1- Identify the most selling subcategory and product: Order and Value Wise

Sub-Category	Count of Counting-order_id	Sum of Sales
Accessories	368	131309
Appliances	235	209900
Art	1152	127184
Binders	1059	78934
Bookcases	391	294396
Chairs	383	186698
Copiers	367	290081
Envelopes	346	31210
Fasteners	350	16238
Furnishings	389	68237
Labels	372	12822
Machines	335	182066
Paper	374	36057
Phones	453	282559
Storage	1051	272489
Supplies	347	38824
Tables	75	89478
Total	**8047**	**2348482**

2- Categories and products contributing maximum to profit?

Sum of Profit by Category

110K (37.15%)
49K (16.62%)
136K (46.23%)

Category
- Furniture
- Office Suppl...
- Technology
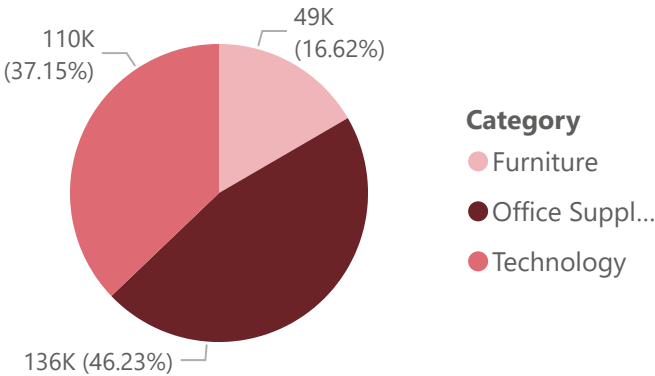
3- How Profit %age moved MoM and QoQ?

%age moved MoM

0   5   10

%age moved QoQ

Q4-2022   Q4-2021   Q3-2022   Q1-2022   Q1-2023   Q2-2022
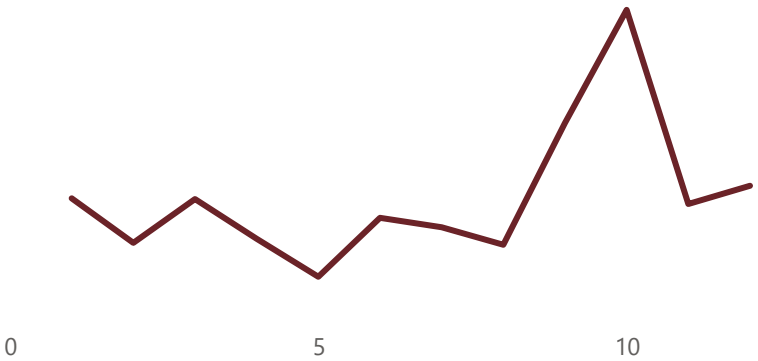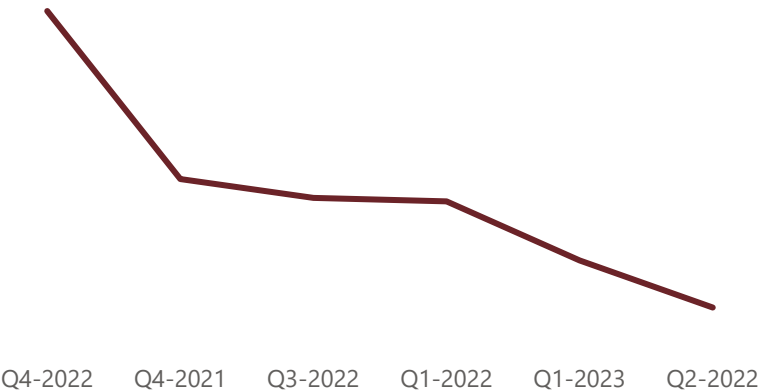
4- Identify the best months and days from profit and Value perspective.

Best Month

● Sum of Profit ● Sum of Sales

Best Day

● Sum of Profit ● Sum of Sales
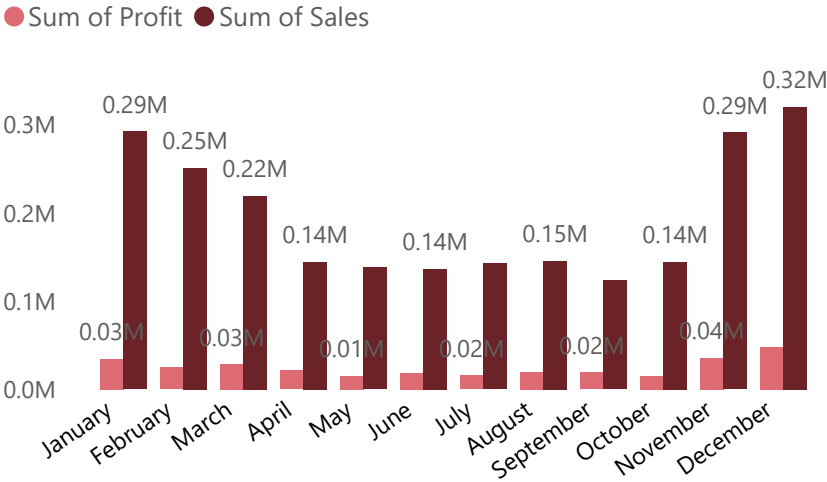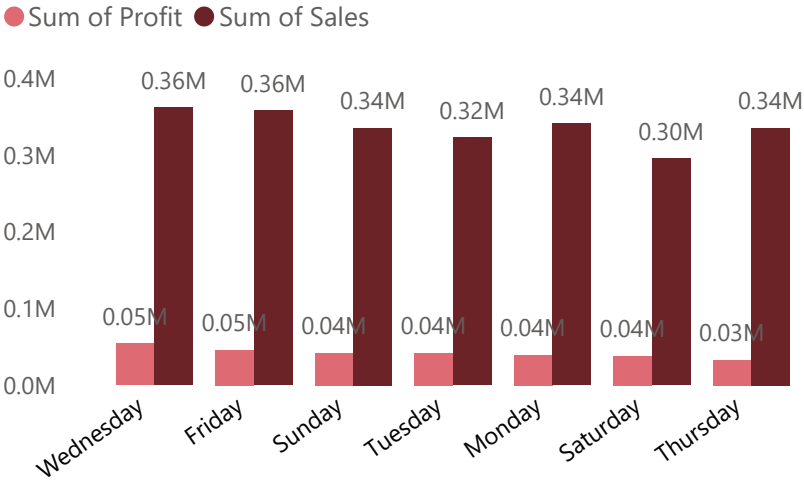
5- How profit varied wrt discount? What is the breakeven discount percentage?

Profit wrt Discount

0.13

Breakeven Discount

Sum of Profit
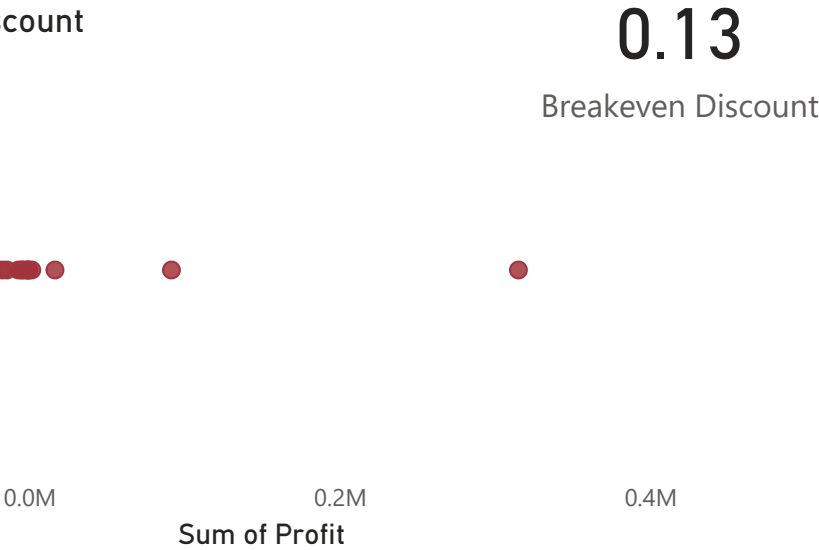
6- Return Percentage

0.03

Return %
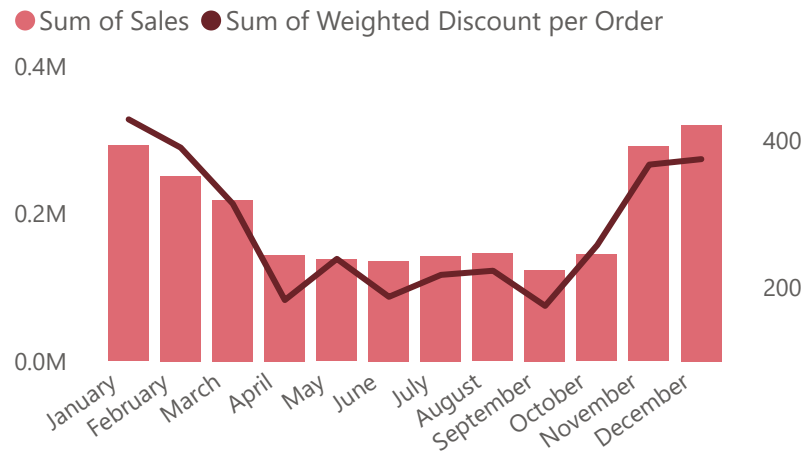
7- Average quantity sold per order=

3.77
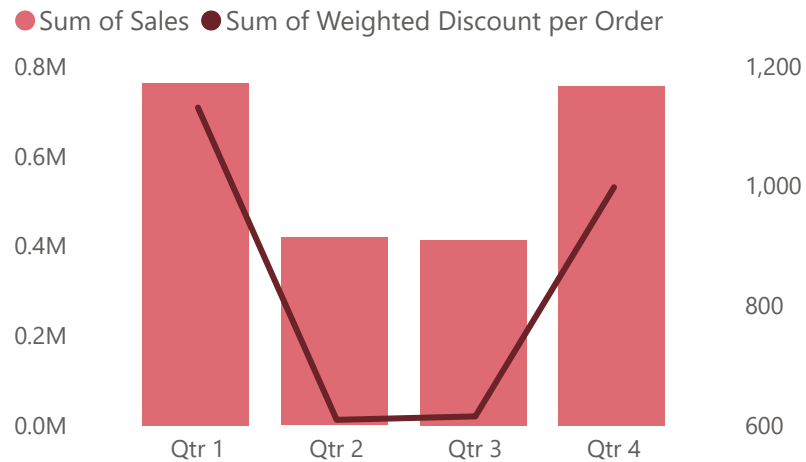
Avg Qty

8- Any orders with multiple products? =

5939

Multi-Product Orders

9- What is the weighted discount trend Vs. Sales MoM and QoQ?

MoM

● Sum of Sales ● Sum of Weighted Discount per Order

QoQ

● Sum of Sales ● Sum of Weighted Discount per Order

11- How many orders got cancelled?

373
Cancelled Orders

12- What Impact on profit and discount from the cancelled orders?

373
Cancelled Orders

14K
Cancelled Profit