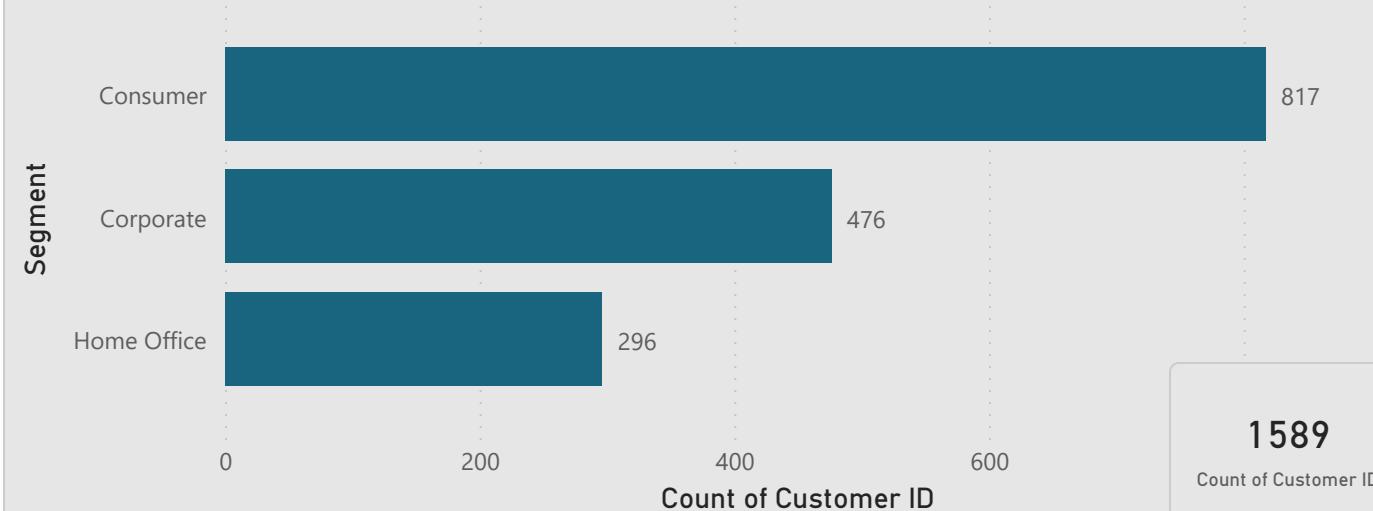
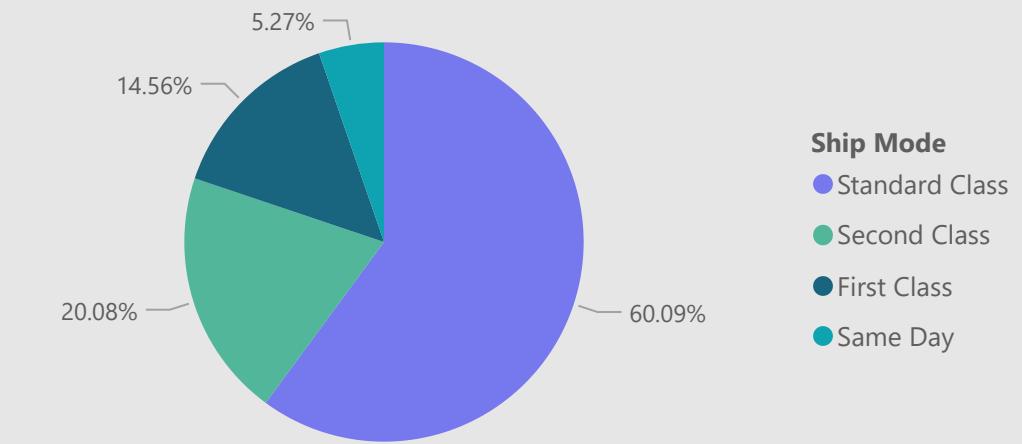


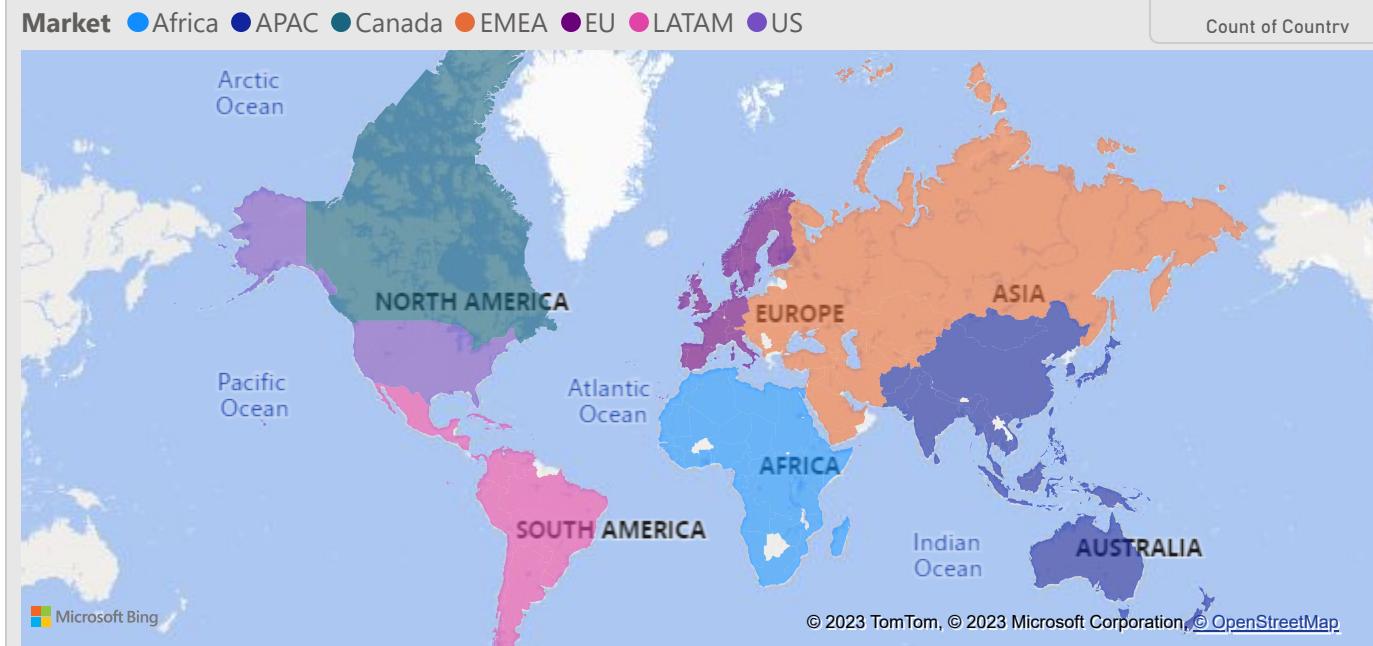
Count of Customer ID by Segment



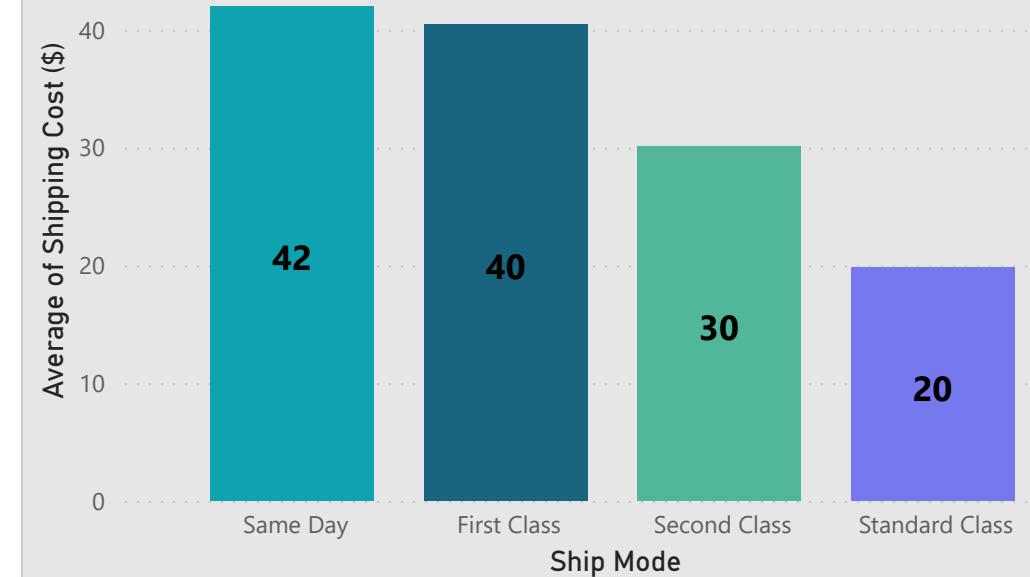
Count of Order ID by Ship Mode



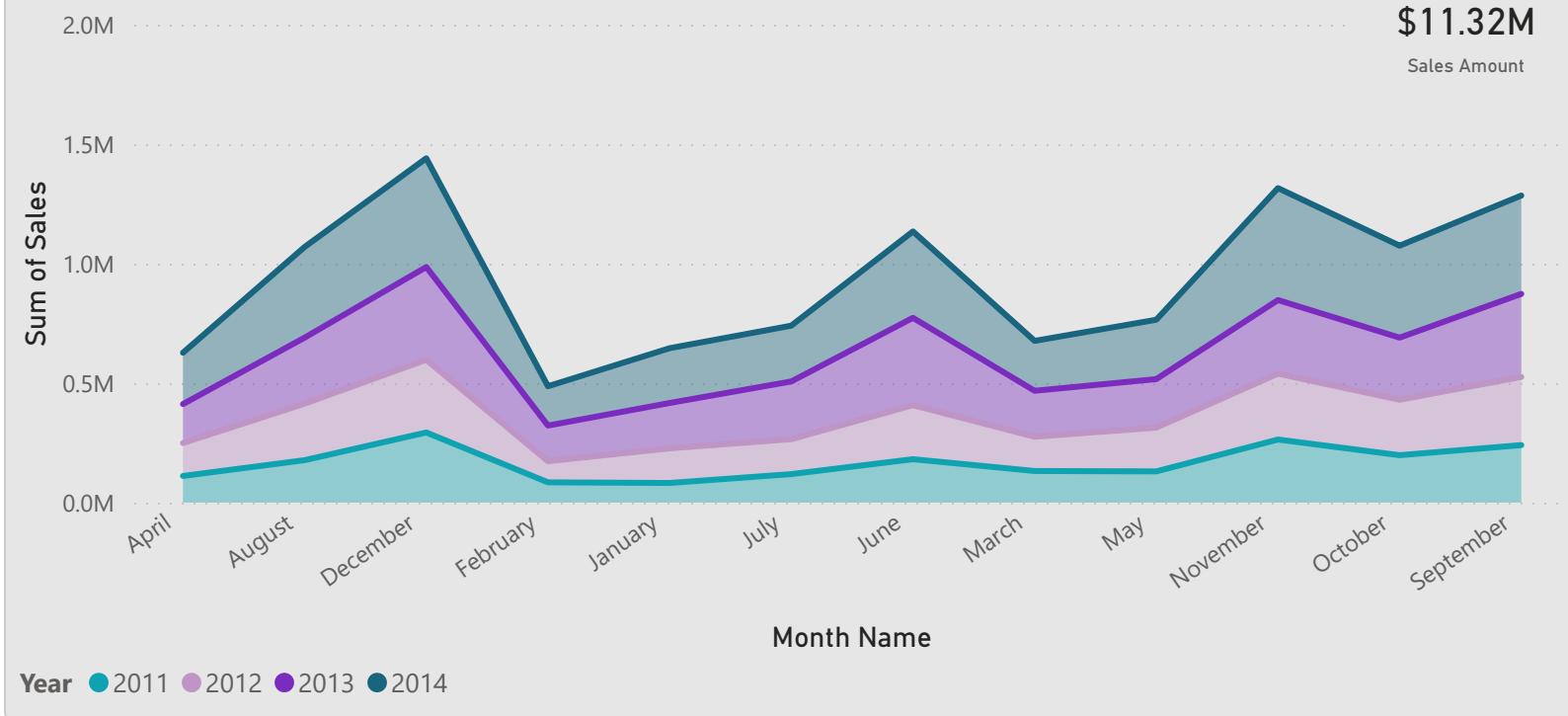
Country and Market



Average of Shipping Cost (\$) by Ship Mode

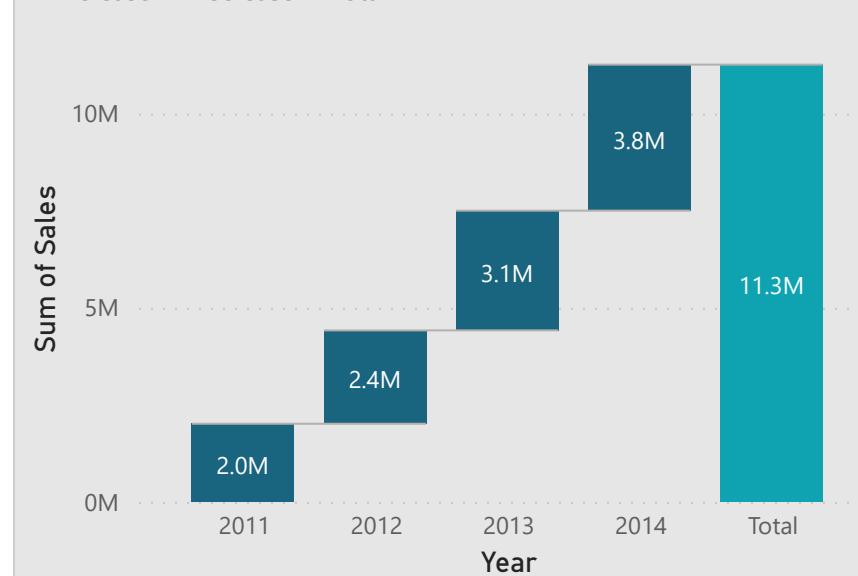


Sum of Sales by Month Name and Year

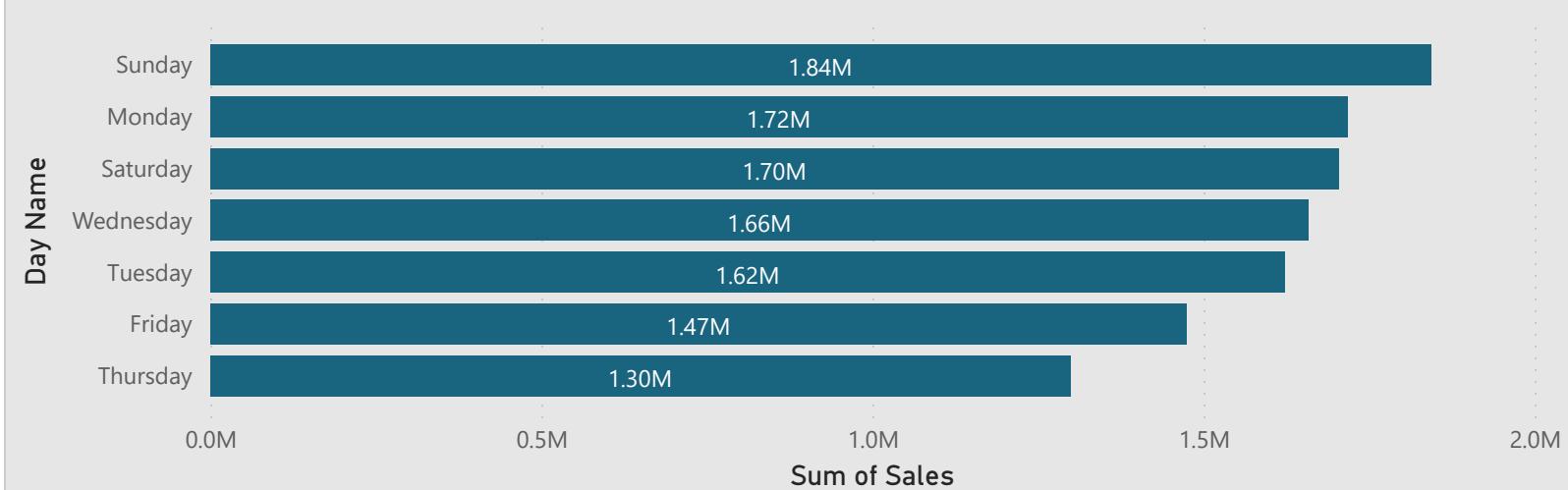


Sum of Sales by Year

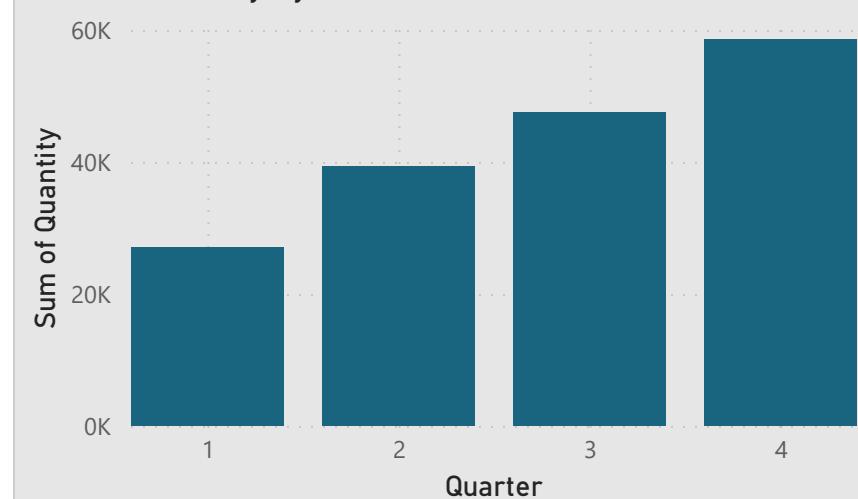
● Increase ● Decrease ● Total

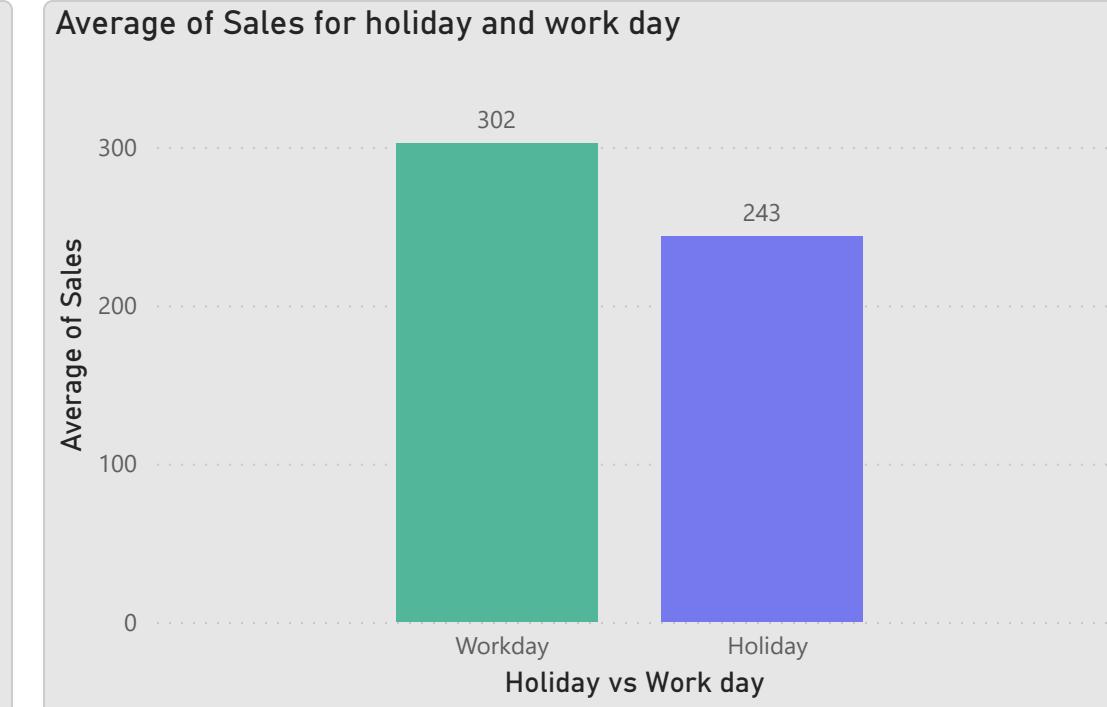
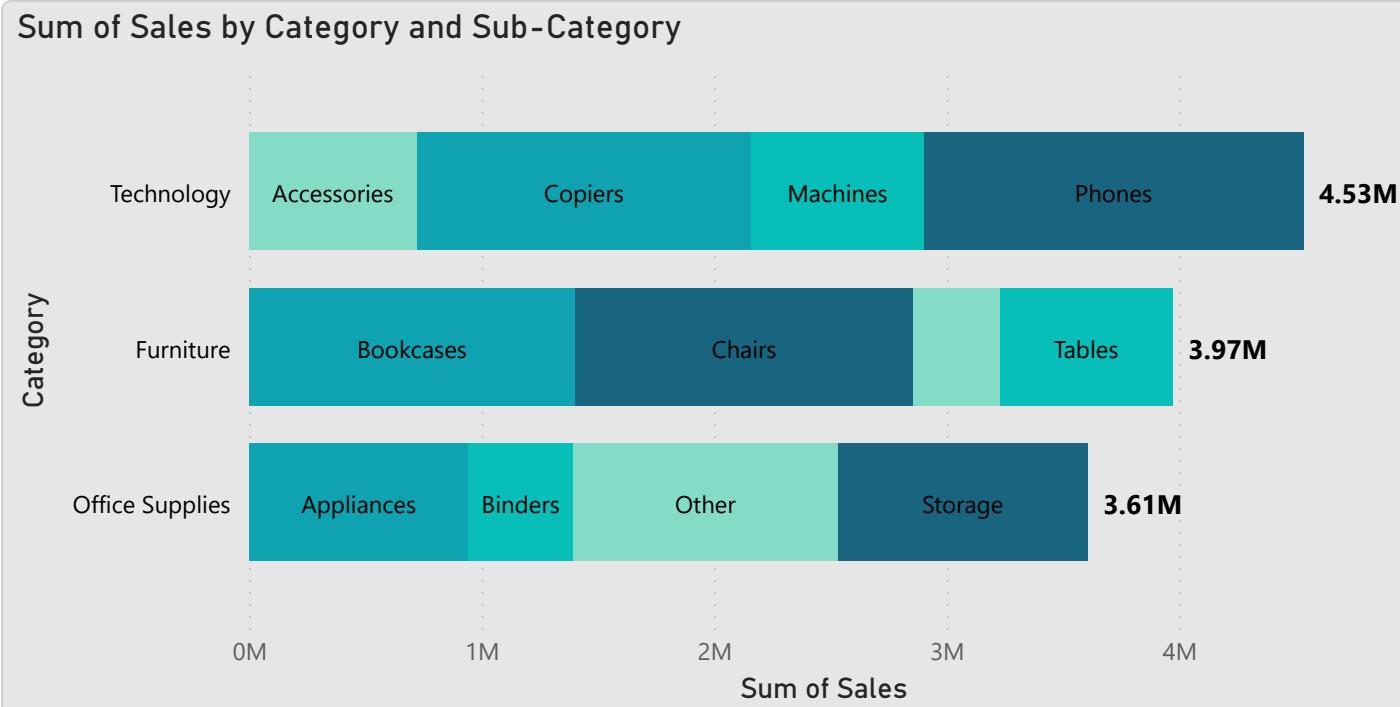
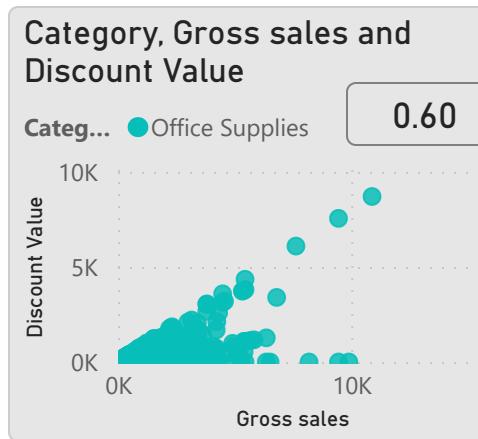
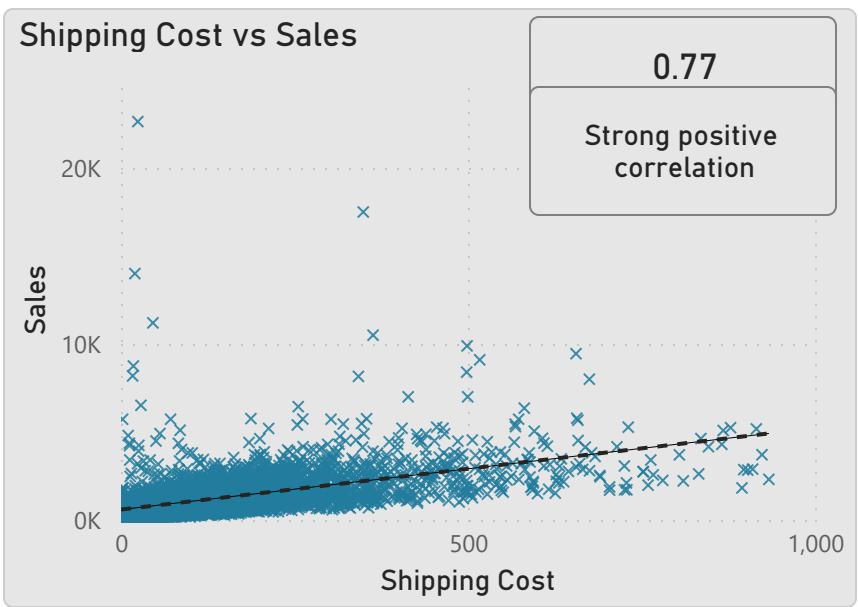


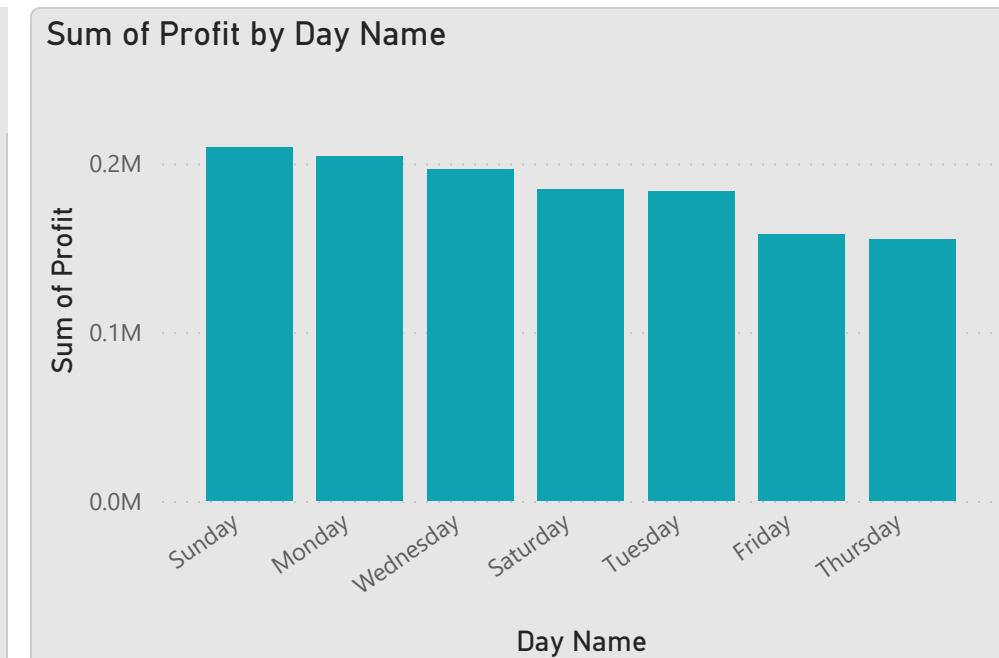
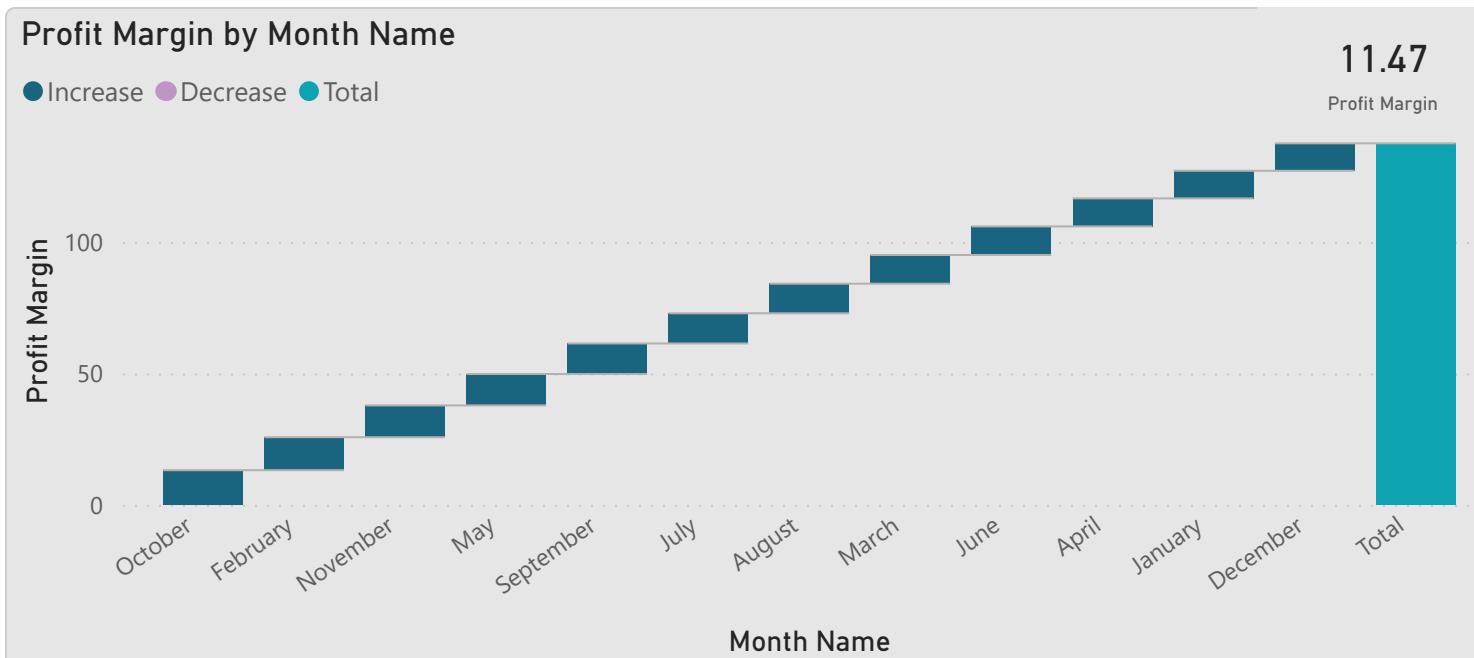
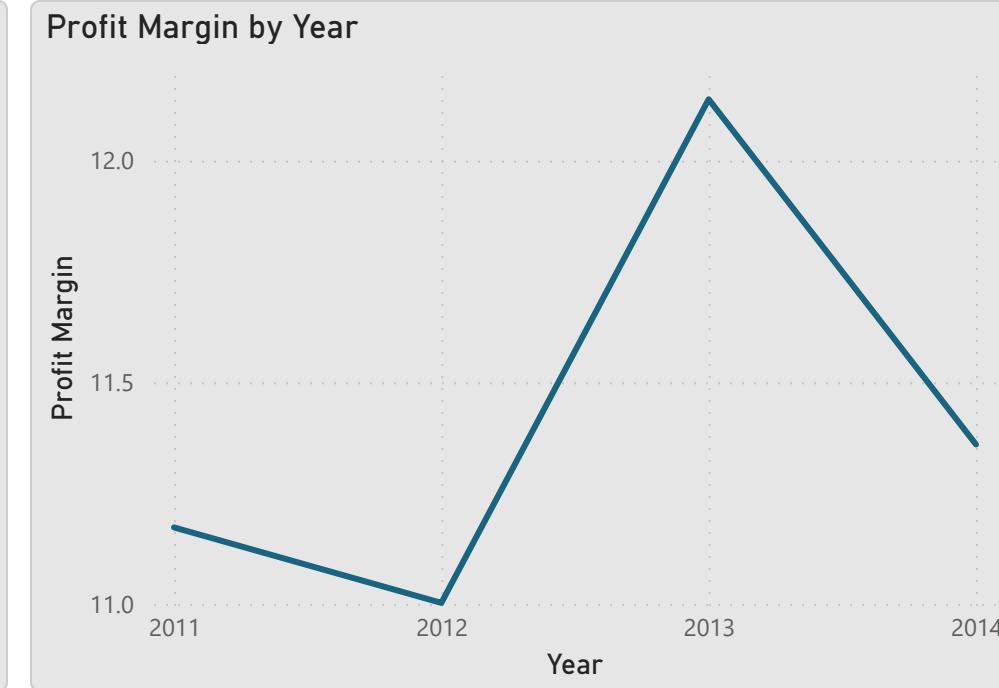
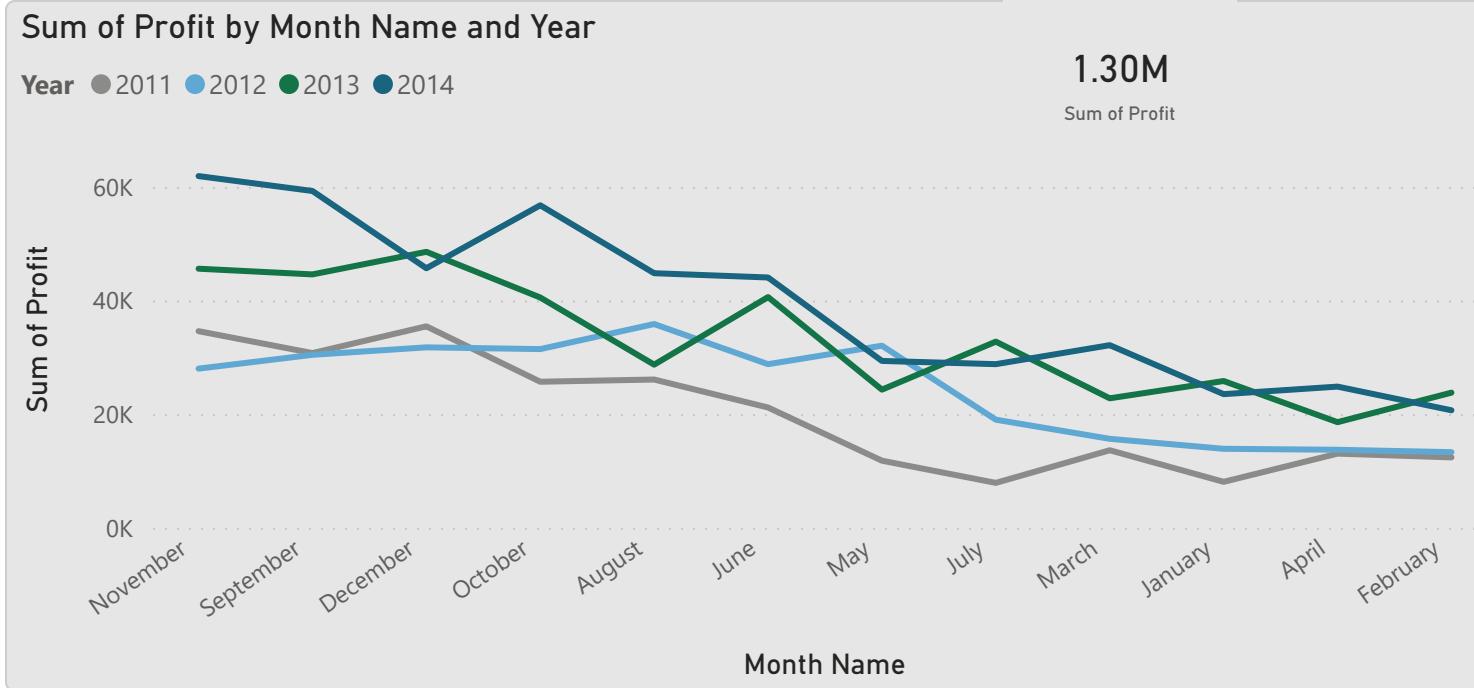
Sum of Sales by Day Name



Sum of Quantity by Quarter

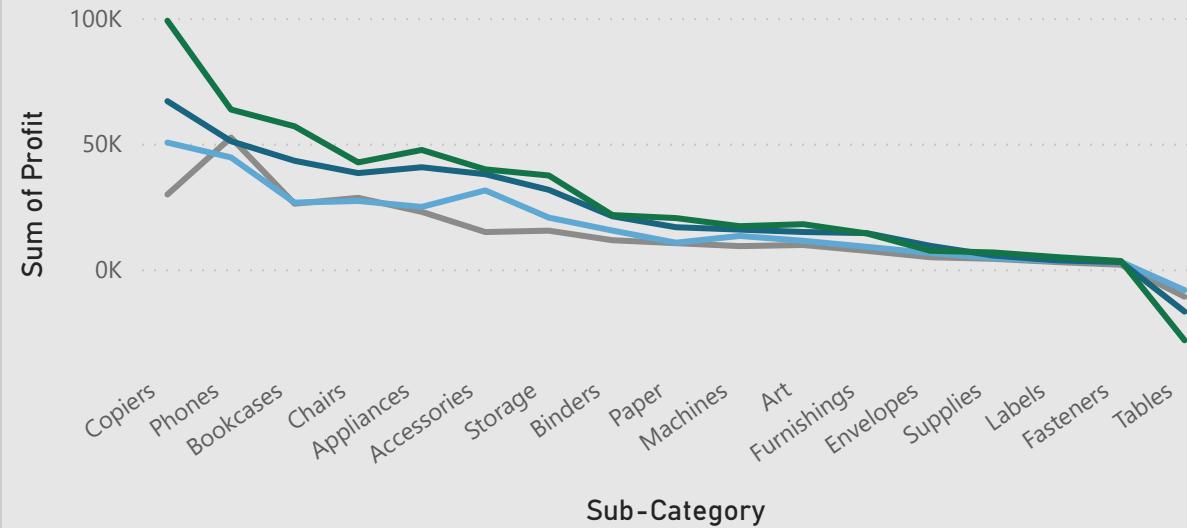




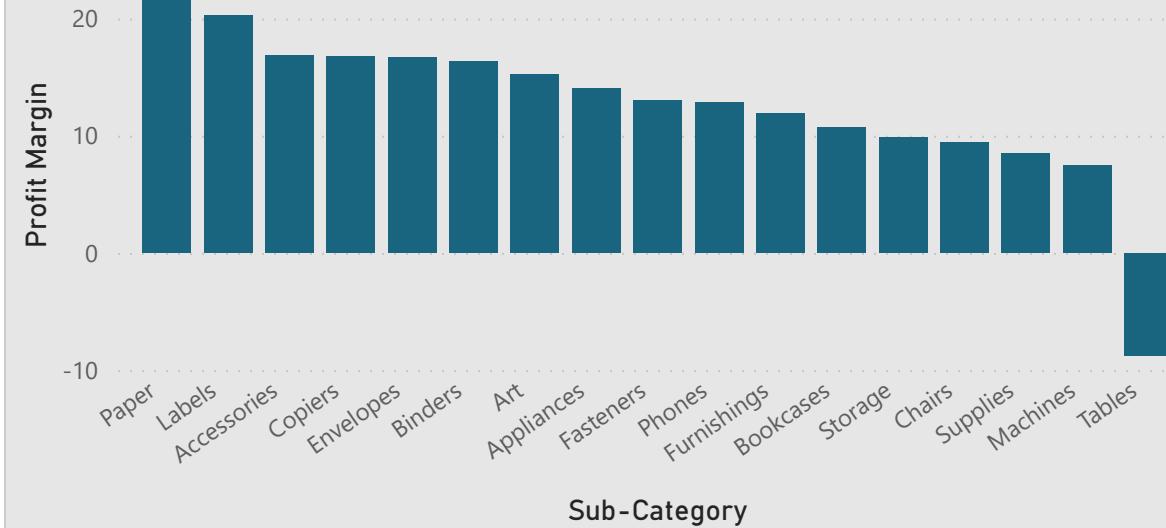


Sum of Profit by Sub-Category and Year

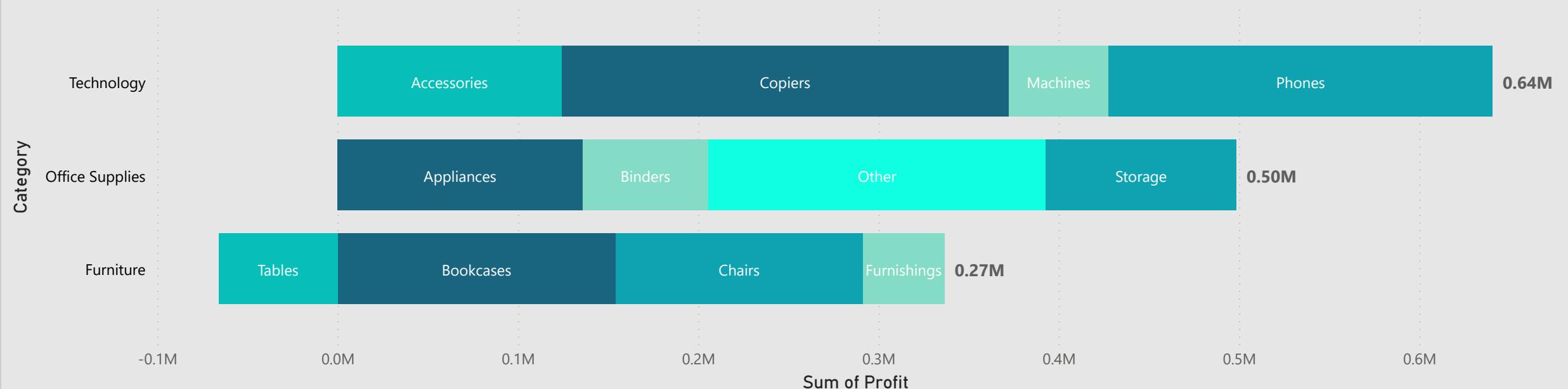
Year ● 2011 ● 2012 ● 2013 ● 2014



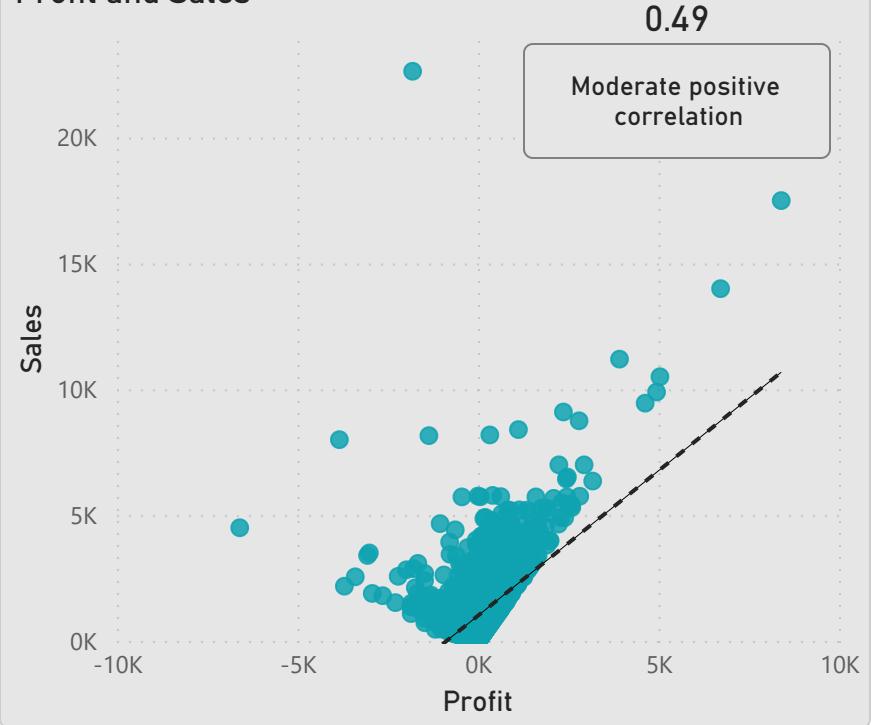
Profit Margin by Sub-Category



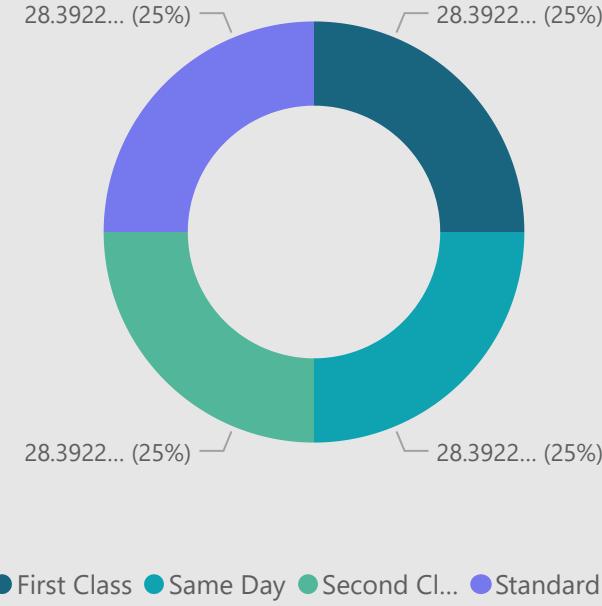
Sum of Profit by Category and Sub-Category (groups) 2



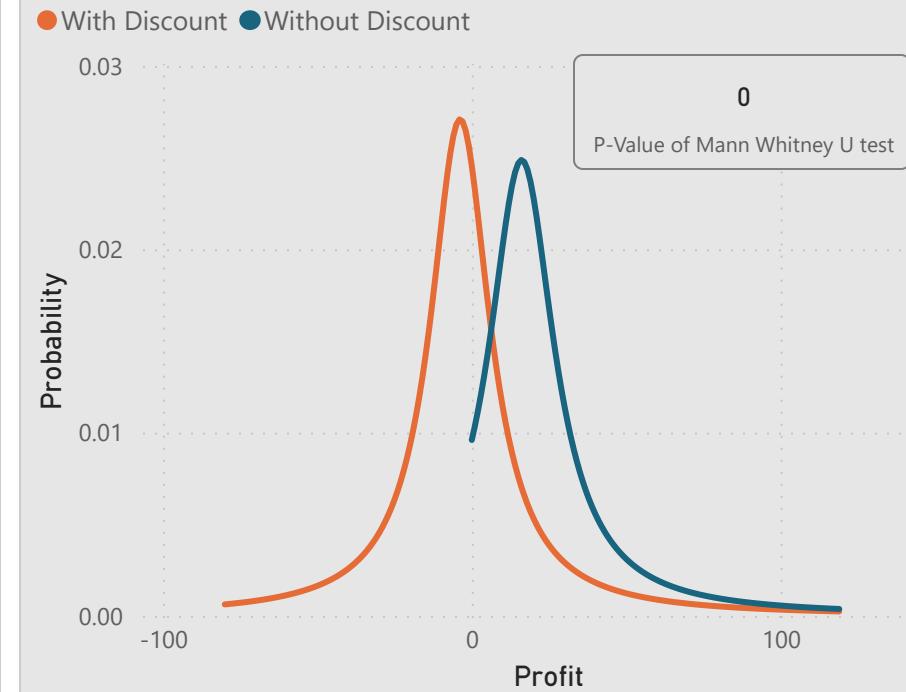
Profit and Sales



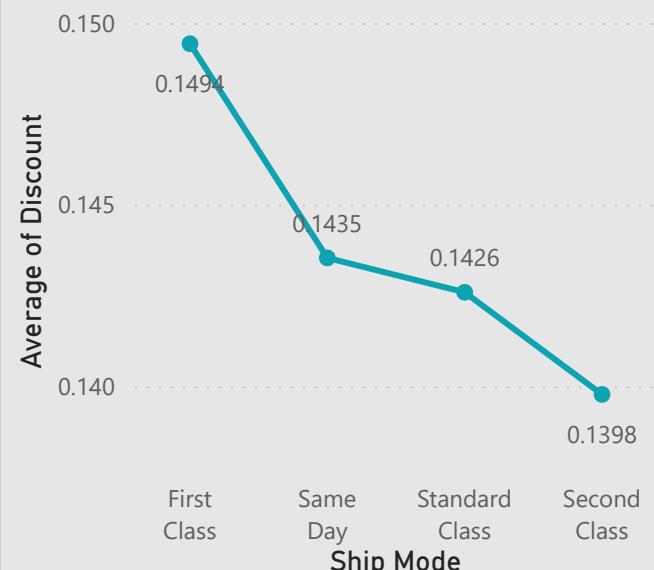
Average of Profit by Ship Mode



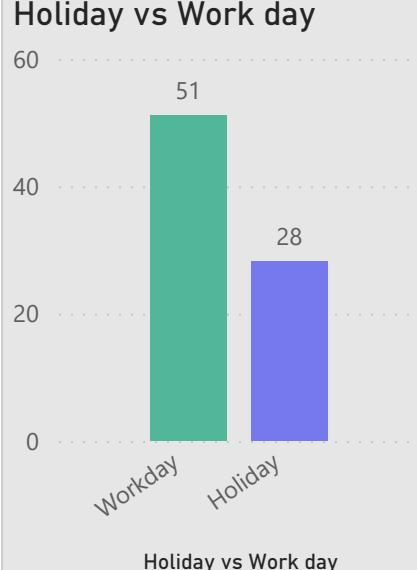
PDF of Profit



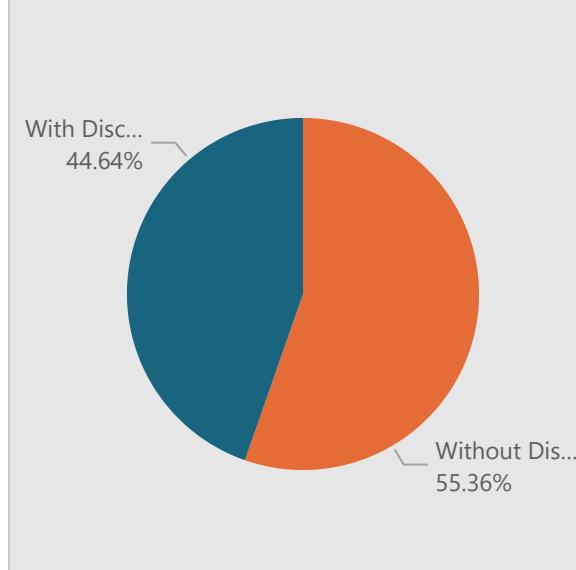
Average of Discount by Ship Mode



Average of Profit for Holiday vs Work day

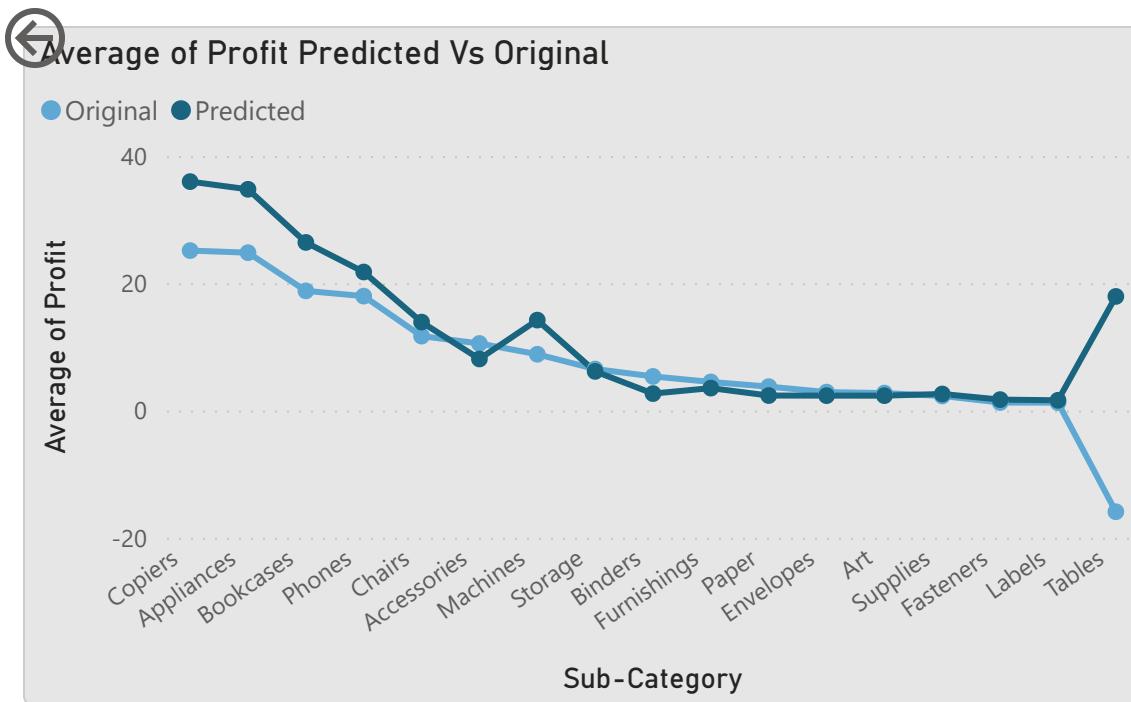


Sum of Quantity by Discount Status



PDF of Quantity

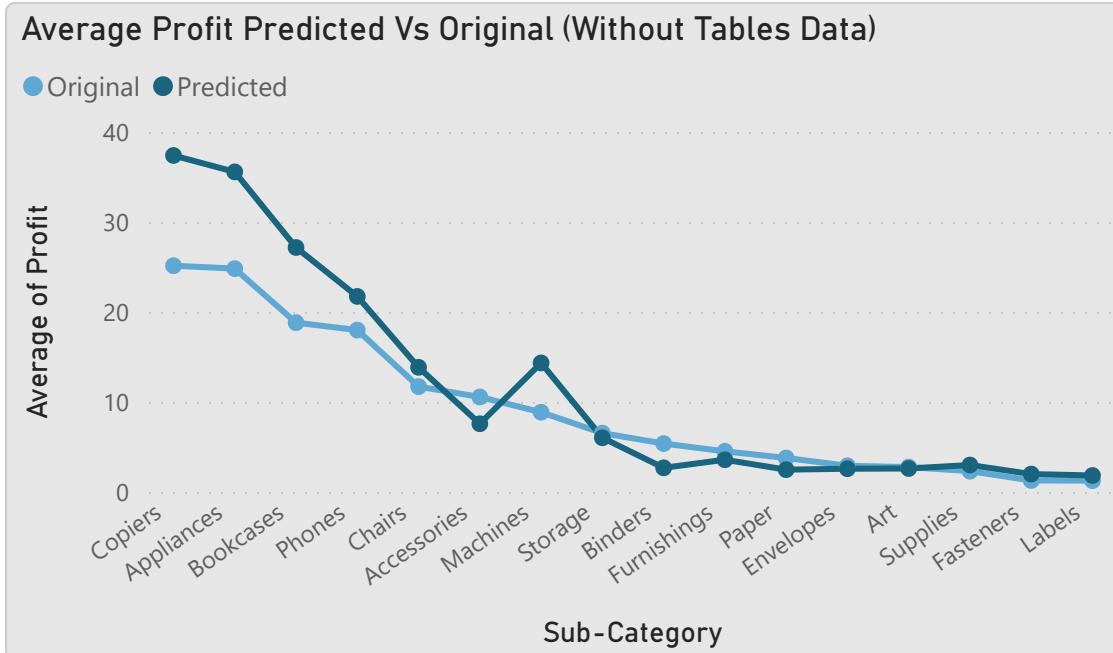




Models With Tables Data

Models	Mean squared error	Score
ensemble Regression	897.04	0.72
LinearRegression	2,123.49	0.28
RandomForest PolynomialFeatures	870.84	0.73
RandomForestRegressor	888.81	0.72
Ridge	1,713.81	0.47
XGBRegressor	1,476.54	0.54

Best Model



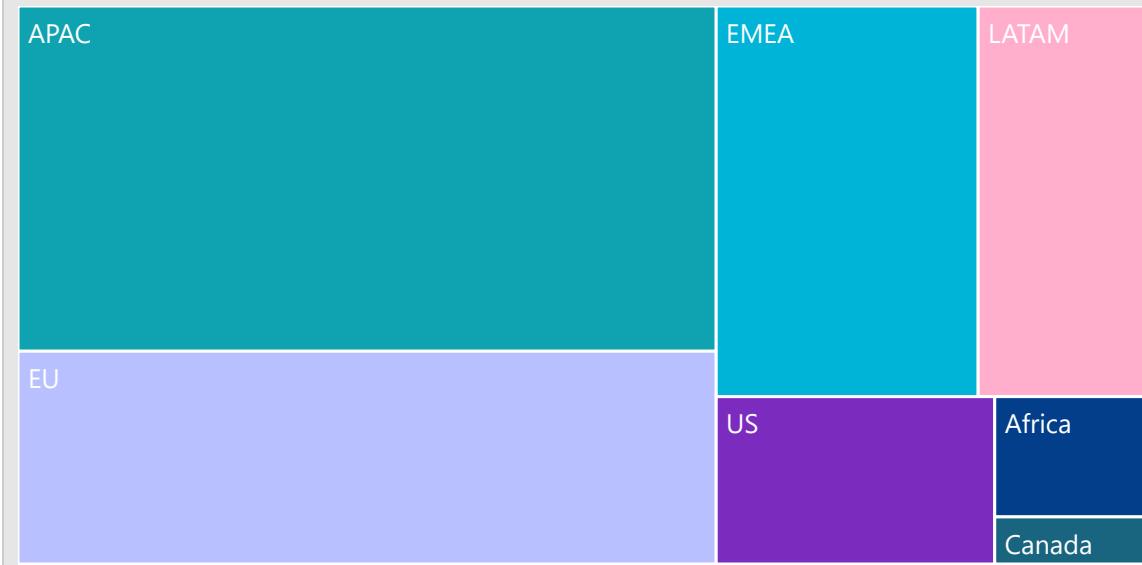
Models Without Tables Data

Models	Mean squared error	Score
ensemble Regression	897.04	0.72
LinearRegression	2,123.49	0.28
RandomForest PolynomialFeatures	870.84	0.73
RandomForestRegressor	888.81	0.72
Ridge	1,713.81	0.47
XGBRegressor	1,476.54	0.54

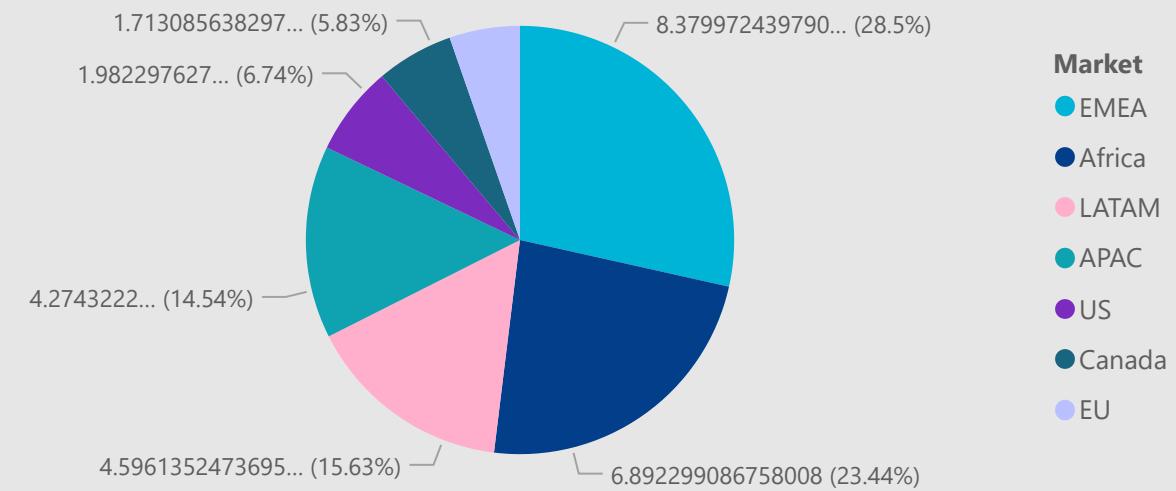
Metric Name	Market Rank	Total Value	Monthly Average	Latest Month	KPI	Spark Line
Sales Amount	1 of 7	\$3,320,207	\$2,432	\$319		
Returned Amount	1 of 7	\$265,537	\$56	\$0		
Discount	1 of 7	\$566,649	\$415	\$403		
Profit	1 of 7	\$389,324	\$285	\$57		



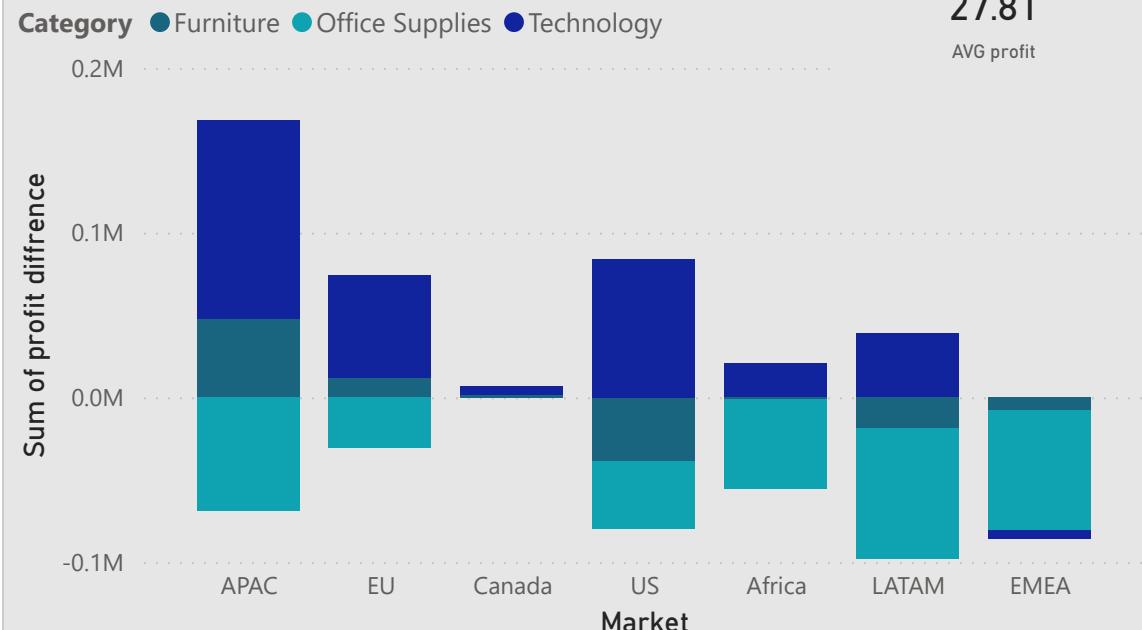
Sum of Market size by Makret



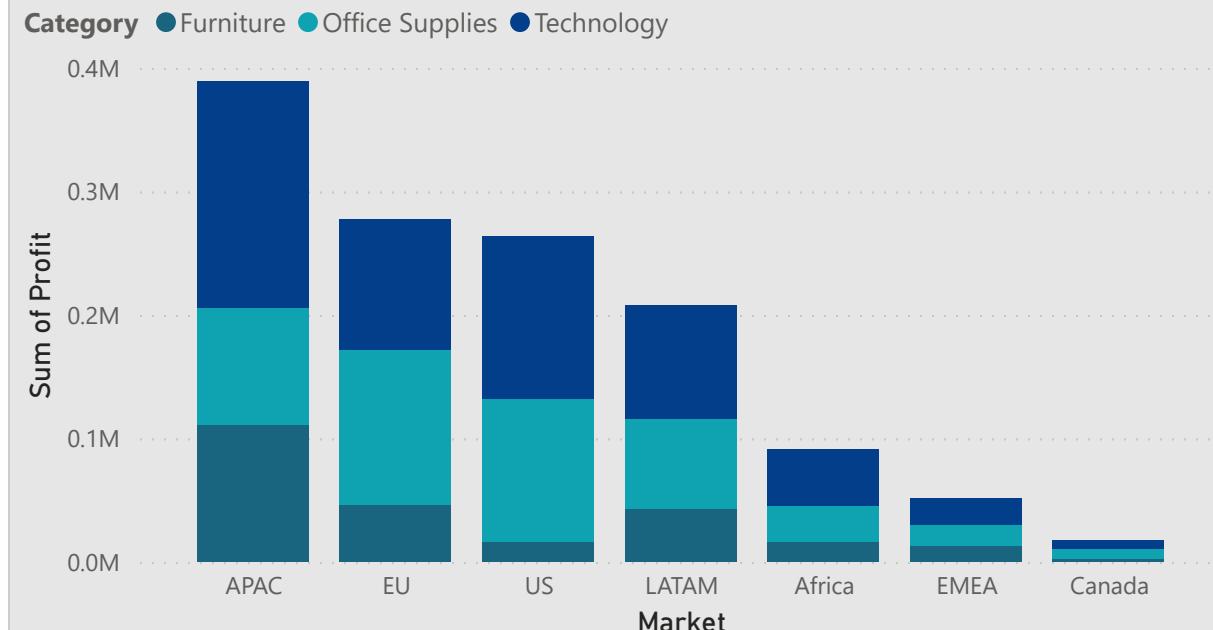
Average of Inflation(%) by Market



Sum of profit difference by Market and Category

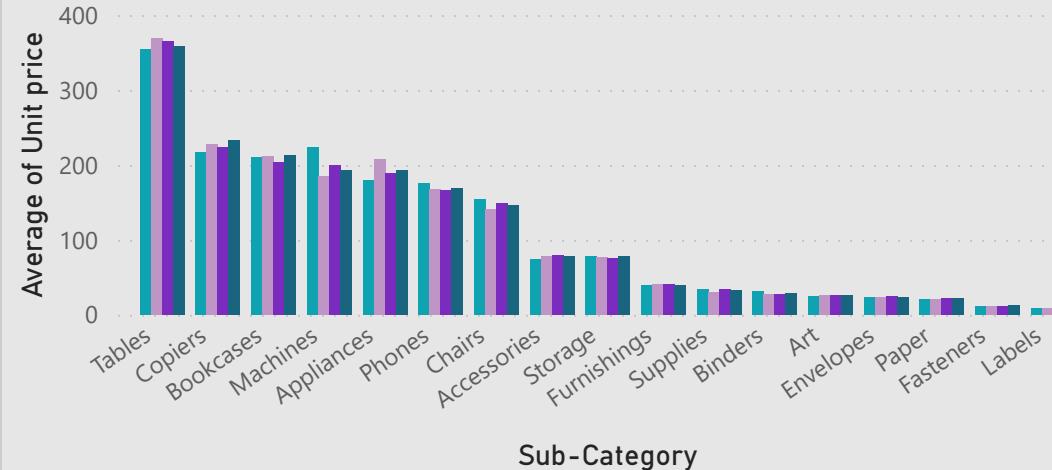


Sum of Profit by Market and Category

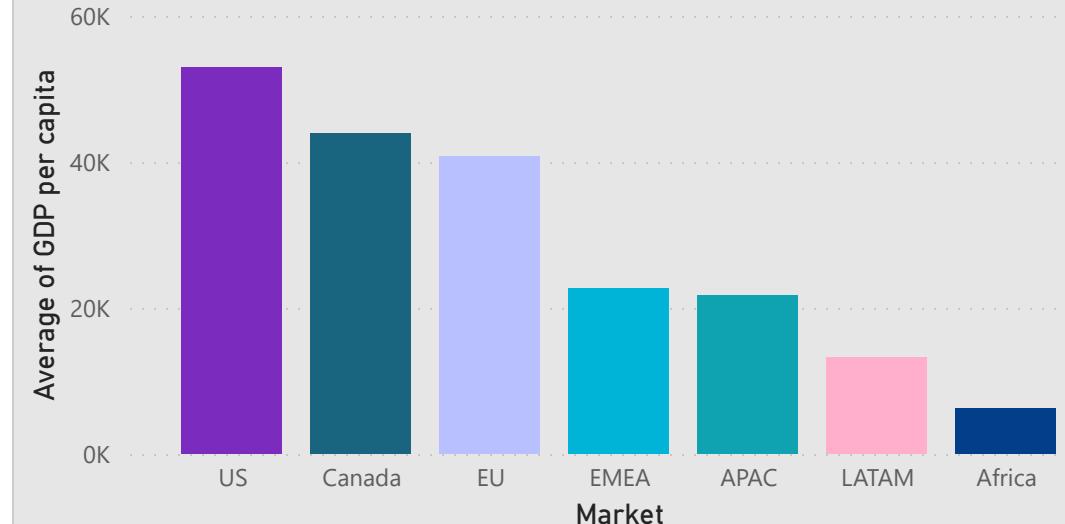


Average of Unit price by Sub-Category and Year

Year ● 2011 ● 2012 ● 2013 ● 2014

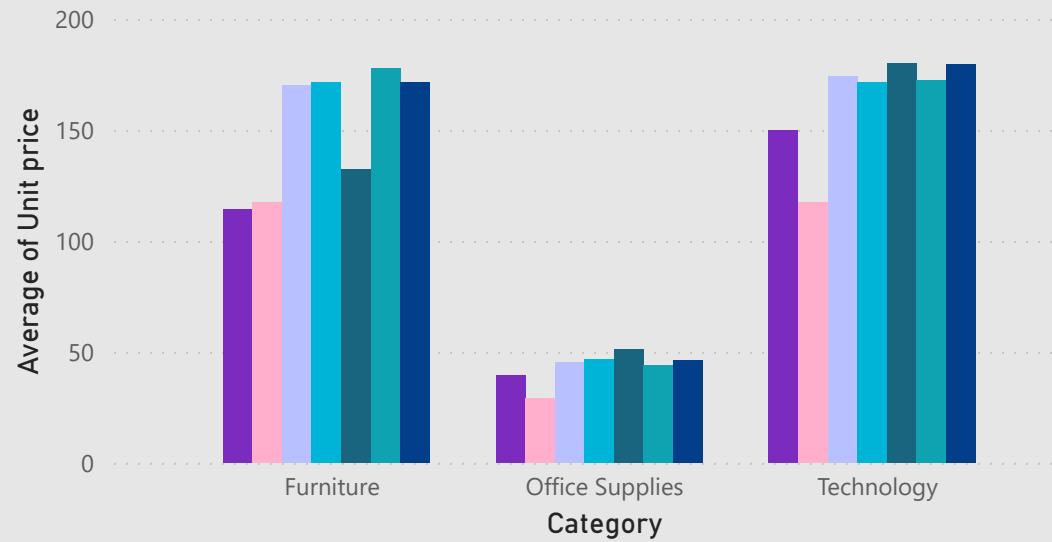


Average of GDP per capita by Market



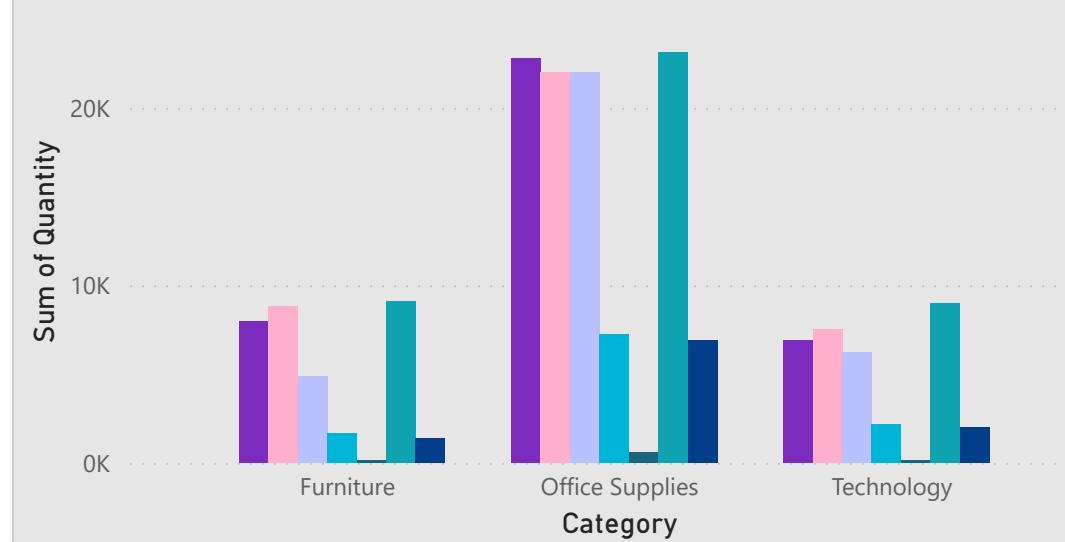
Average of Unit price by Category and Market

Market ● US ● LATAM ● EU ● EMEA ● Canada ● APAC ● Africa



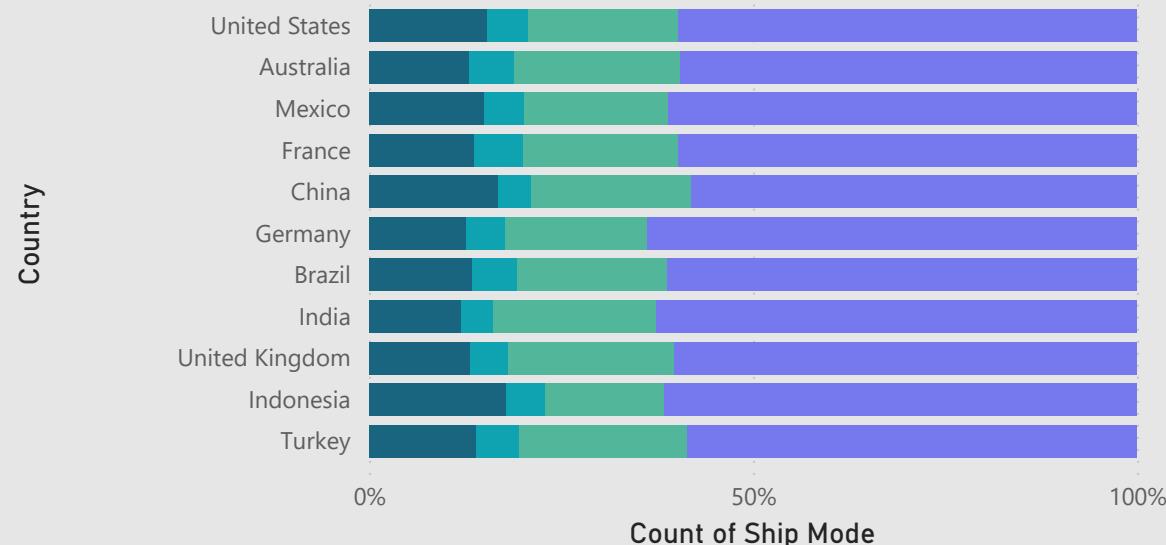
Sum of Quantity by Category and Market

Market ● US ● LATAM ● EU ● EMEA ● Canada ● APAC ● Africa



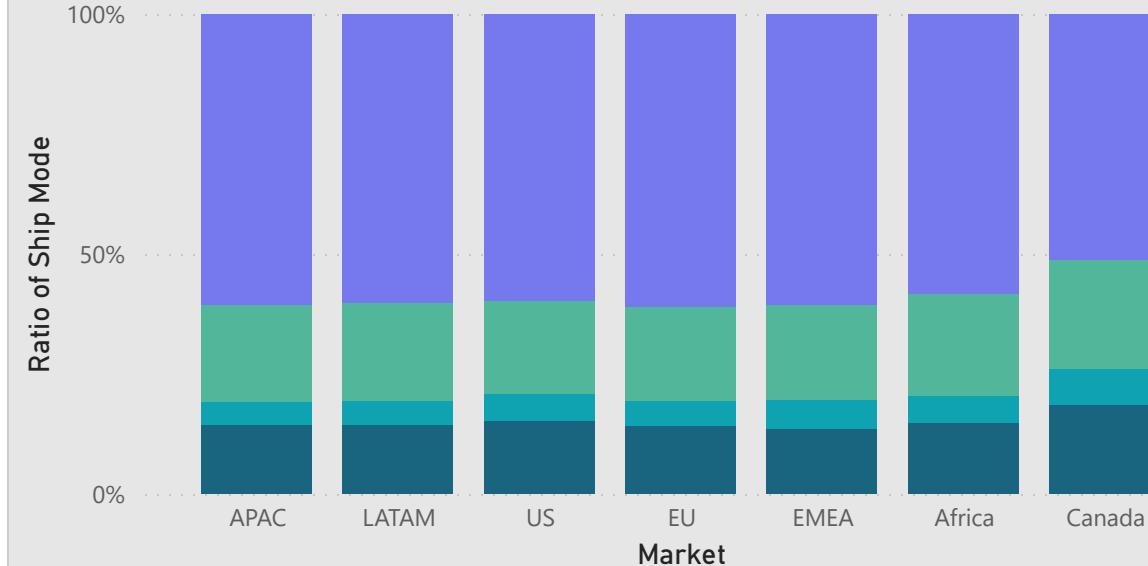
Count of Ship Mode by Country and Ship Mode

Ship Mode ● First Class ● Same Day ● Second Class ● Standard Class



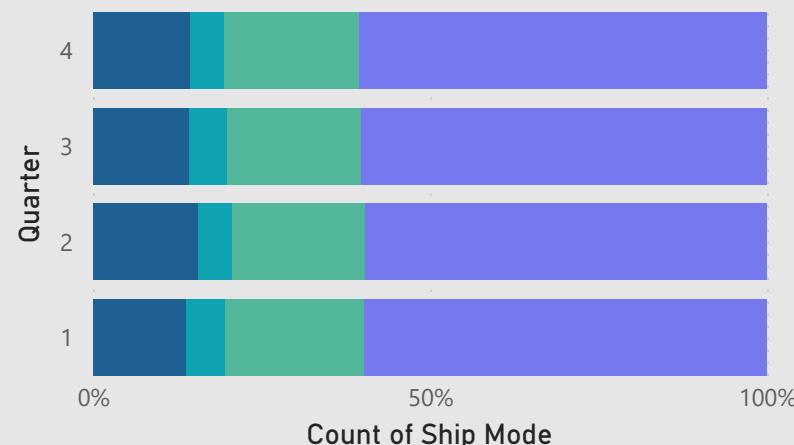
Ratio of Ship Mode Type by Market

Ship Mode ● First Class ● Same Day ● Second Class ● Standard Class



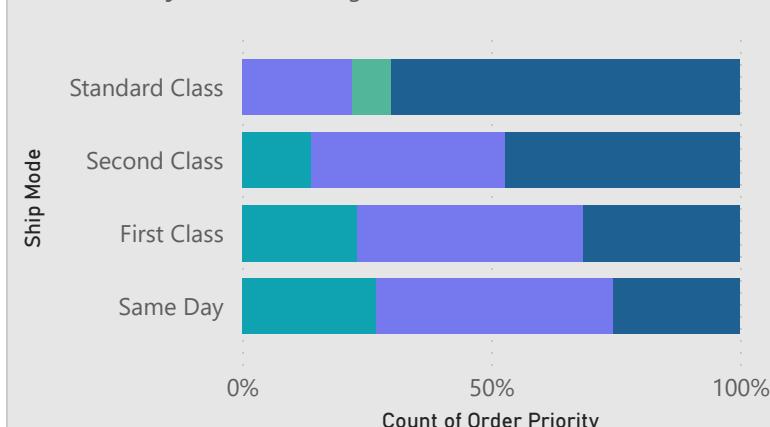
Count of Ship Mode by Quarter and Ship Mode

Ship Mode ● First Class ● Same Day ● Second Cl... ● Standar...



Count of Order Priority by Ship Mode and Order Priority

Order Priority ● Critical ● High ● Low ● Medium



Ratio of Ship Mode Type by Region

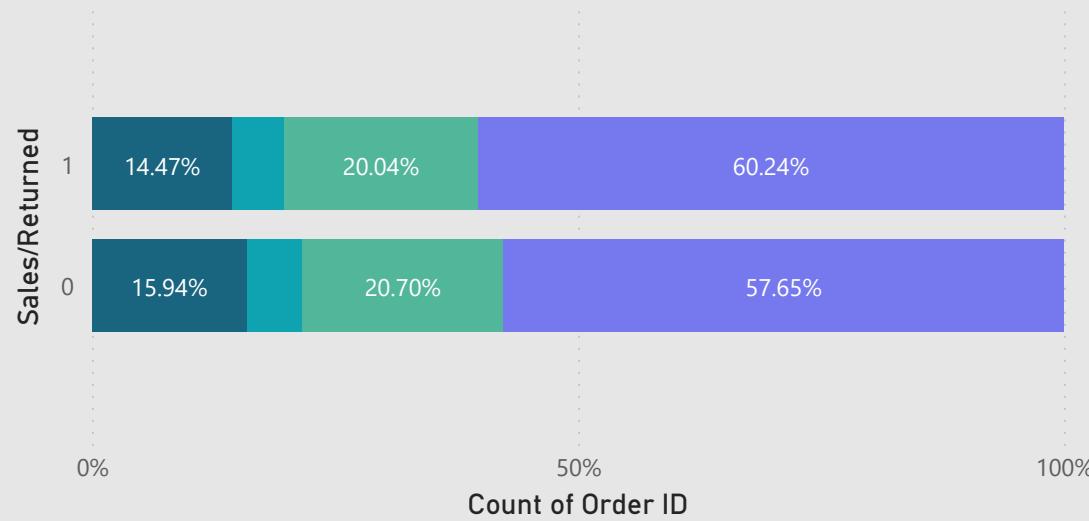
Ship Mode ● First Class ● Same Day ● Second ... ● Standar...





Count of Order ID by Sales/Returned and Ship Mode

Ship Mode ● First Class ● Same Day ● Second Class ● Standard Class



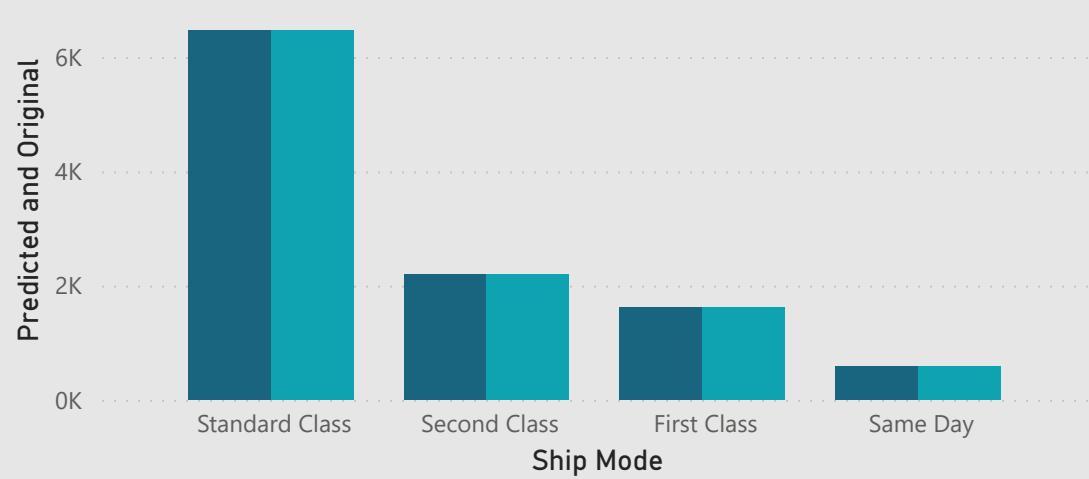
Models for Ship mode Prediction

Model Name	Train_accuracy	Validation_accuracy
GradientBoostingClassifier	58.40	56.00
SVC	49.90	49.70
XGBClassifier	69.50	60.80

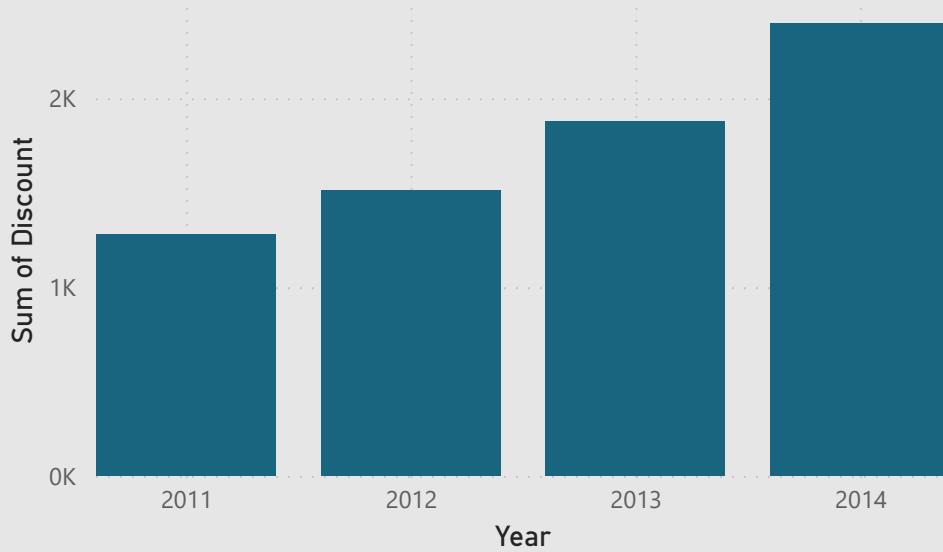
Best Model

Predicted and Original by Ship Mode

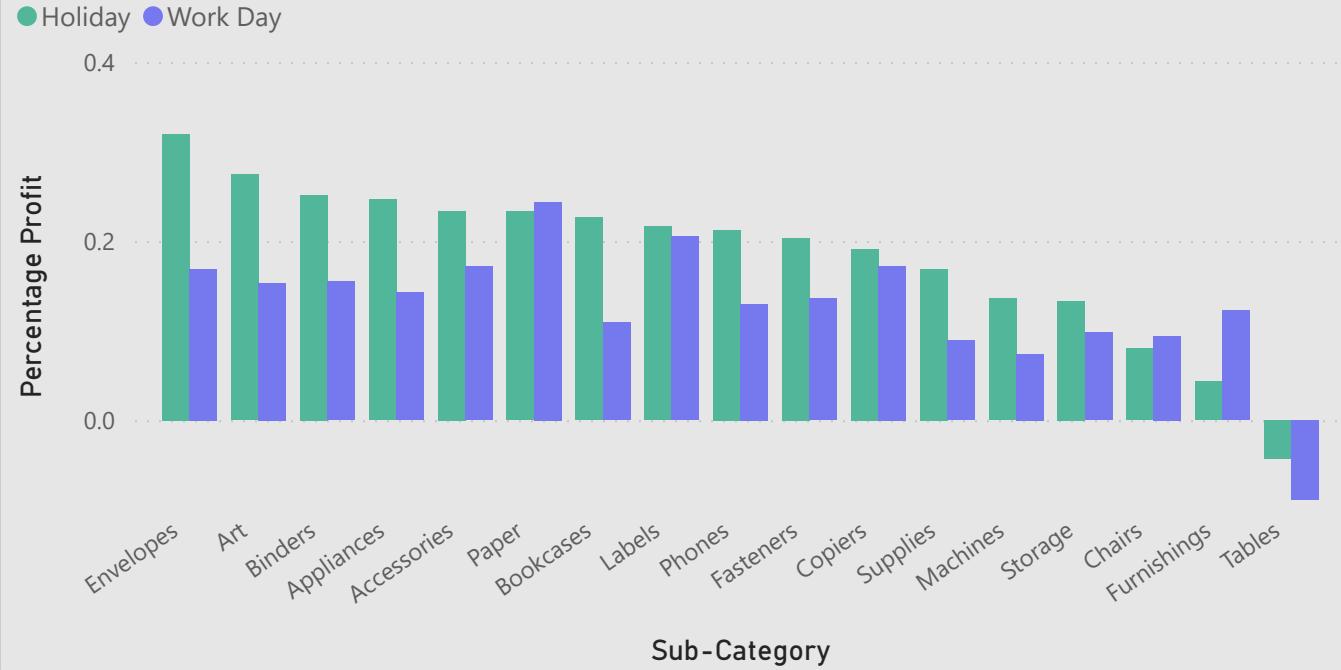
● Predicted ● Original



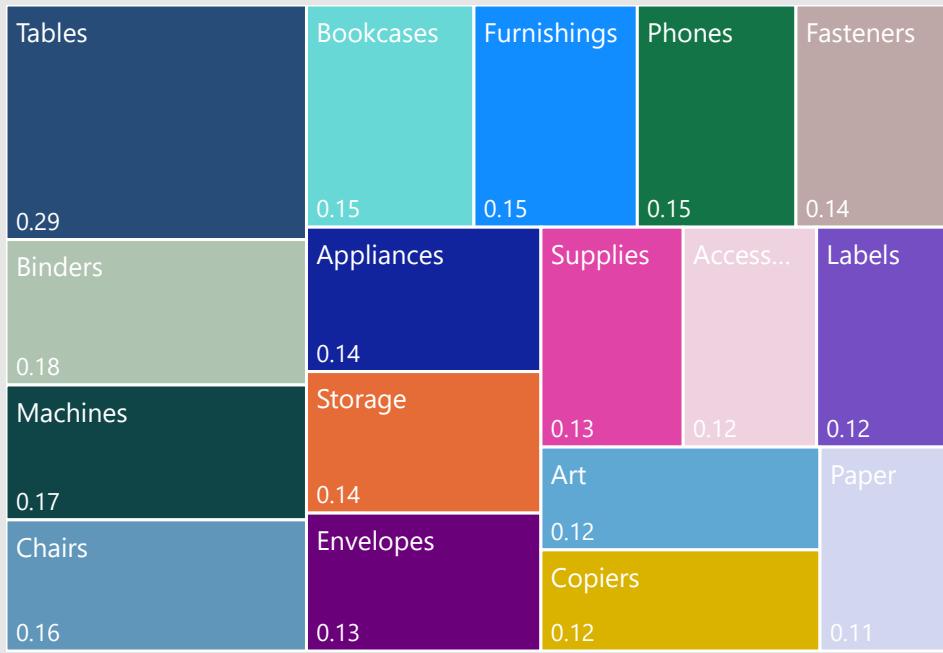
Sum of Discount by Year



Percentage Profit for holiday vs work day



Average of Discount by Sub-Category



Average of Discount by Day Name

