

# Overview Dashboard

The  
Office



93M

Total Revenue

1000

Total orders

11.07

Avg of discount

69.65

Avg days to close

3.77

Average rating

## Bonus eligibility Employees

### Angela Martin

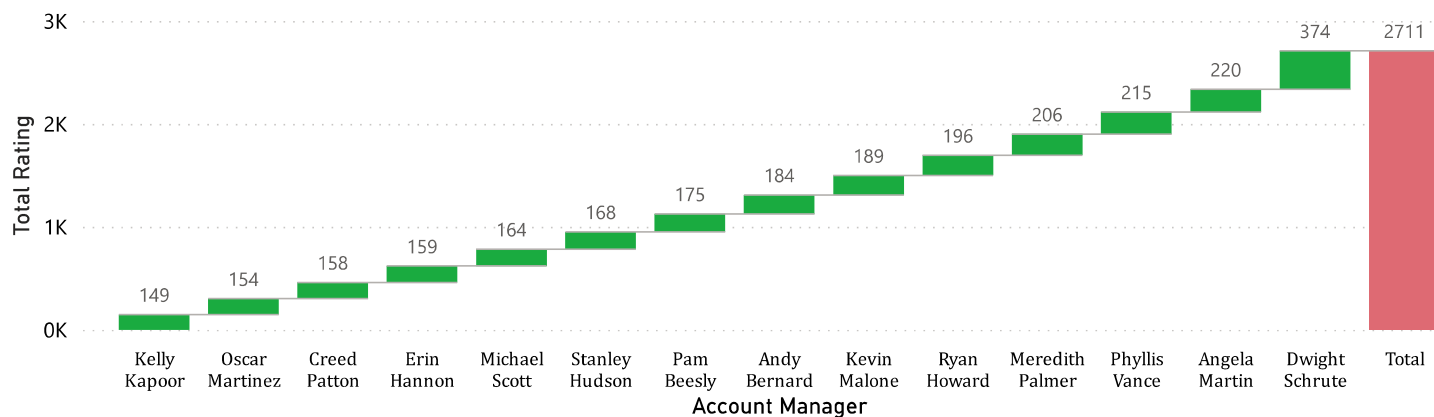
4.00	78500
Avg rating	Avg revenue

### Phyllis Vance

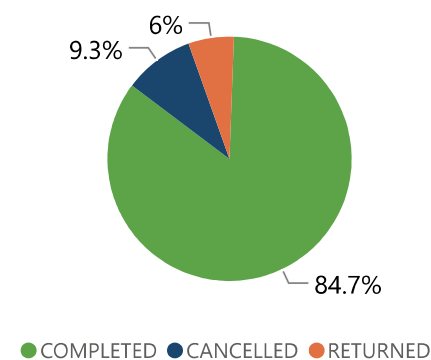
4.13	99311
Avg rating	Avg revenue

## Account Manager total Rating

● Increase ● Decrease ● Total



## Order Status

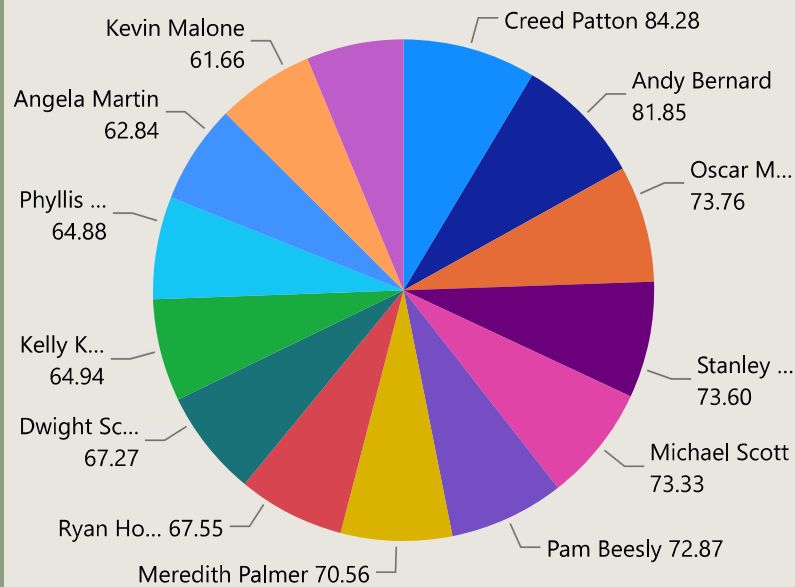




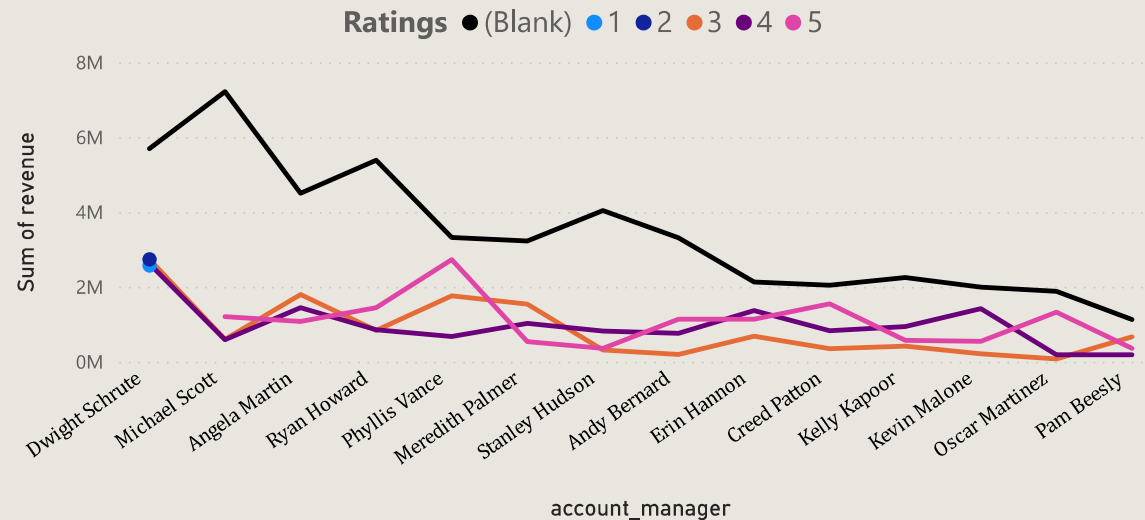
# Account Manager Performance



## Average days to close an account



## Revenue Generated by Account Mangers by Rating



## Business Size

13

4986



## Order Status

- ☐ CANCELLED
- ☐ COMPLETED
- ☐ RETURNED

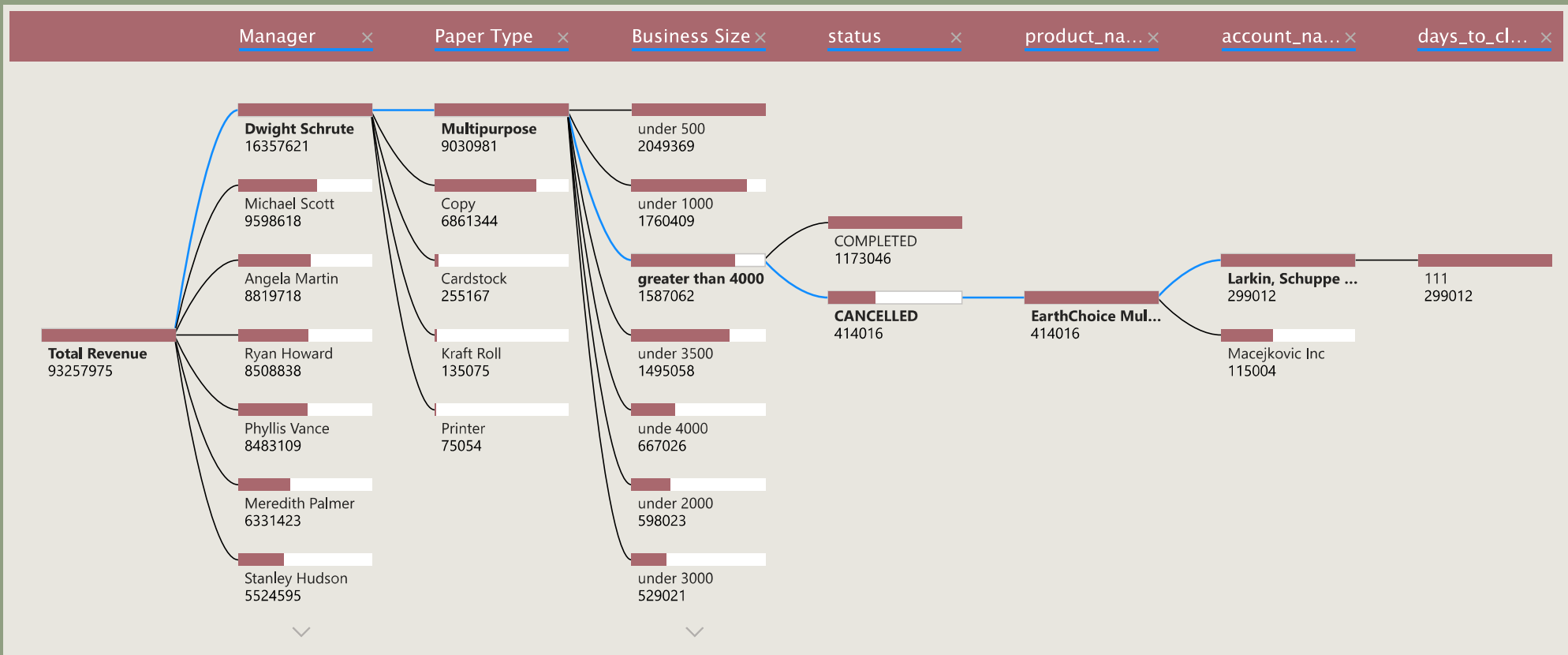
## Discount

0.36

42.97



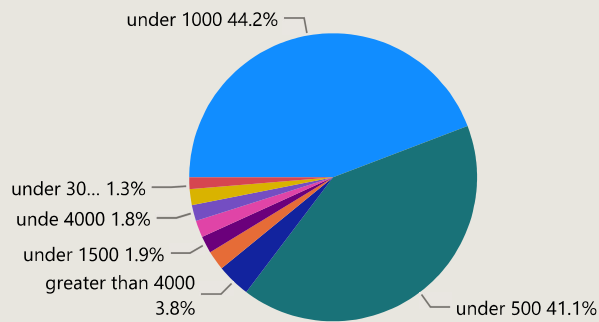
# Account Manager Performance detailed Report



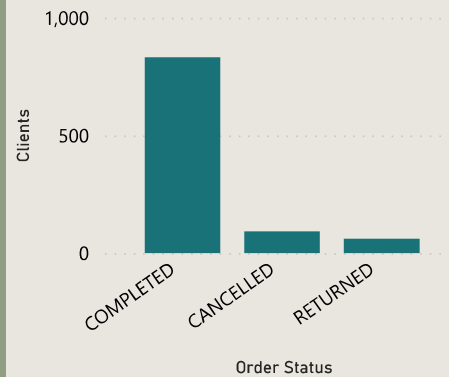
# Client segmentation attrition and Analysis



Business Size and orders the did



Status of Orders



Correlation between Rating and days to ship



## Clients at Risk of Attrition

Friesen-Swift, Considine LLC, Leffler-Farrell

Clients	days_to_close	Revenue
Kiehn Inc	22	1383998
Johnson-Kautzer	31	1383998
Lebsack Ltd	67	1383998
Satterfield, Grimes and Willms	69	1383998
Keeling-Mante	86	1383998
Roberts-Huels	143	1383998
Abbott, Heathcote and Willms	66	1314798
Crona-Hyatt	69	1314798
Satterfield, Ebert and Considine	76	1314798
Metz, Haag and Hand	97	1314798
Price Group	3	1245598
Trantow-Dickens	5	1245598
Hessel, Cummings and Stroman	88	1245598
Zemlak-Grady	103	1245598
Brown, Kertzmann and Heathcote	103	1176398
Graham Inc	24	1037998
Doyle Group	51	1037998
Reynolds-Koepp	118	1037998
Stokes-Tillman	123	1037998

ANNUAL

BIWEEK

MONTH

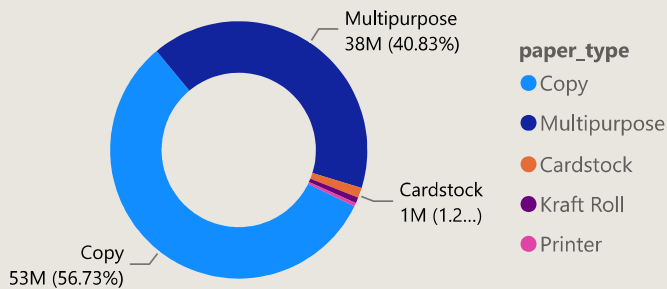
WEEK

# Product and Paper Type Analysis

The Office



Revenue by Paper type



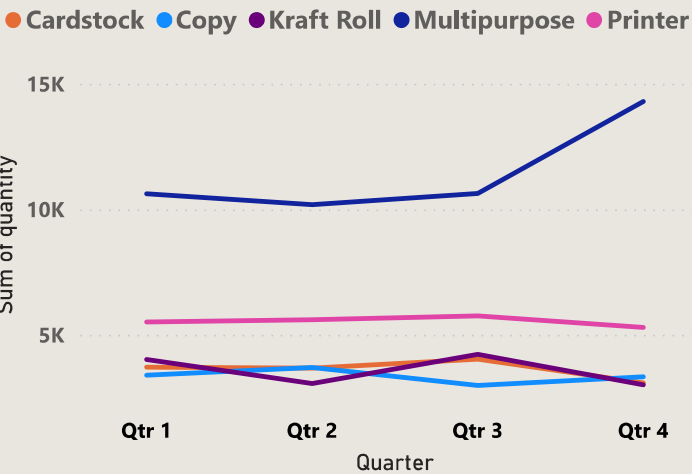
Account Manager

All

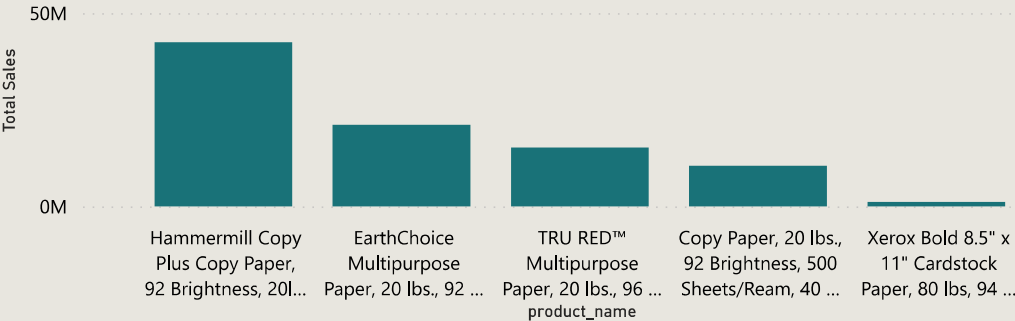
Shipping Region

- ☐ Midwest
- ☐ Northeast
- ☐ South
- ☐ West

Trend of `paper\_type` demand over time



Top 5 sale products



## Cheapest Paper

Neenah Paper Creative Collection Basic 8.5" x 11" Cardstock Paper, 65 lbs., 50 Sheets/Pack

## Expensive Paper

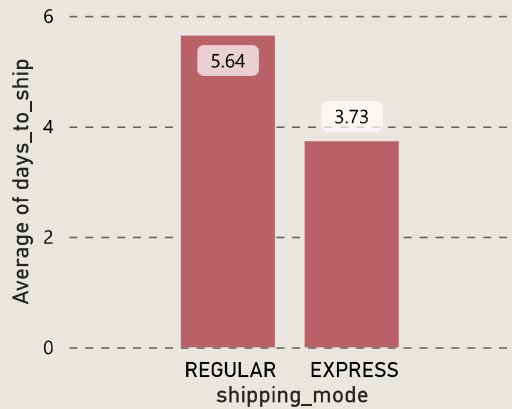
Hammermill Copy Plus Copy Paper, 92 Brightness, 20lb, 8-1/2 X 11, White, 200,000 Sheets/CT

# Shipping and Logistics Efficiency

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Office



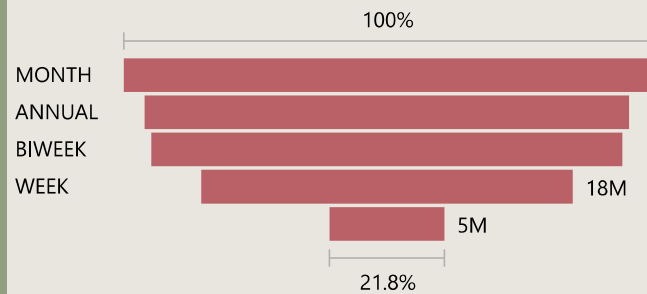
Average days\_to\_ship by shipping\_mode



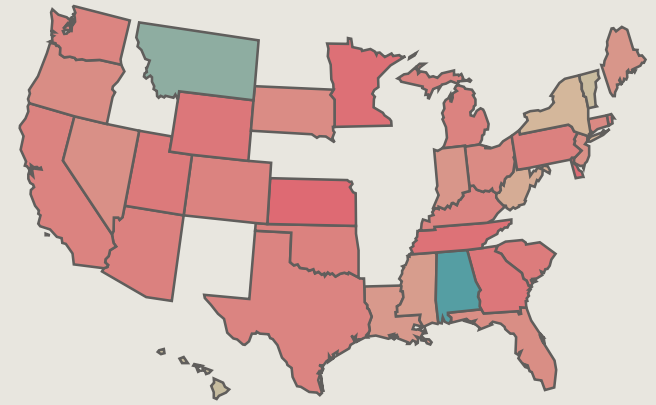
shipping\_city

All

Payment Cycle based revenue



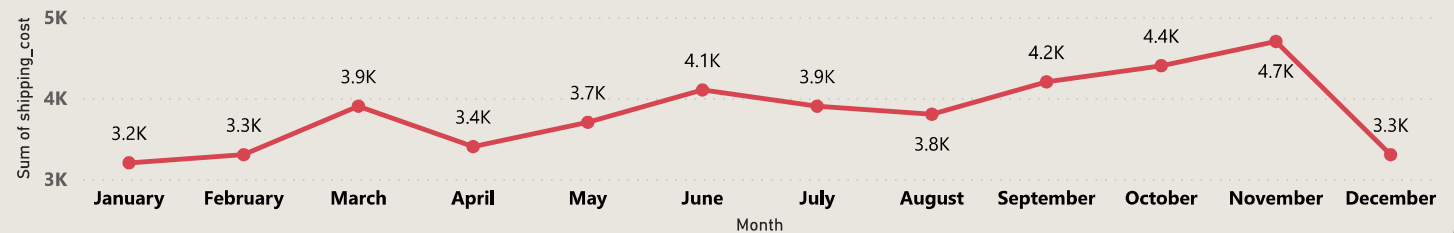
Shipping states and revenue's they provide



**Dunder Mifflin Client Name  
for Top Delayed & Expensive  
Order :**

**Bailey-King**

Monthly Trend of Shipping Cost



# Customer Satisfaction and Reviews

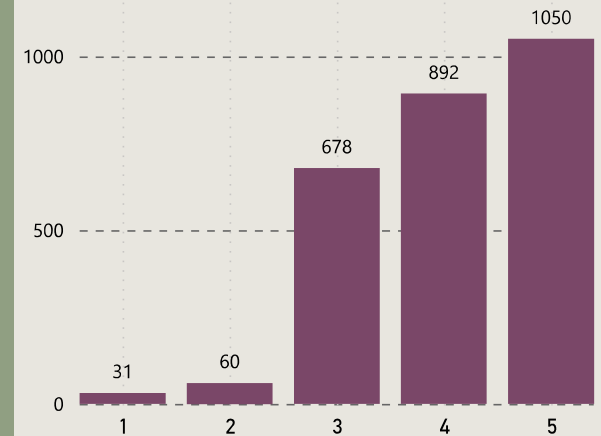
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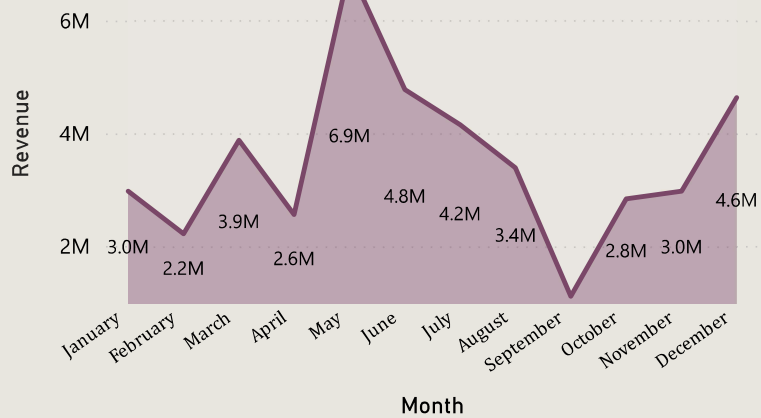
## Top 3 Reviews given by Clients

Wish they had more selection. I have to order paper from various sources just to make sure that our company is completely stocked.  
WOW! I never cared too much for paper before, but Dunder Mifflin's quality and customer service are both impeccable  
Would not purchase again

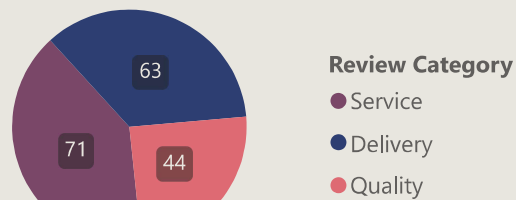
## Distribution of Ratings



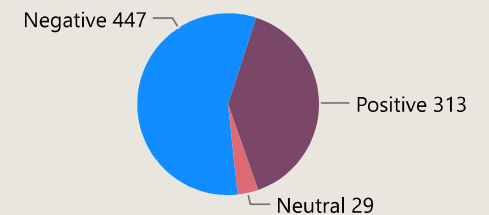
## Revenue Lost Due to Returns



## Clients giving review mostly talk about :



## Review Sentiments Analysis

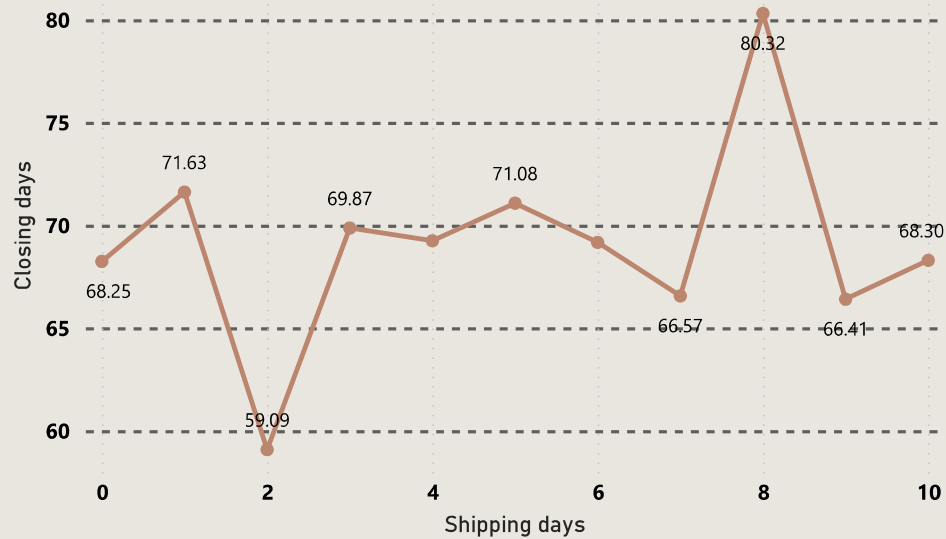


# Order Lifecycles and Timelines

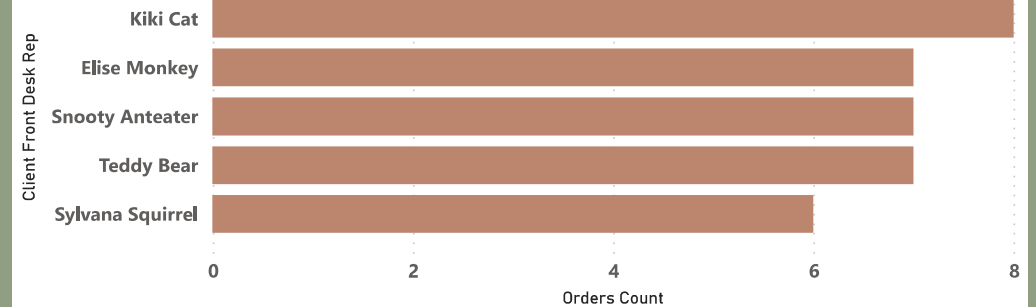
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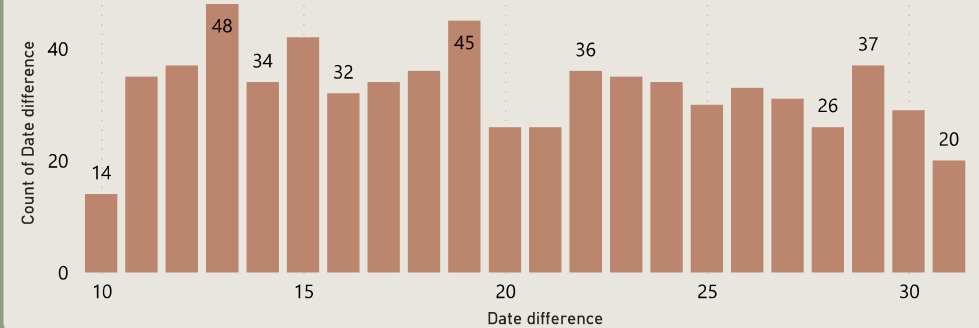
Average `days\_to\_close` and `days\_to\_ship` over time



Top 5 Client Account holders



Difference between `purchased\_date` and `returned\_date`



Cardstock

Copy

Kraft Roll

Multipurpose

Printer

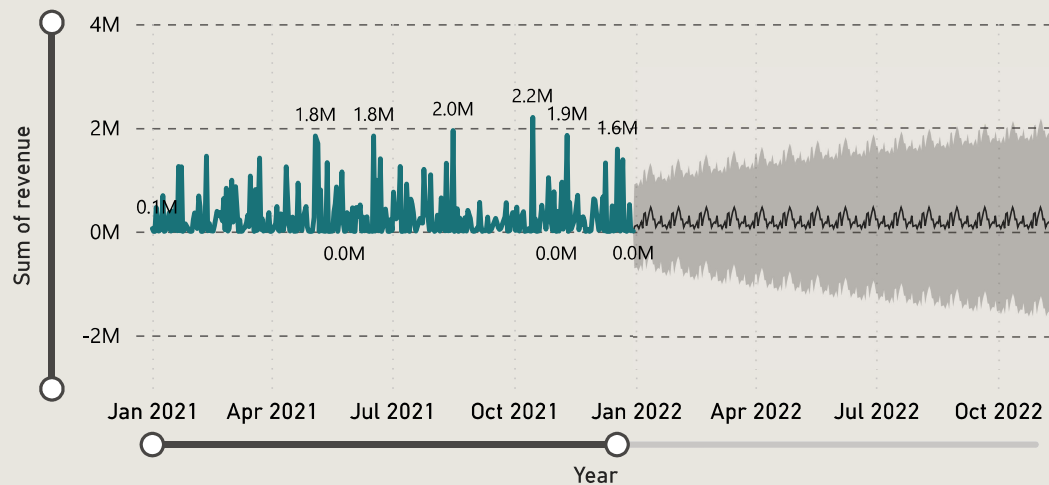


# Forecasting, Recommendation and Insights

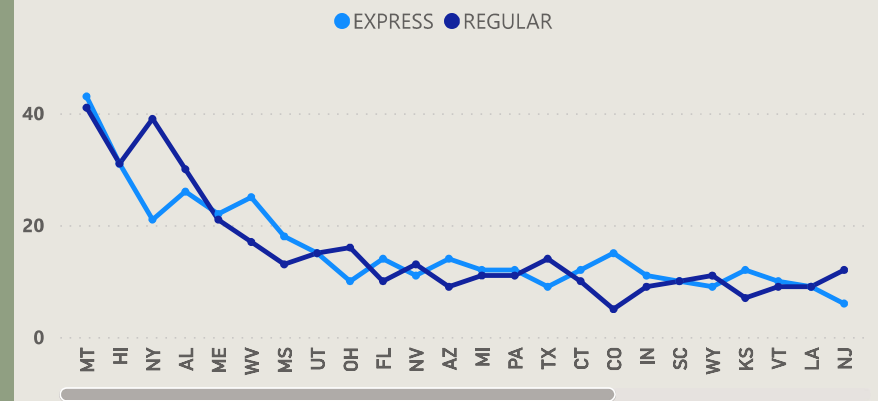
The Office



## Dunder Mifflin Revenue Forecast



## Shipping mode for each state



## Employees who need more training :

Employees	Returned	Cancelled	Completed	Is_Worst_Performing
Michael Scott	7	7	44	1
Ryan Howard	7	5	61	1

## Dunder Mifflin Revenue Vs Target

