



# Sales Summary

Select Sales Representative

All

Select Sales Distributor

All

Select Customer City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

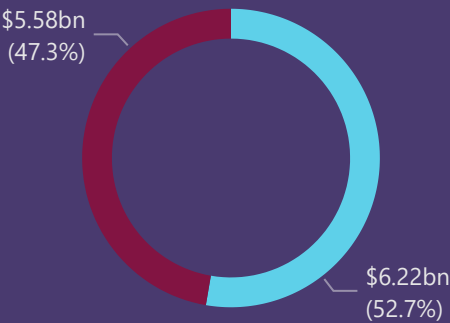
751

Total Customers

240

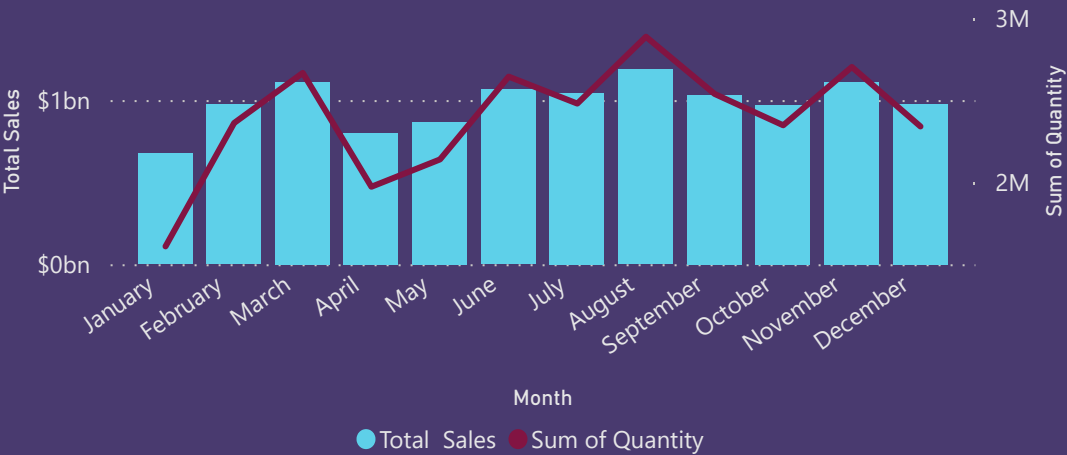
Total Products

Total Sales by Channel

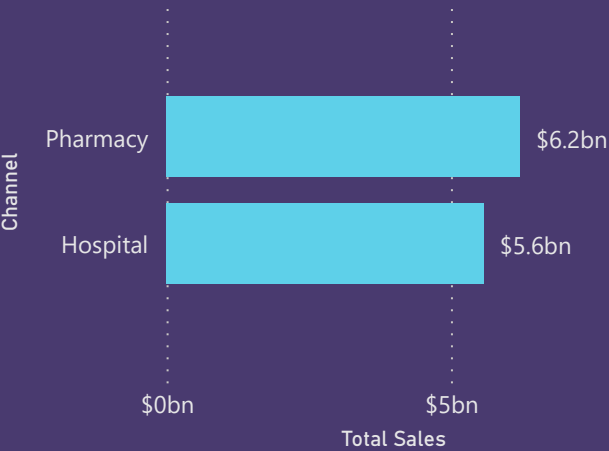


Channel Pharmacy Hospital

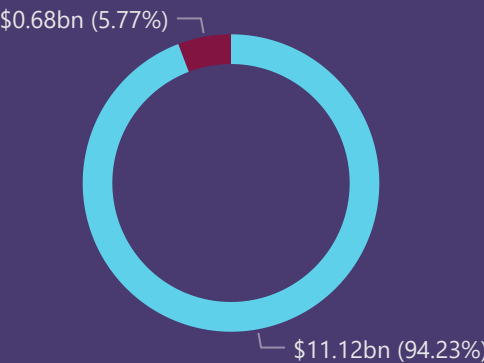
Total Sales and Sum of Quantity by Month



Total Sales by Channel

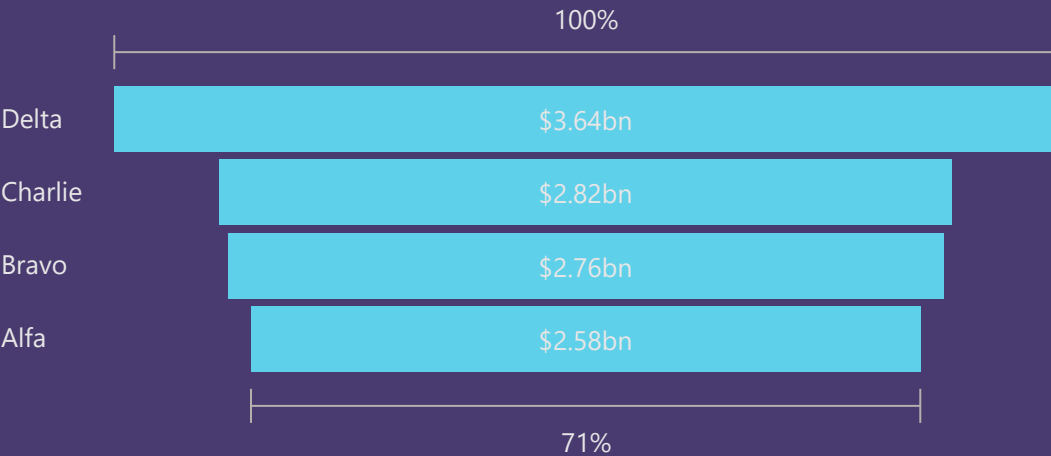


Total Sales by Country



Country Germany Poland

Total Sales by Sales Team





# Sales Details

Select Sales Representative

All

Select Sales Distributor

All

Select Customer City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

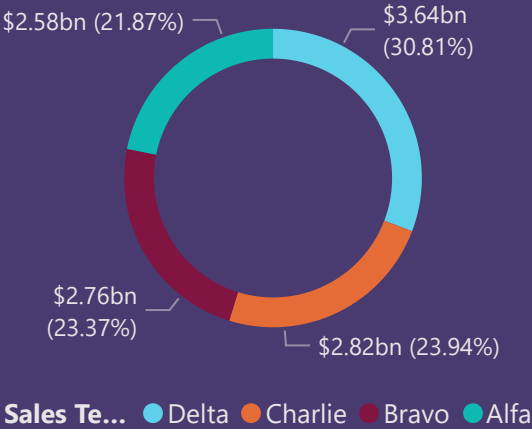
751

Total Customers

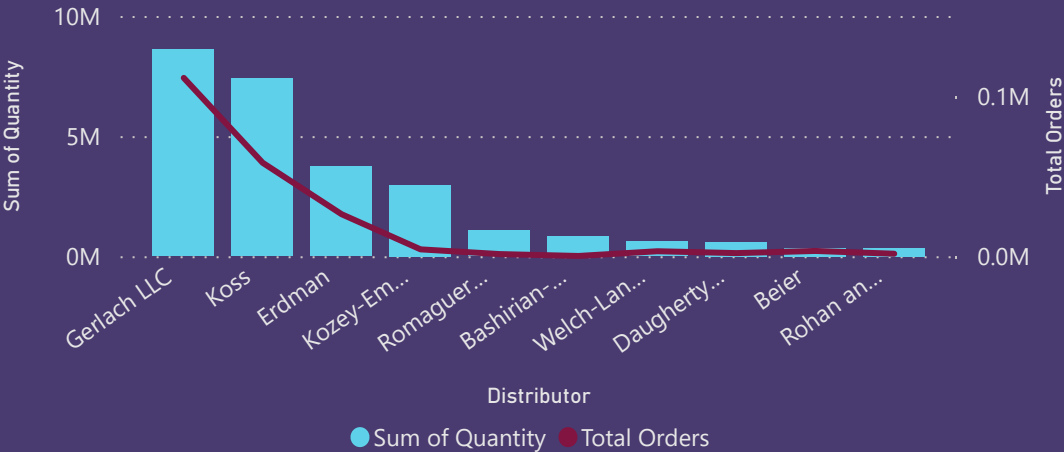
240

Total Products

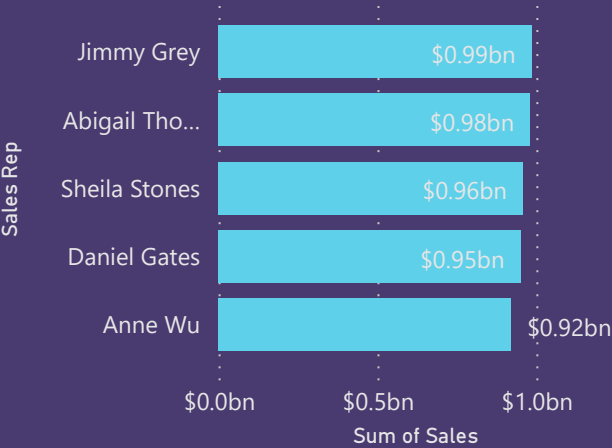
Sum of Sales by Sales Team



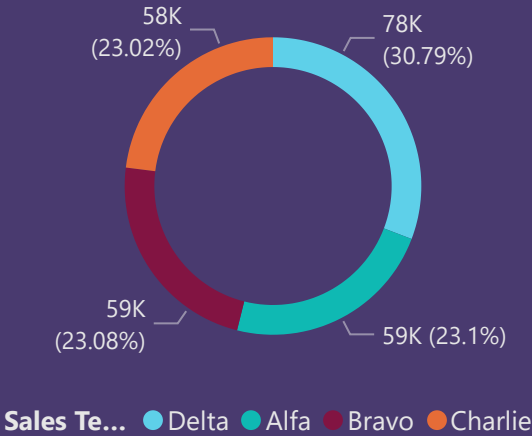
Sum of Quantity and Total Orders by Distributor



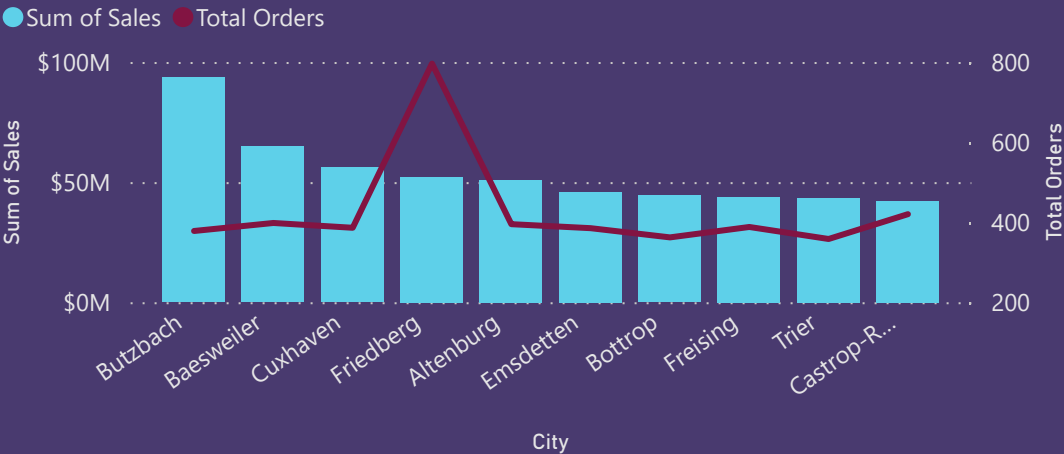
Sum of Sales by Sales Rep



Total Orders by Sales Team



Sum of Sales and Total Orders by City





Sales Orders

Select Sales Representative

All

Select Sales Distributor

All

Select Customer City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

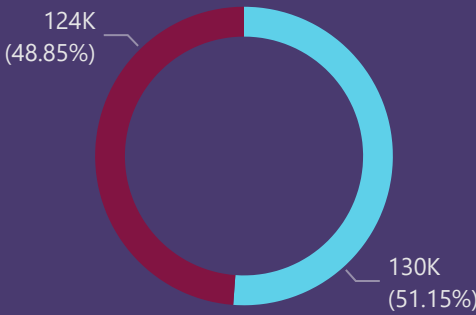
751

Total Customers

240

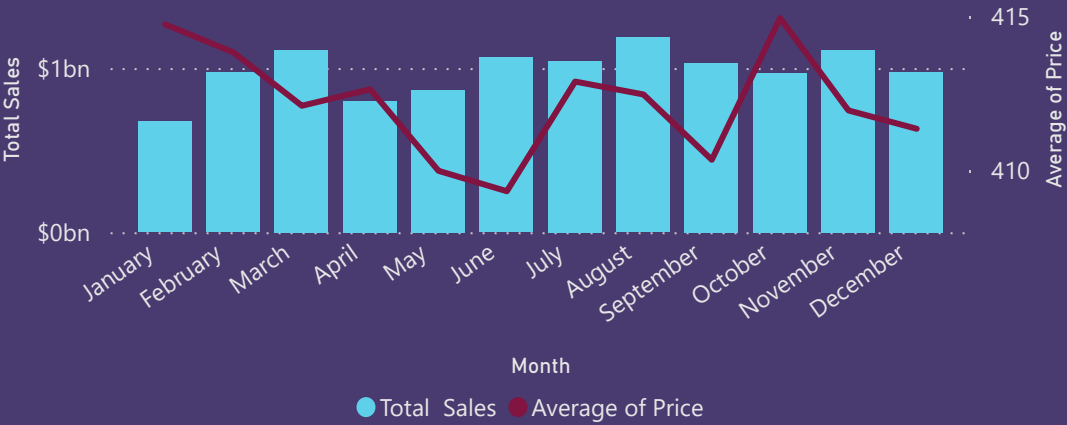
Total Products

Total Orders by Channel

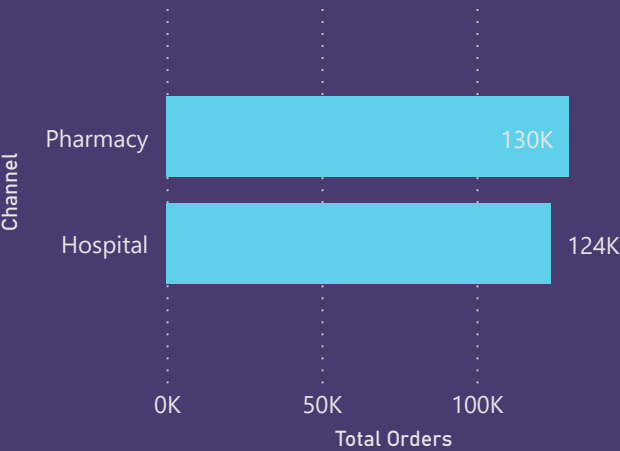


Channel Pharmacy Hospital

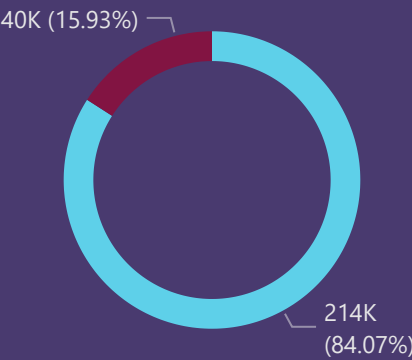
Total Sales and Average of Price by Month



Total Orders by Channel

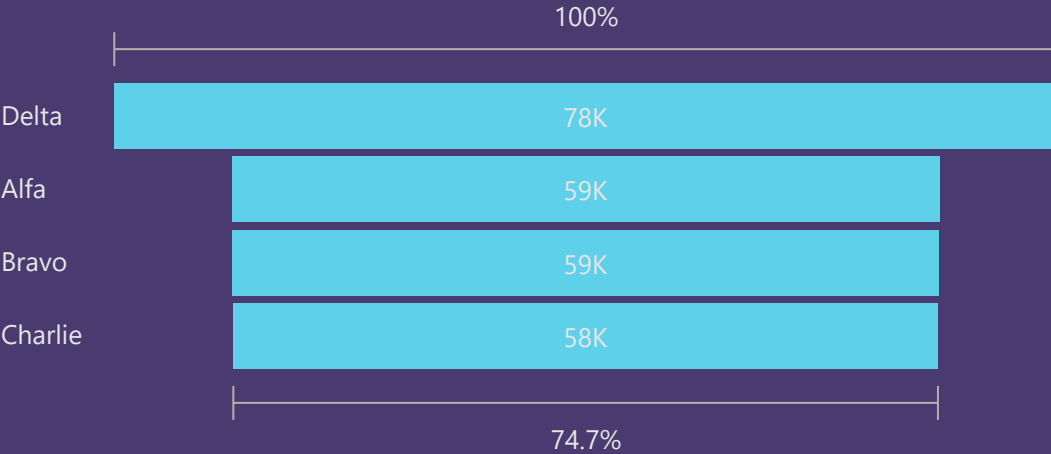


Total Orders by Country



Country Germany Poland

Total Orders by Sales Team





# Sales Quantity

Select Sales Representative

All

Select Sales Distributor

All

Select Customer City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

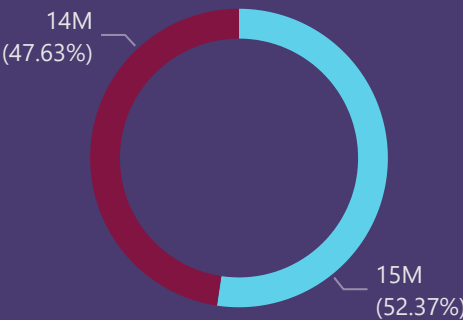
751

Total Customers

240

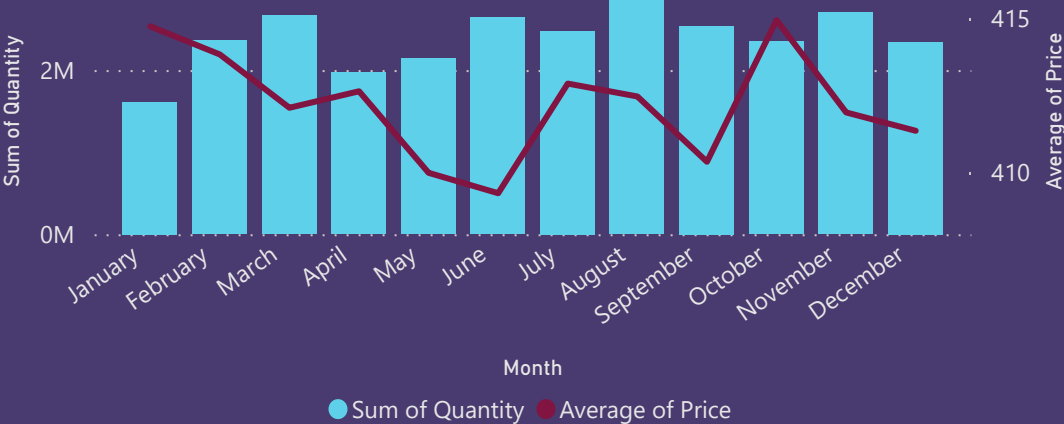
Total Products

Sum of Quantity by Channel



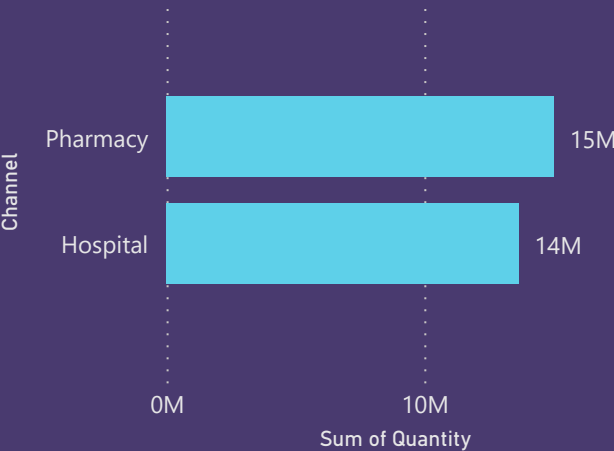
Channel Pharmacy Hospital

Sum of Quantity and Average of Price by Month

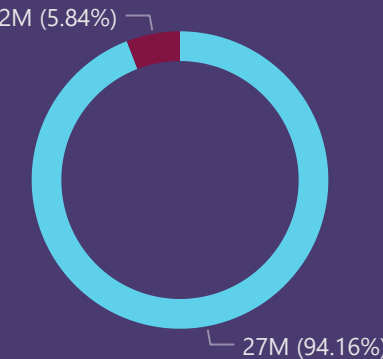


Sum of Quantity Average of Price

Sum of Quantity by Channel

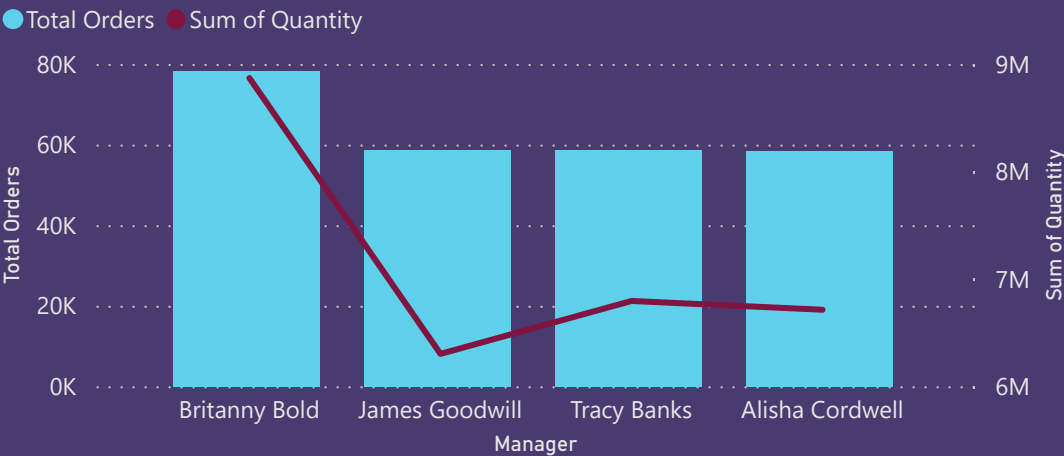


Sum of Quantity by Country



Country Germany Poland

Total Orders and Sum of Quantity by Manager





## Sales Channels

Select Sales Representative

All



Select Sales Distributor

All



Select Customer City

All



\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

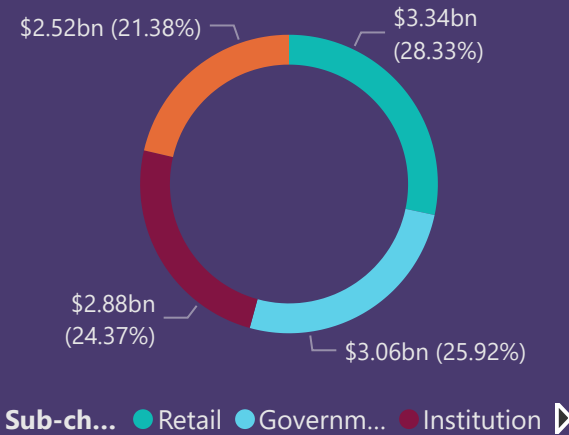
751

Total Customers

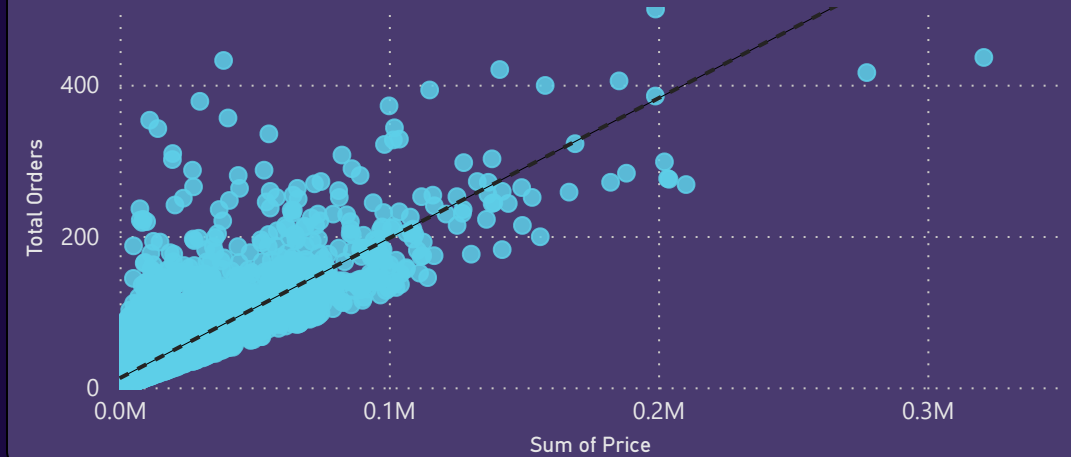
240

Total Products

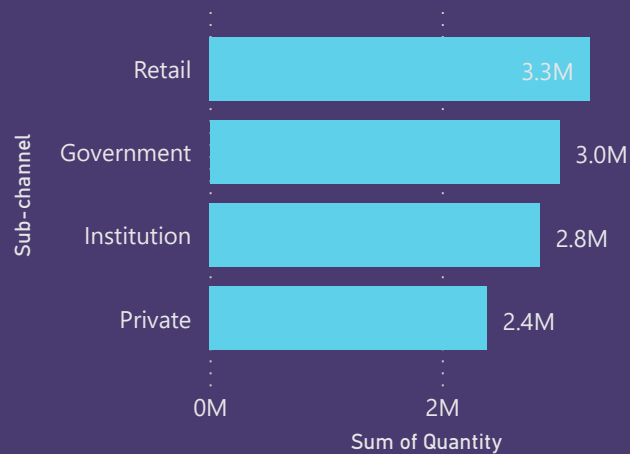
### Sum of Sales by Sub-channel



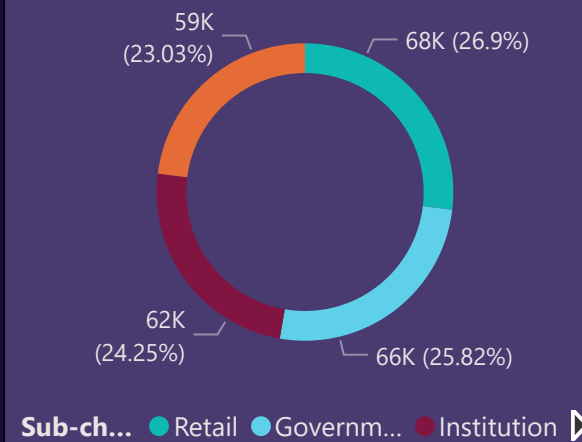
### Sum of Price and Total Orders by Sales



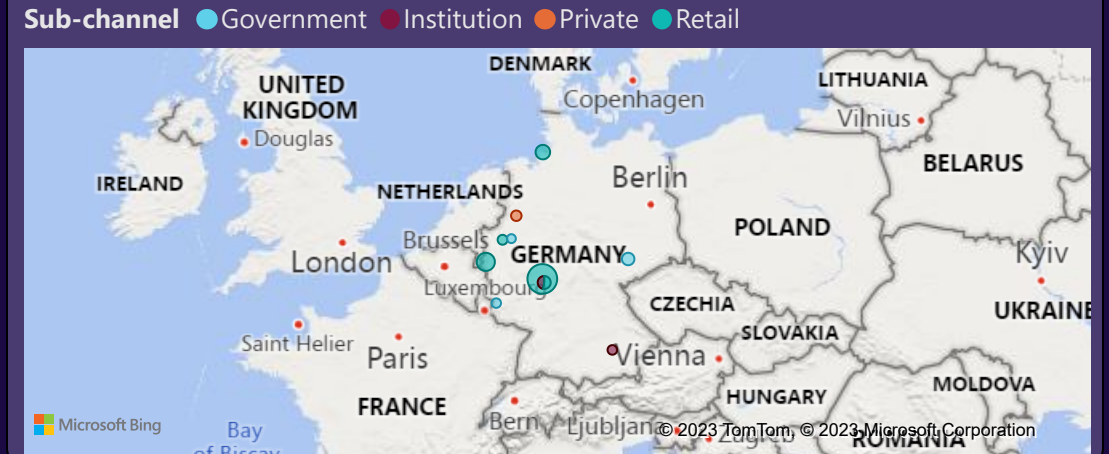
### Sum of Quantity by Sub-channel



### Total Orders by Sub-channel



### Sum of Sales and Total Orders by City and Sub-channel





## Product Analysis

Select Sales  
Representative

All

Select Sales  
Distributor

All

Select Customer  
City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

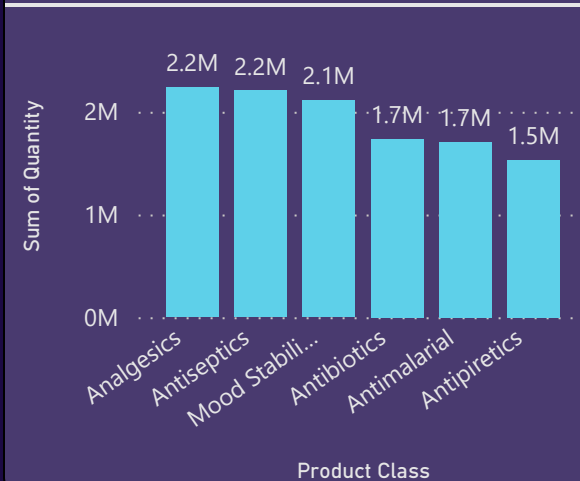
751

Total Customers

240

Total Products

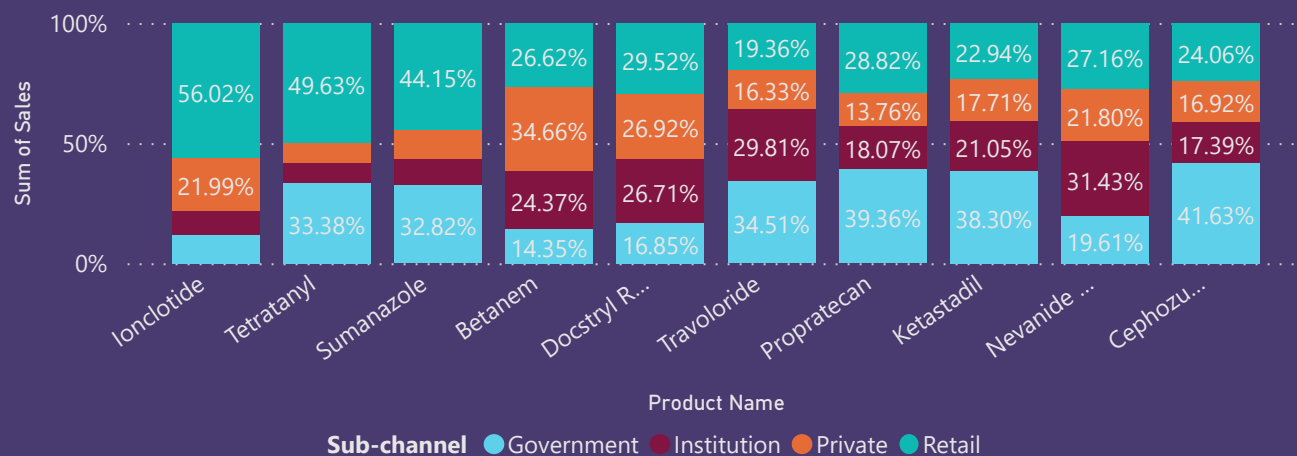
Sum of Quantity by Product Class



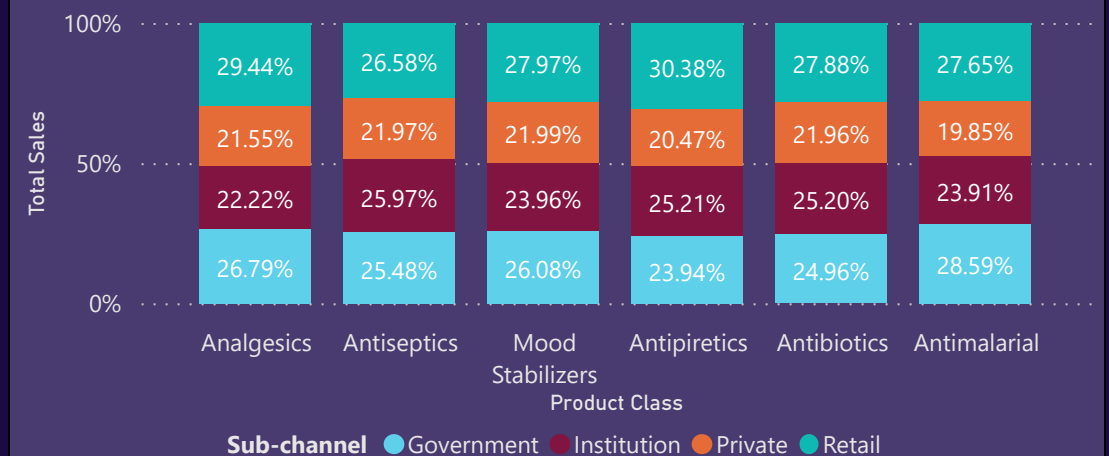
Total Sales and Total Orders by Product Class



Sum of Sales by Product Name and Sub-channel



Total Sales by Product Class and Sub-channel





## Customer Analysis

Select Sales Representative

All

Select Product Class

All

Select Customer City

All

\$11.80bn

Total Sales

29M

Total Quantity

254K

Total Orders

104.73M

Total Price

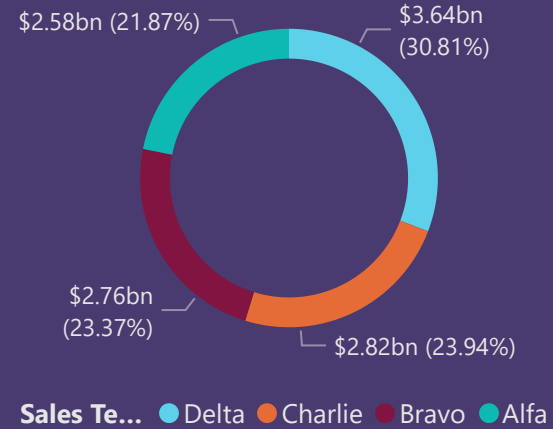
751

Total Customers

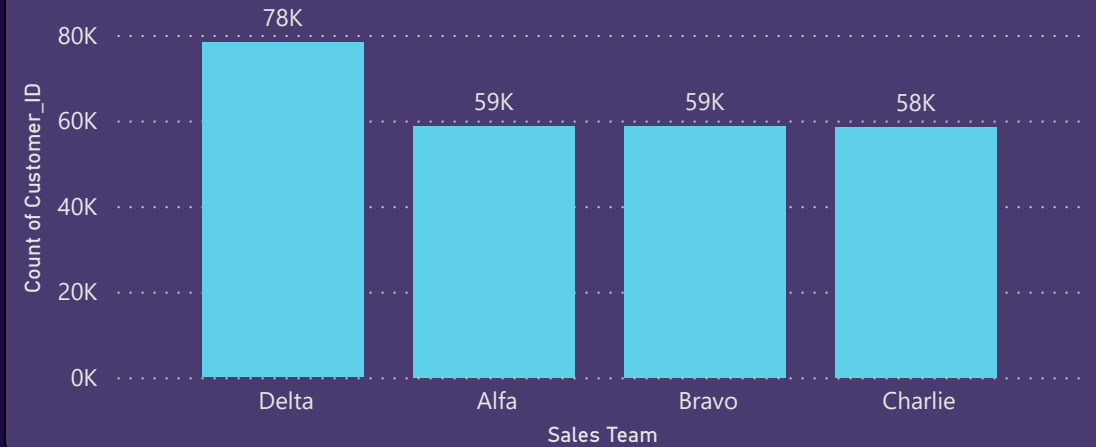
240

Total Products

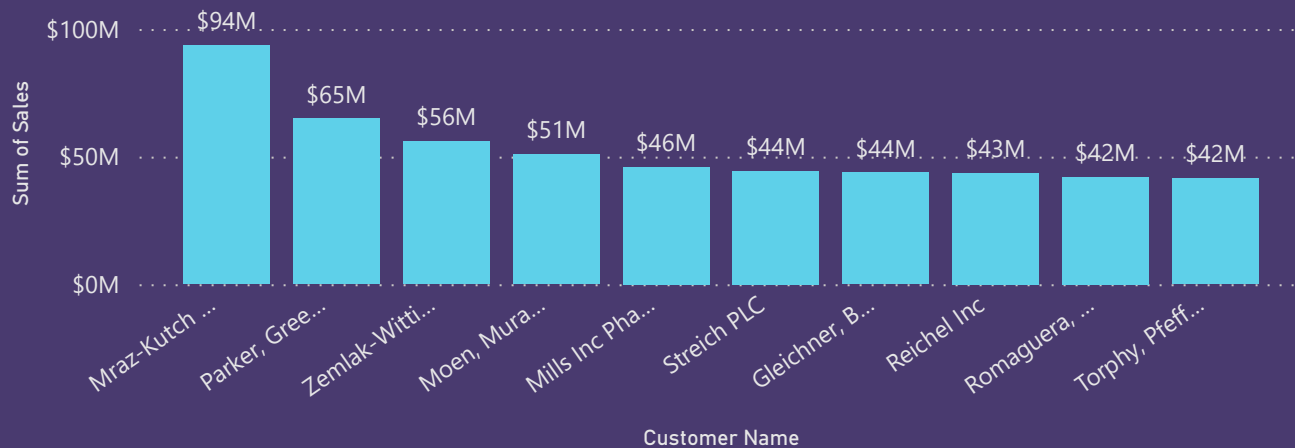
Sum of Sales by Sales Team



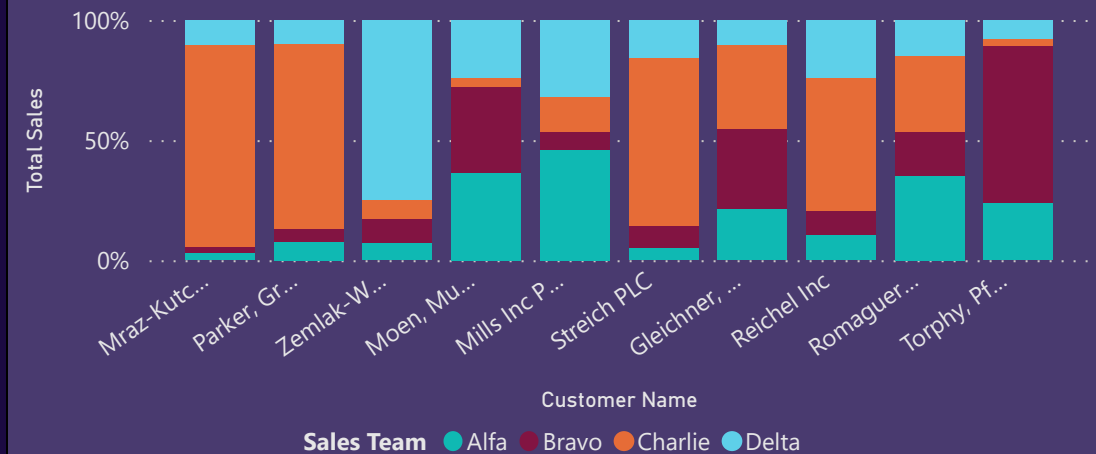
Count of Customer\_ID by Sales Team



Sum of Sales by Customer Name



Total Sales by Customer Name and Sales Team





# Sales Decomposition

Select Sales Representative

All

Select Product Name

All

Select Customer Name

All

\$11.80bn

Total Sales

104.73M

Total Price

29M

Total Quantity

254K

Total Orders

751

Total Customers

240

Total Products

749

Total Cities

## Sales Decomposition Tree

Root Cause Analysis

Channel

x

Sub-channel

x

Country

x

City

x

Distributor

x

Month

Pharmacy

Retail

Germany

Achern

Erdman

Sum of Sales  
\$4,796,057,822.41

Hospital  
\$2,248,342,043.74

Pharmacy  
\$2,547,715,778.68

Institution  
\$1,189,307,668.52

Retail  
\$1,358,408,110.16

Germany  
\$1,286,520,447.16

Poland  
\$71,887,663.00

Achern  
\$8,705,558.00

Ahaus  
\$7,347,357.00

Albstadt  
\$10,265,891.00

Amberg  
\$10,182,196.00

Crist Inc  
\$1,030.00

Daugherty-Rempel  
\$12,968.00

Erdman  
\$1,617,518.00

Gerlach LLC  
\$2,054,436.00

January  
\$3,550.00

February  
\$34,720.00

March  
\$11,100.00

June  
\$71,232.00





# Sales Decomposition

Select Sales Representative

All

Select Product Name

All

Select Customer Name

All

\$11.80bn

Total Sales

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Total Price

29M

Total Quantity

254K

Total Orders

751

Total Customers

240

Total Products

749

Total Cities

## Sales Decomposition Tree

Root Cause Analysis

Key influencers Top segments

What influences Sales to Increase ?

When...

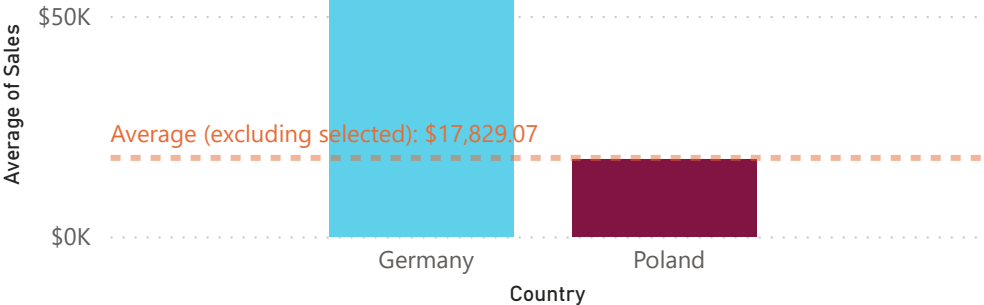
...the average of Sales increases by

Country is Germany

\$36.72K

Sort by: Impact Count

← Sales is more likely to increase when Country is Germany than otherwise (on average).



Only show values that are influencers



# Q & A Analysis

Select Sales Representative

All



Select Product Name

All



Select Customer Name

All



\$11.80bn

Total Sales

104.73M

Total Price

29M

Total Quantity

254K

Total Orders

751

Total Customers

240

Total Products

749

Total Cities

## Q & A

Adhoc Analysis Assistant



Preparing Q&A