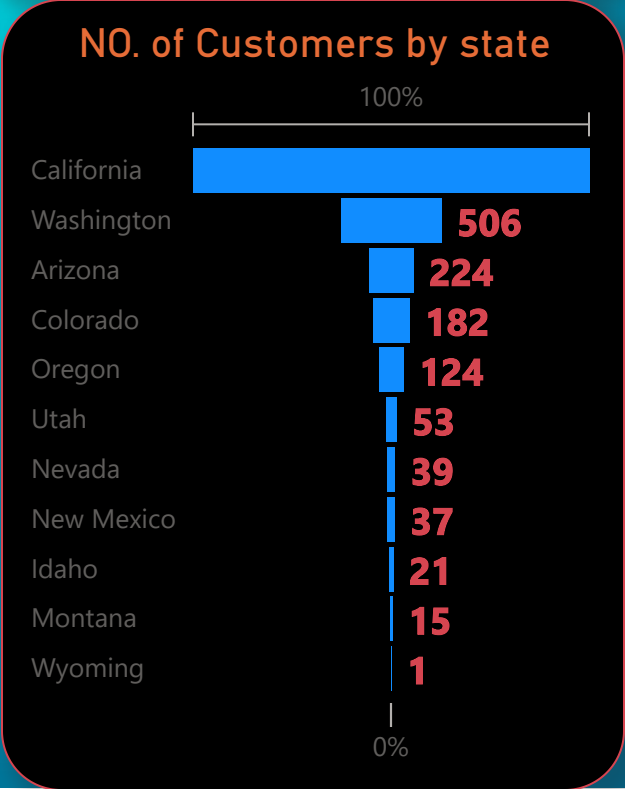
Sub-Category
Accessories
Appliances
Art
Binders
Bookcases
Chairs
Copiers
Envelopes
Fasteners
Furnishings
Labels
Machines
Paper
Phones
Storage
Supplies
Tables
<b>Total</b>

No. of Customers

686

Transactions

12K

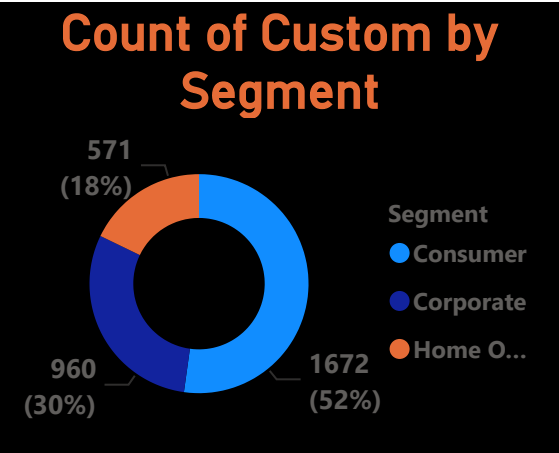
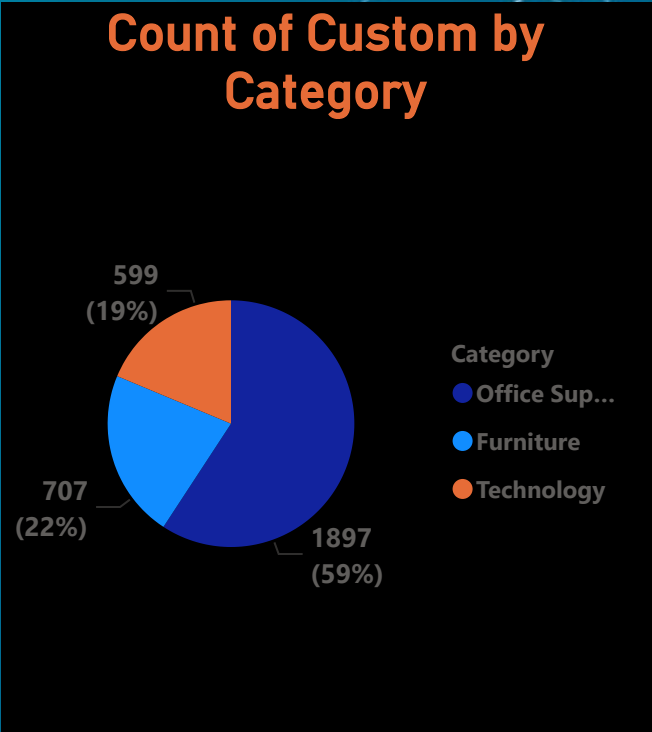


Sales

725.46K

Profit

108.42K



## **Report Analysis:**

### **Analysis of Sales:**

- Most sold items are chairs, phones, tables
- California state has the biggest market for Walmart
- Compared to previous 3-years, sales boomed in 2014

### **Analysis of Inventory:**

- Sales peak in 4th quarter during November & December
- Staples & Clips are the most sold products
- Office supplies are the most sold category

### **Analysis of Customers:**

- More than 80% of the customers are from California & Washington state
- The technology category has the least no: of customers
- Raymond Buch is the most valuable customer

### **Analysis of Profits:**

- Profit is least in 2nd quarter, highest in 3rd quarter.
- Profit is maximum in the month of March
- Profit increased gradually since 2011, and boomed in 2014.

### **Recommendations:** (to improve the performance)

- Focus has to be directed towards the 2nd quarter, since the profits are very low.
- Furniture segment is the most profitable category. So, this segment can be expanded.
- Stores in Arizona, and Colorado are facing losses. Steps have to be taken to prevent losses.