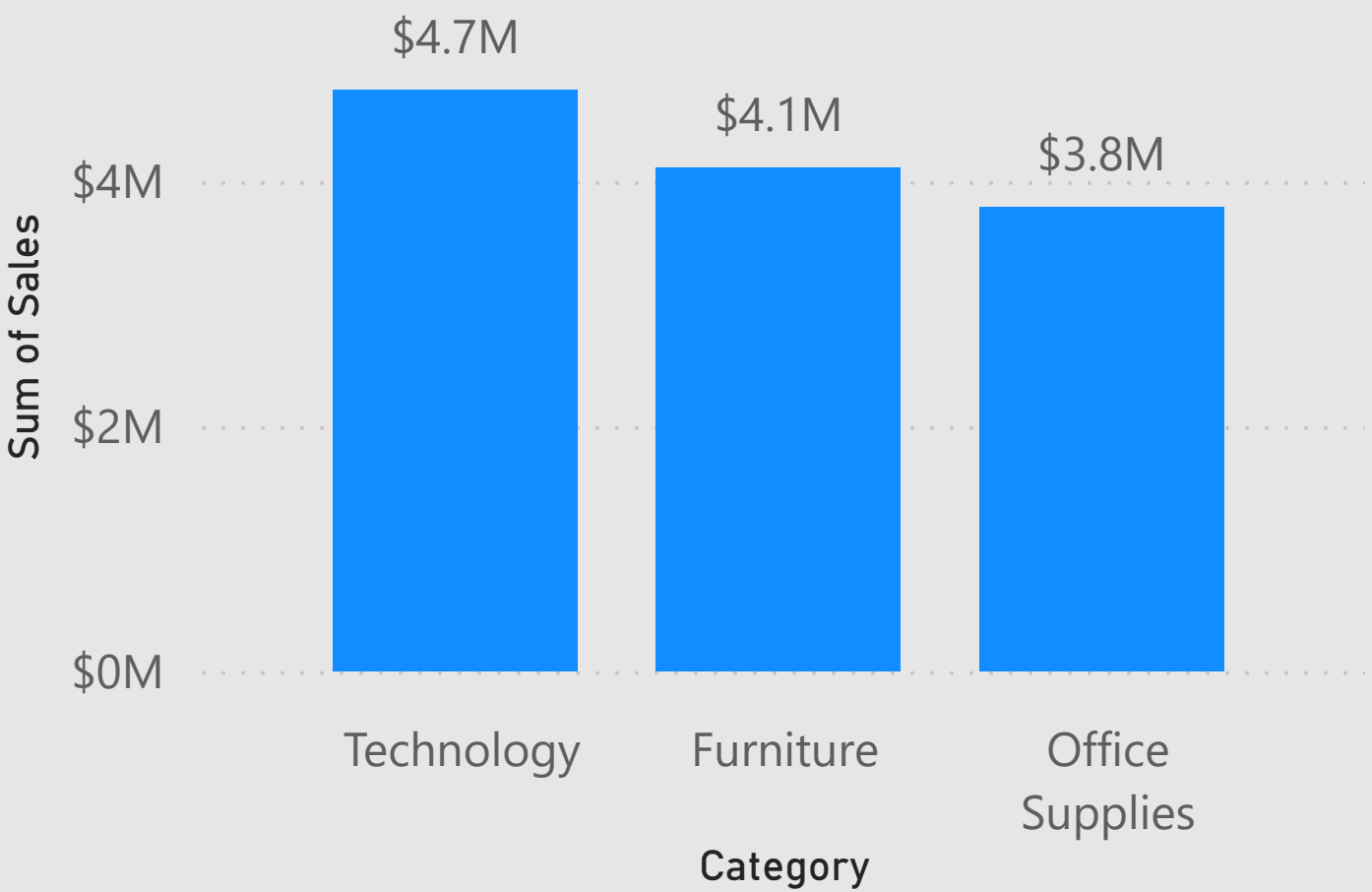


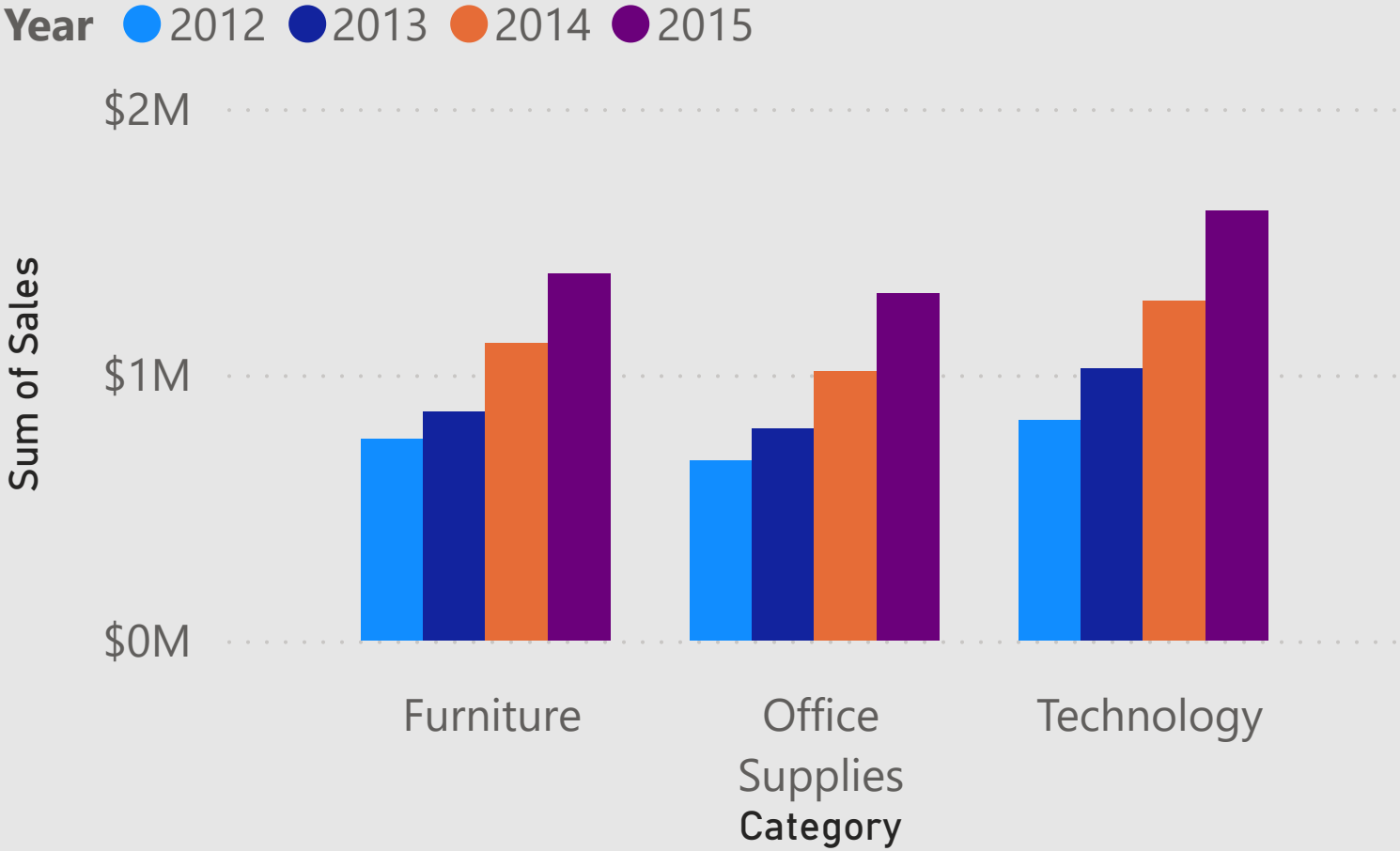


# Analysis by Comparsion

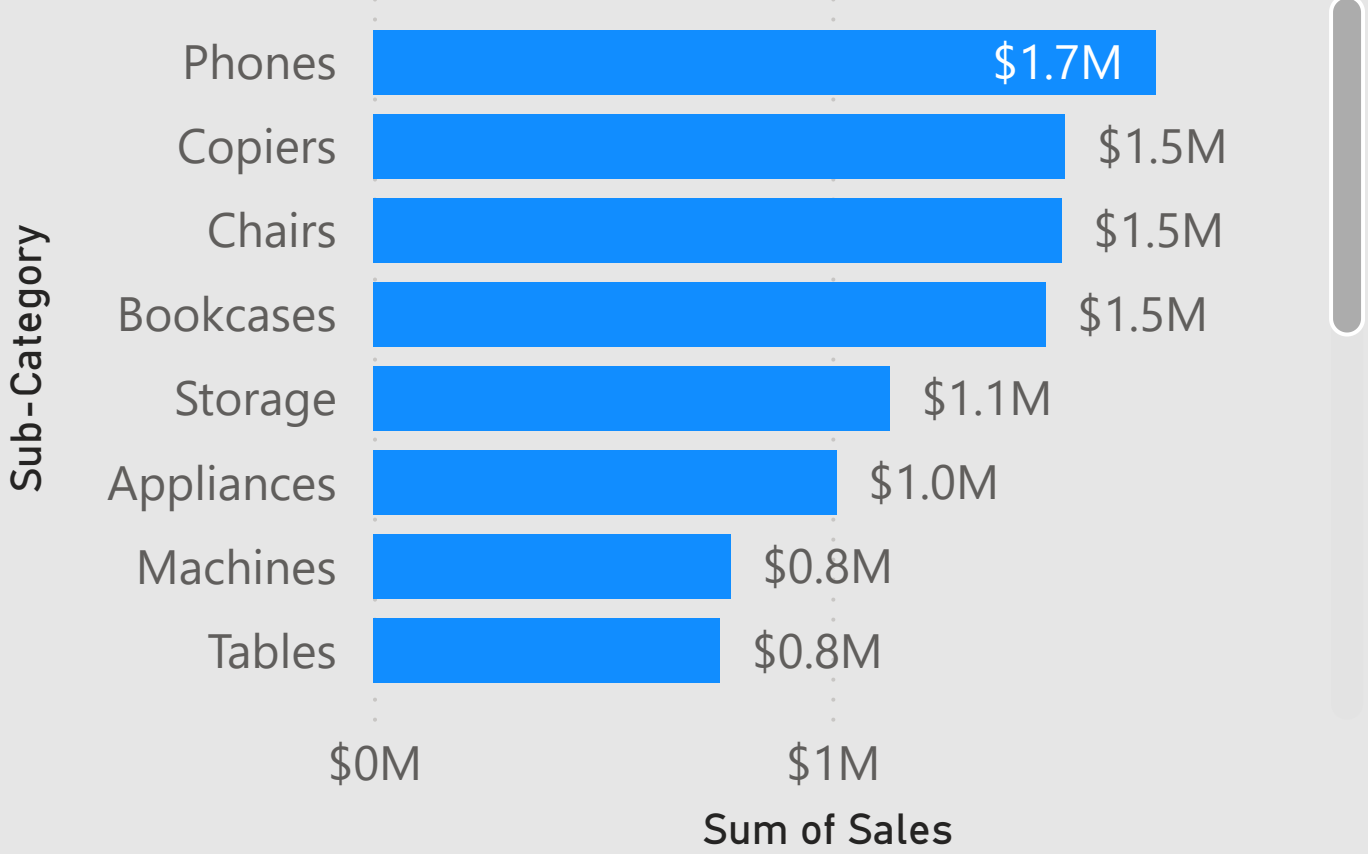
## Sales by Category



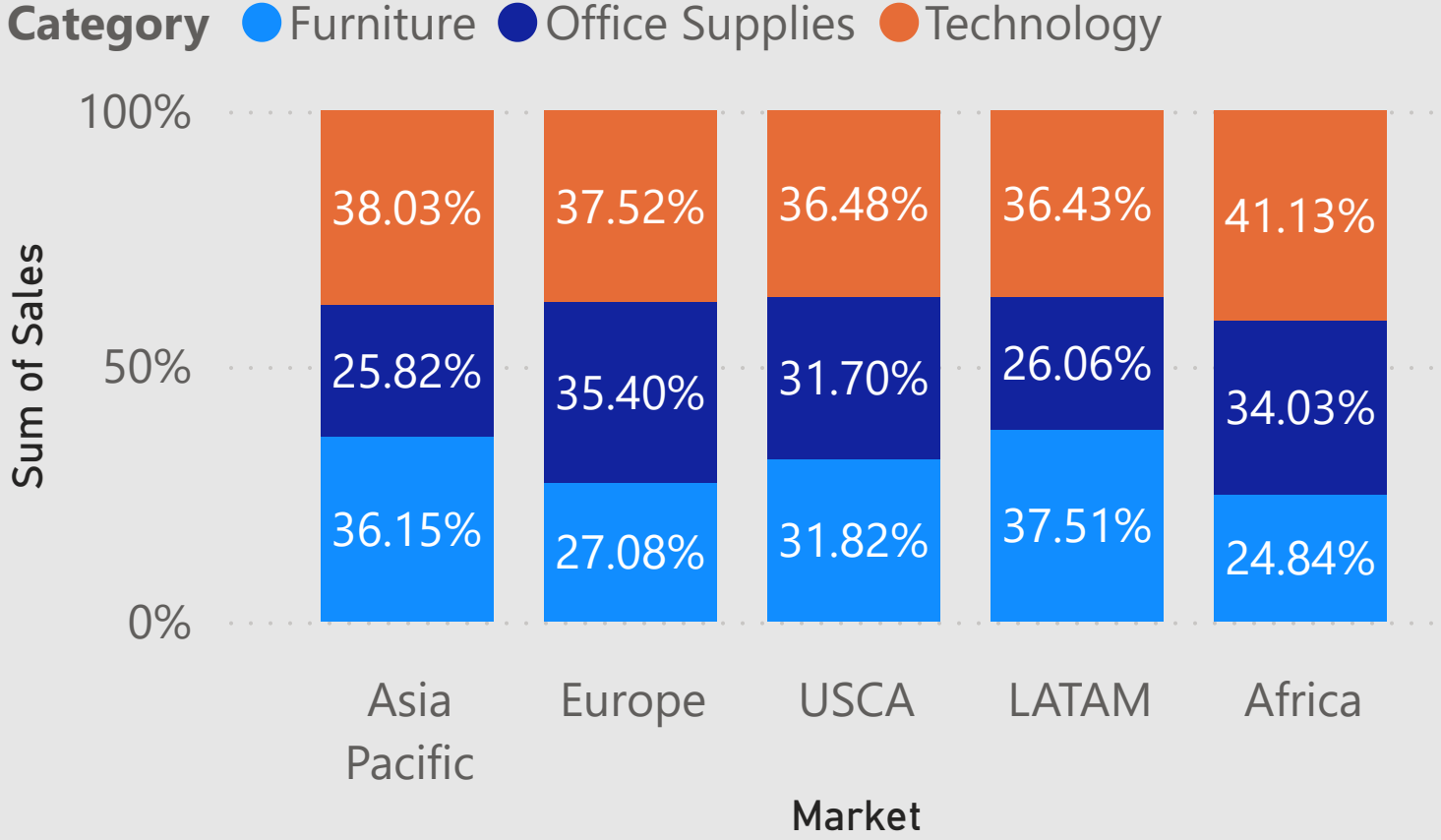
## Sales by Category & Year



## Profit by Sub-Category



## Sales by Market & Year





# Sales Dashboard Analysis



## Total Sales

\$2M

## Key Performance Indicator's(KPI's)

|               |               |               |             |              |
|---------------|---------------|---------------|-------------|--------------|
| \$22,638      | \$1           | \$251         | 8999        | \$248,943... |
| Maximum Sales | Minimum Sales | Average Sales | Count Sales | Total Profit |

Year, Segment

2012

| Category        | Sub-Category | Total Sales |
|-----------------|--------------|-------------|
| Technology      | Phones       | \$337,28    |
| Furniture       | Chairs       | \$285,73    |
| Furniture       | Bookcases    | \$259,39    |
| Technology      | Copiers      | \$216,36    |
| Office Supplies | Storage      | \$205,59    |
| Office Supplies | Appliances   | \$173,29    |
| Technology      | Machines     | \$160,54    |
| Furniture       | Tables       | \$147,13    |
| Technology      | Accessories  | \$113,45    |
| Office Supplies | Binders      | \$86,99     |
| Office Supplies | Art          | \$64,07     |
| Furniture       | Furnishings  | \$63,82     |
| Office Supplies | Supplies     | \$47,56     |
| Office Supplies | Paper        | \$42,37     |
| Office Supplies | Supplies     | \$37,28     |
| Total           |              | \$2,259,45  |

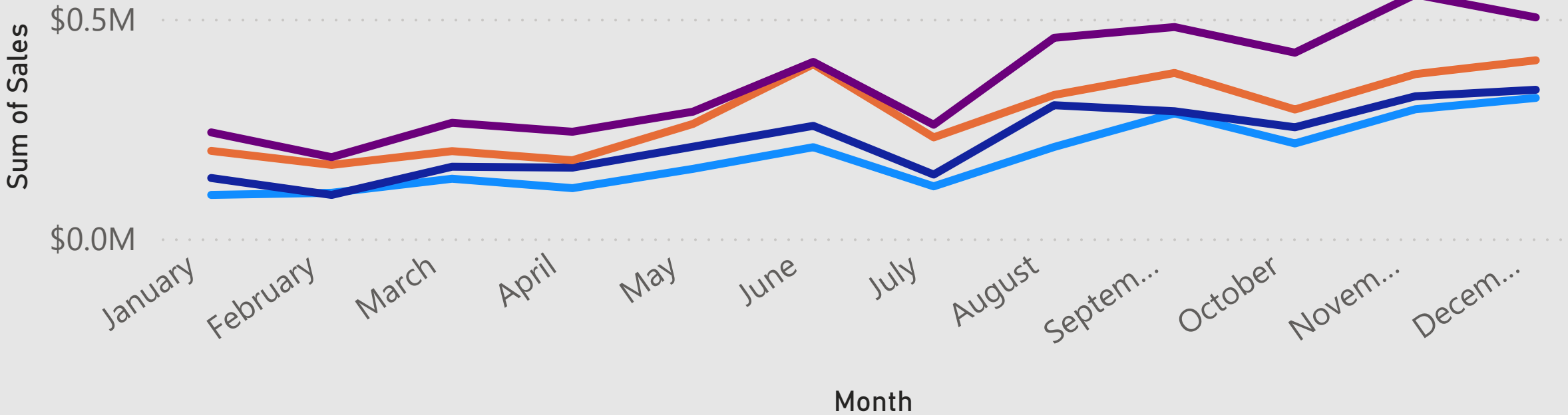
| Market Category | Africa Profit          | Sales     | Asia Pacific Profit    | Sales     | Europe Profit |
|-----------------|------------------------|-----------|------------------------|-----------|---------------|
| Furniture       | \$1,463.766            | \$32,944  | \$16,691.0574          | \$261,540 | \$            |
| Bookcases       | (\$119.48700000000005) | \$11,293  | \$10,821.2562          | \$98,799  | \$            |
| Chairs          | \$1,016.19             | \$10,885  | \$8,119.145100000001   | \$93,576  | \$7,594.5     |
| Furnishings     | (\$369.693)            | \$3,084   | \$3,665.2524           | \$22,458  | \$2,266.2     |
| Tables          | \$936.756              | \$7,683   | (\$5,914.596299999998) | \$46,708  | \$172.99      |
| Office Supplies | \$2,922.474            | \$44,482  | \$16,329.5982          | \$178,124 | \$28,283.0    |
| Appliances      | (\$717.54600000000003) | \$7,876   | \$7,312.004400000002   | \$60,281  | \$7,614.9     |
| Art             | \$1,082.7660000000001  | \$6,995   | \$1,709.9502           | \$15,075  | \$5,314.9     |
| Binders         | \$190.179              | \$3,638   | \$1,847.8862999999999  | \$13,214  | \$3,583.6     |
| Envelopes       | \$195.849              | \$1,408   | \$1,351.4564999999997  | \$10,774  | \$1,158.4     |
| Fasteners       | \$137.745              | \$894     | \$372.75959999999999   | \$4,838   | \$858.28      |
| Labels          | \$101.46600000000001   | \$933     | \$584.26560000000006   | \$4,425   | \$686.35      |
| Paper           | \$155.58900000000001   | \$3,170   | \$1,071.7250999999999  | \$10,518  |               |
| Storage         | \$1,933.7849999999999  | \$17,727  | \$1,547.1972000000006  | \$44,292  | \$4,677.1     |
| Supplies        | (\$157.35000000000001) | \$1,842   | \$522.35220000000002   | \$14,707  | \$2,402.2     |
| Total           | \$10,944.114           | \$127,187 | \$73,271.327400000001  | \$713,658 |               |



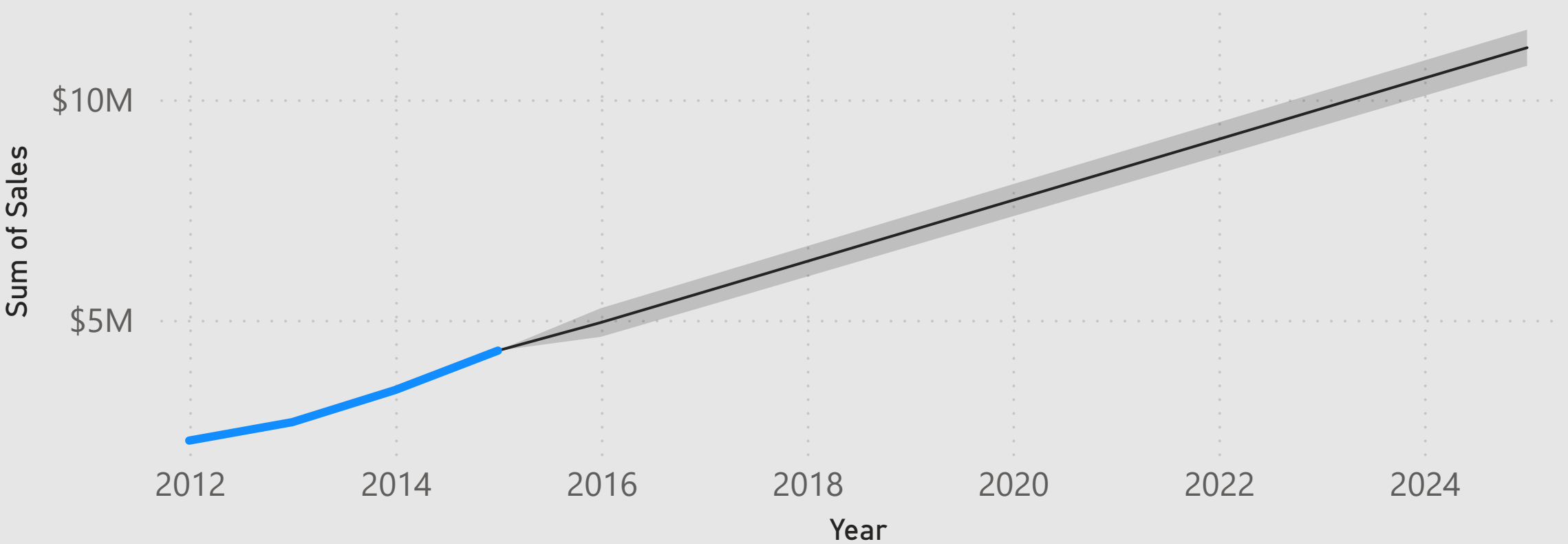
# TrendAnalysis

## Sales by Month

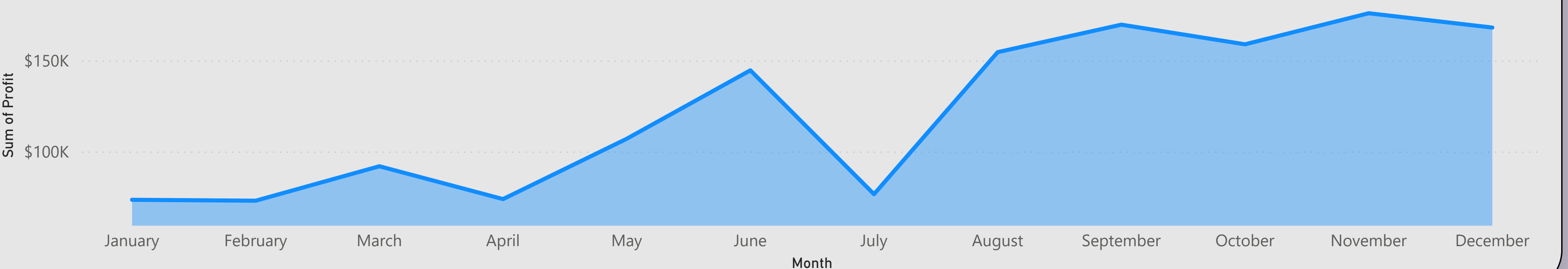
Year ● 2012 ● 2013 ● 2014 ● 2015



## Sales Prediction - 3 Years



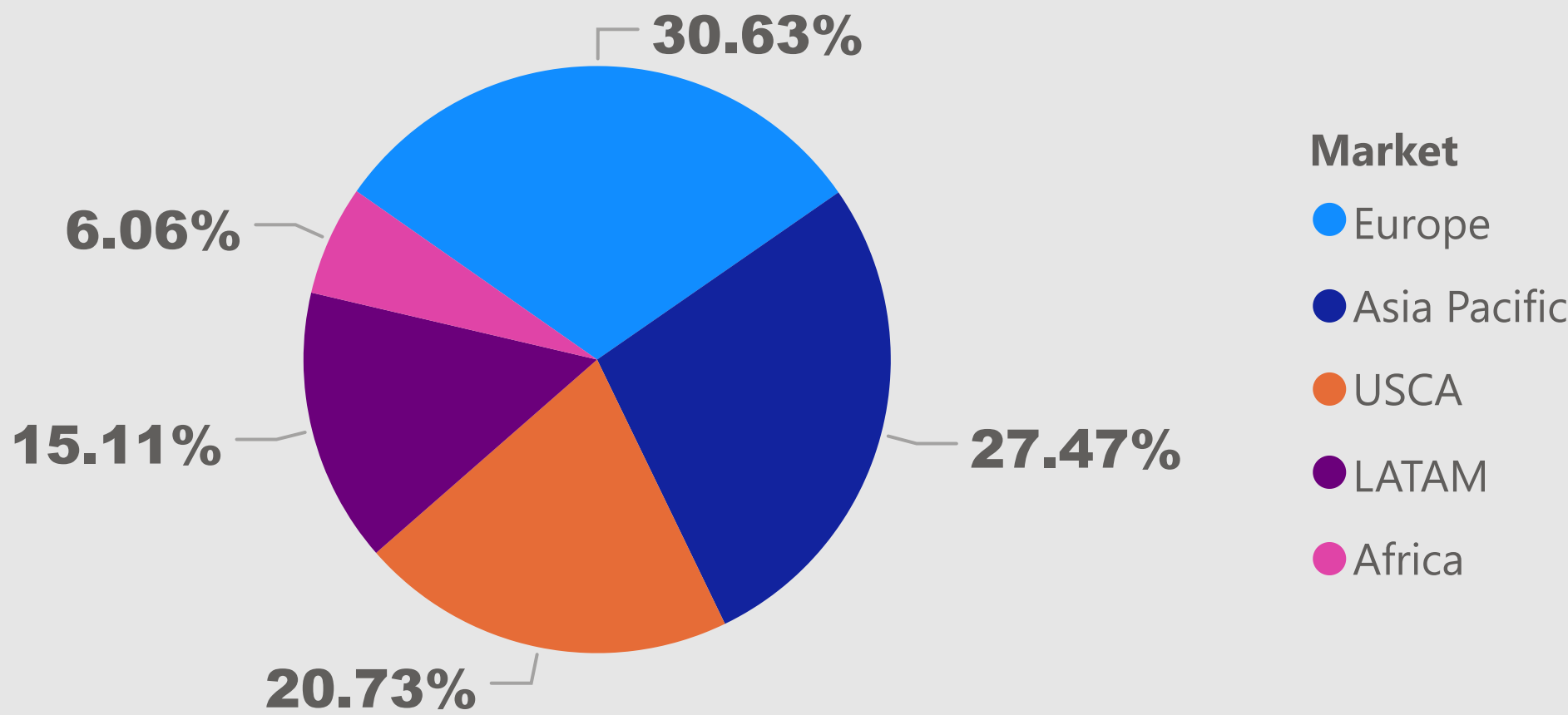
## Sales by Profit



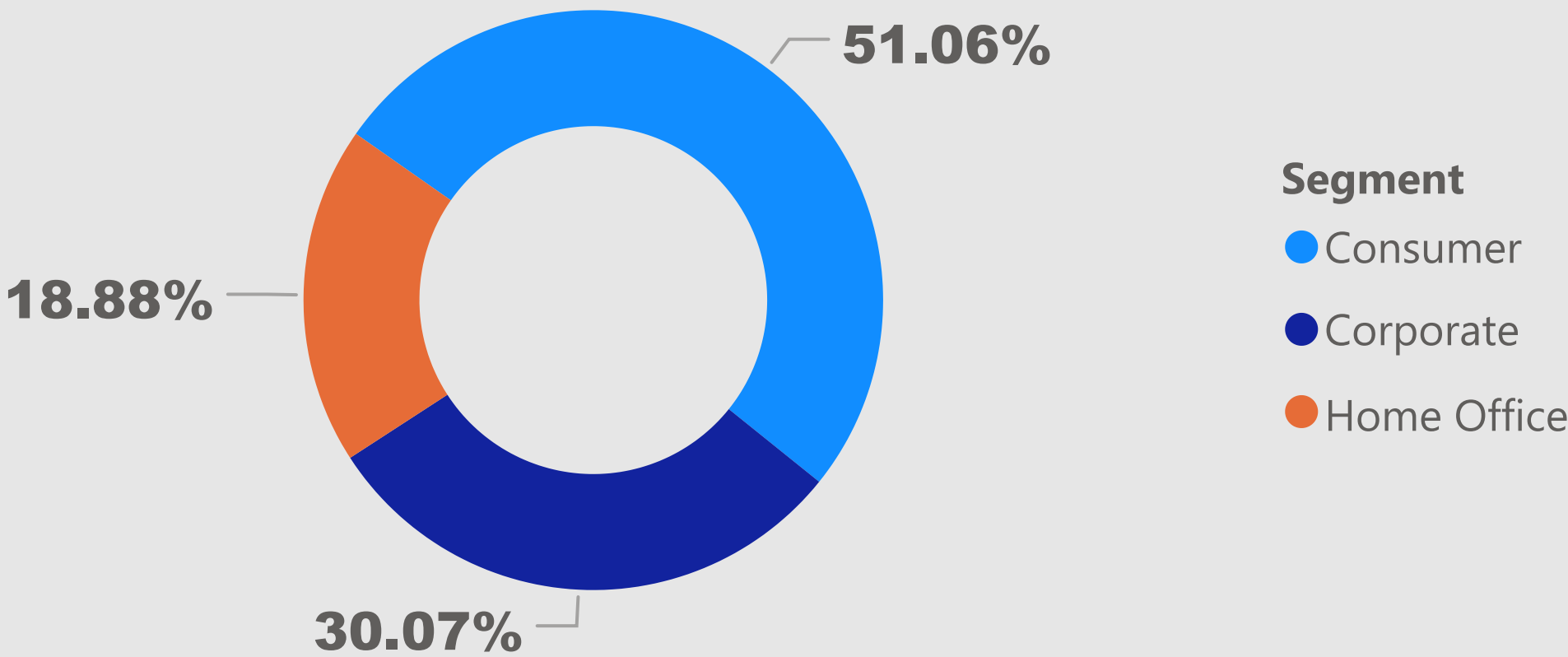


# Pie & Donut Chart

## Profit % by Market



## Sales by Segment



## Actual Vs Target Sale's



Year

All

