

Performance Report - 2024



Order Date

Y Q M W D
Month
2015
Q1 Jan Feb Mar Q2 Apr May Jun

Product Category

Deselect all Furniture Office Supplies

Technology

Customer Segment

Select all Consumer Corporate

Home Office Small Business

Sales Growth Across Months

▲ 15.74% ▼ -20.02% ▲ 30.30% ▼ -27.16% ▲ 13.73%
Sales Chang... Sales Chang... Sales Chang... Sales Chang... Sales Change ...

Profit Correlation

Correlation_Profit_Sales

0.36

Correlation_Profit_Unit_Price

-0.18

Correlation_Profit_Base_M...

-0.07

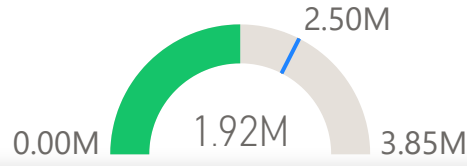
Revenue Per Product

245.43

Revenue Per Customer

198.30

Achieved Sales Vs Target Sales



Highest Profit Per Category

Office Sup...

Total Sales

1.92M

Highest Customer Per Sales

Kristine Con...

Top Region Sales

East

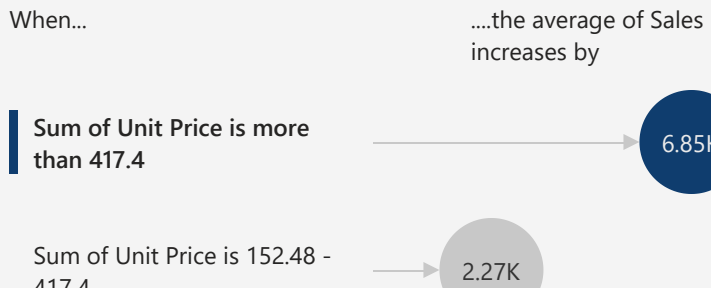
Sales Summary

Product Name	Unit Price	Sum of Profit	Sum of Sales	Order Priority
Global Troy™ Executive Leather Low-Back Tilter	500.98	9,159.24	37,148.16	Critical
Economy Rollaway Files	165.20	1,959.75	34,525.74	High
Hon 4700 Series Mobuis™ Mid-Back Task Chairs with Adjustable Arms	355.98	5,024.35	21,203.49	Not Specified
Smead Adjustable Mobile File Trolley with Lockable Top	419.19	9,946.23	19,640.56	Medium
Electrix Halogen Magnifier Lamp	194.30	6,258.88	18,189.98	Critical
Fellowes Super Stor/Drawer® Files	161.55	2,839.02	16,851.15	Critical
GBC DocuBind TL300 Electric Binding System	896.99	11,004.45	15,948.48	High
Luxo Professional Fluorescent Magnifier Lamp with Clamp-Mount Base	209.84	4,100.78	15,731.93	Critical
Riverside Palais Royal Lawyers Bookcase, Royale Cherry Finish	880.98	9,094.32	13,946.27	Low
Bush Cubix Collection Bookcases, Fully Assembled	220.98	2,098.06	12,955.45	Medium
Hewlett Packard LaserJet 3310 Copier	599.99	8,798.18	12,750.99	Low
Canon Imageclass D680 Copier / Fax	699.99	650.58	12,492.51	Low
Global Enterprise Series Seating High-Back Swivel/Tilt Chairs	270.98	-68.32	12,196.85	Critical
Fellowes Staxonsteel® Drawer Files	193.17	1,141.07	12,190.98	Not Specified
Honeywell Enviracaire Portable HEPA Air Cleaner for 17' x 22' Room	300.65	2,757.37	12,131.82	Critical
Atlantic Metals Mobile 5-Shelf Bookcases, Custom Colors	300.98	3,708.23	11,901.21	Medium
O'Sullivan Living Dimensions 3-Shelf Bookcases	200.98	1,388.58	11,871.50	Not Specified
Sanyo Counter Height Refrigerator with Crisper, 3.6 Cubic Foot, Stainless Steel/Black	328.14	1,544.08	11,784.31	Not Specified
Bush Advantage Collection® Round Conference Table	212.60	4,492.65	11,520.31	Low
Hon Olson Stacker Stools	140.81	1,232.79	11,272.77	Not Specified
Polycom ViaVideo™ Desktop Video Communications Unit	574.74	2,748.51	11,091.44	Low
Canon Image Class D660 Copier	599.99	1,367.17	11,015.82	Low
Hewlett-Packard Deskjet 6122 Color Inkjet Printer	200.97	3,490.08	10,947.87	Not Specified
Canon PC1060 Personal Laser Copier	699.99	4,153.93	10,886.57	Medium
Tennsco Snap-Together Open Shelving Units, Starter Sets and Add-On Units	279.48	1,549.90	10,510.79	Low
Total		224,077.61	1,924,337.88	

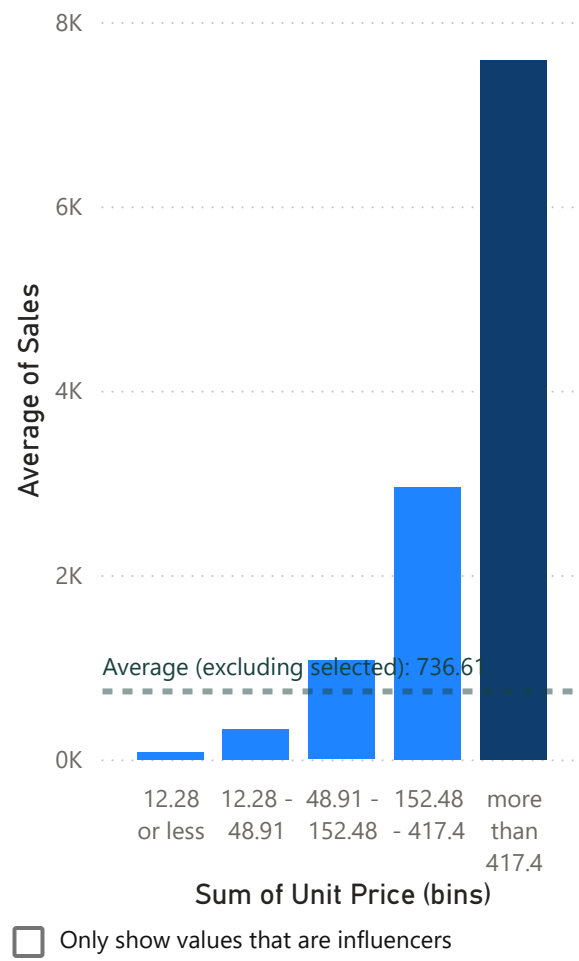
Sales Most Influencing Factors

Key influencers Top segments

What influences Sales to Increase ?



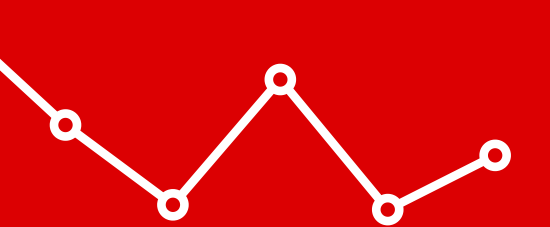
Sales is more likely to increase when Sum of Unit Price is more than 417.4 than otherwise (on average).



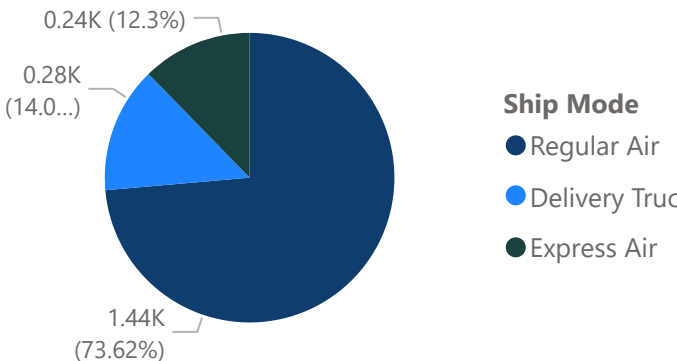
Actual Sales Vs Target

Sum of Sales

306572.07 (-23.1 %)

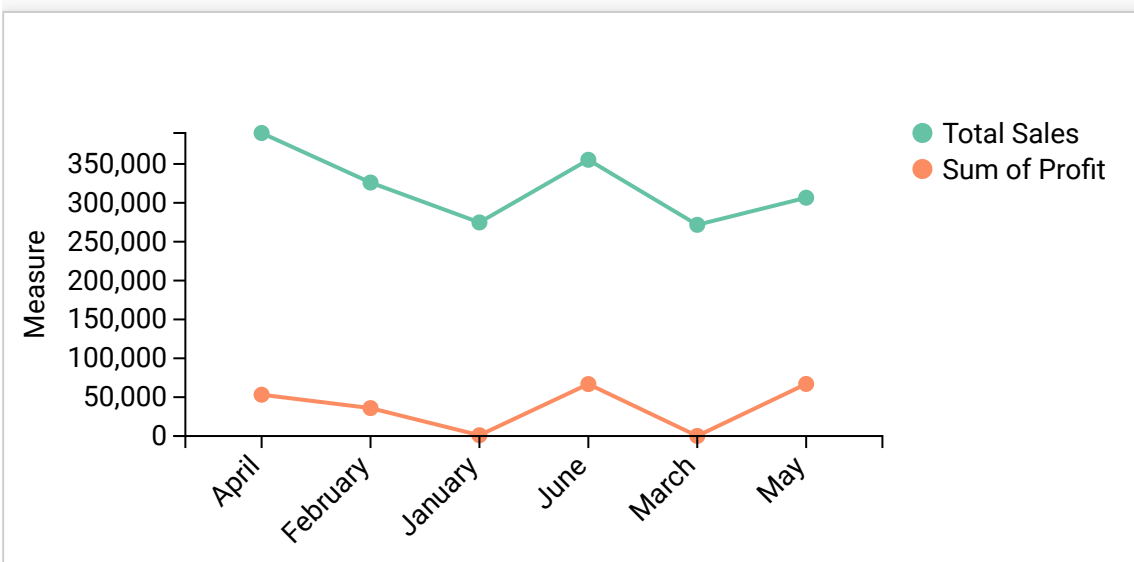


Preferable Shipping Mode



Total Sales Vs Total Profit

Reset Undo Redo



Annotations

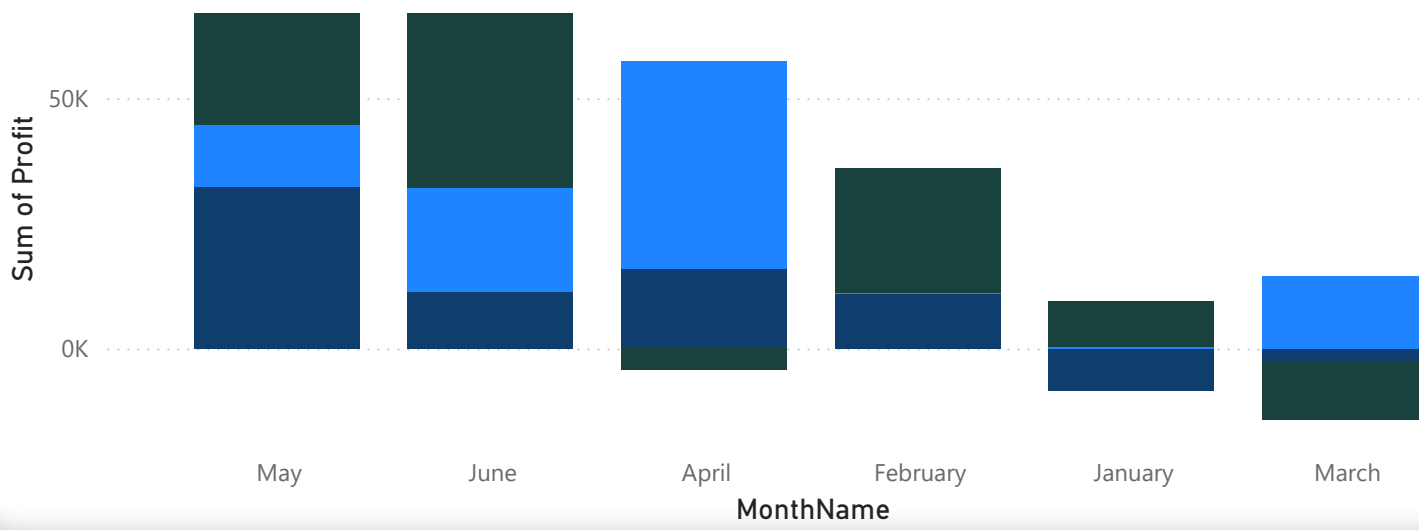
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Editor

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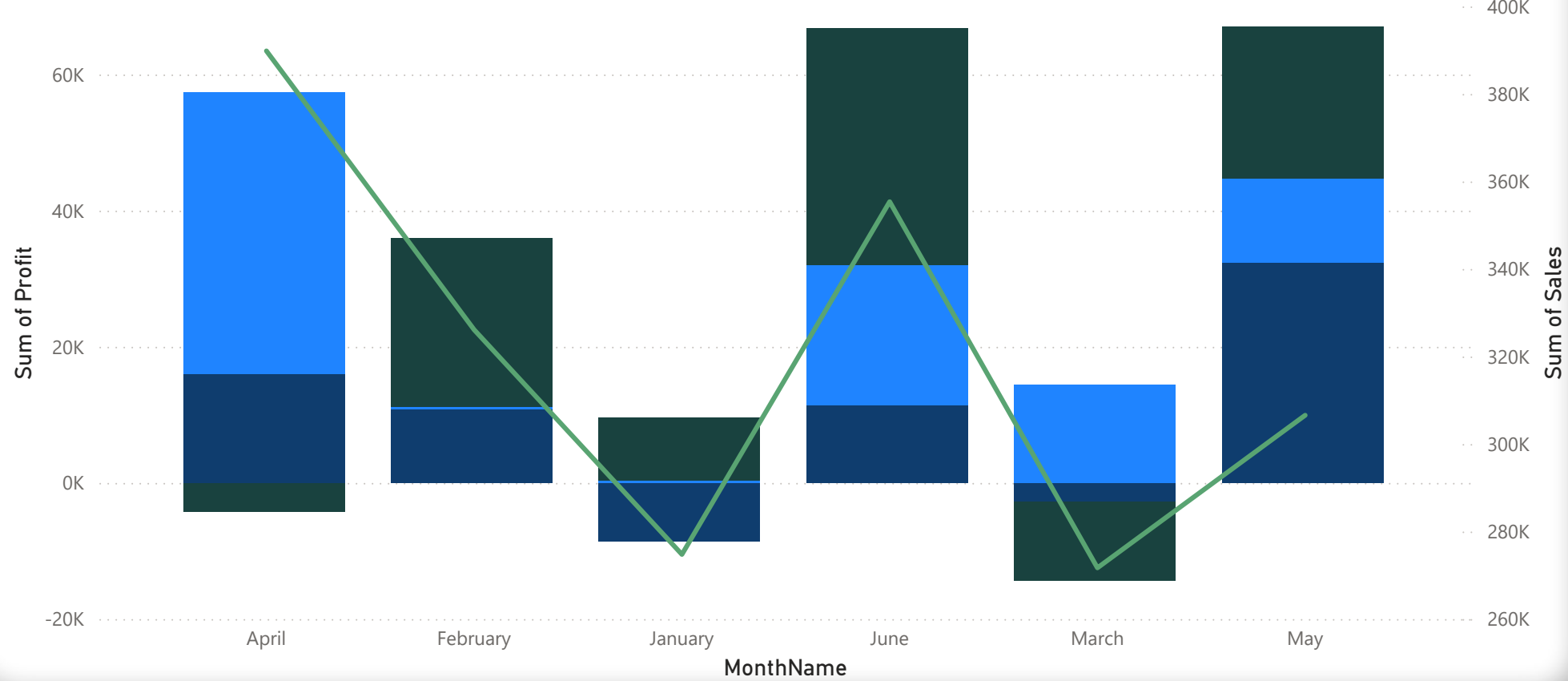
Profit Per Product Category Per Month

Product Category Furniture Office Supplies Technology



Sales and Profit Trend Per Product Category

Product Category Furniture Office Supplies Technology Sum of Sales



Total Sales by MonthName and Region

Region West South East Central

