

Sales Analysis

2014

2015

2016

2017

Qtr 1

Qtr 2

Qtr 3

Qtr 4

2.33M

Total Sales

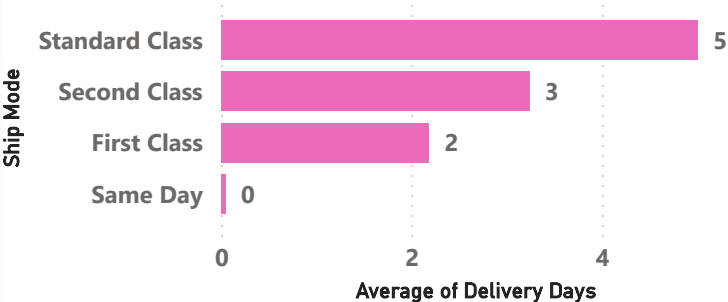
923.13K

Total Sales on Discount

14.11K

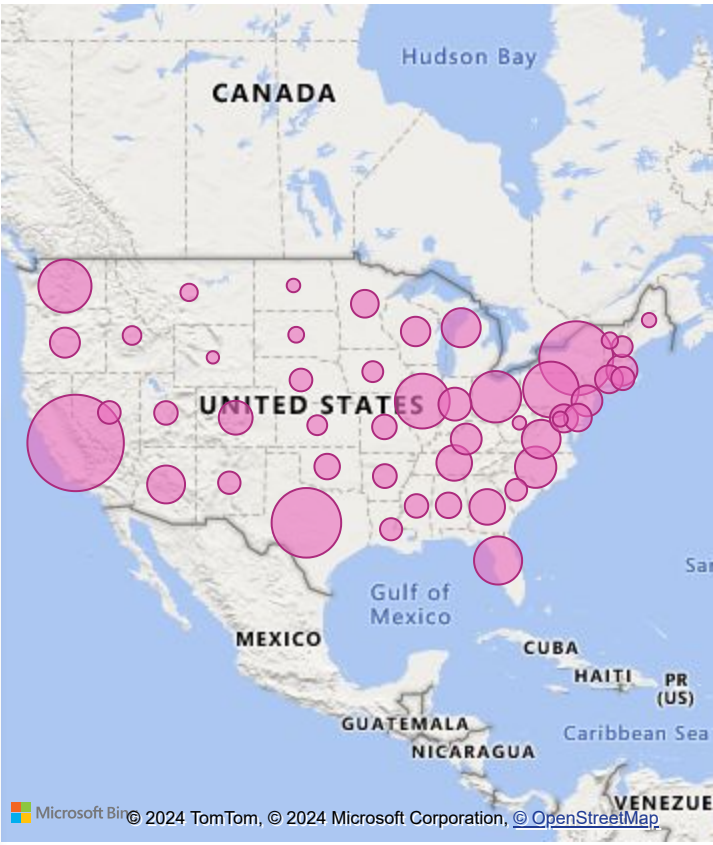
Sales(Low Cart , >50% Discount)

Average Delivery Days by Each Shipment Type

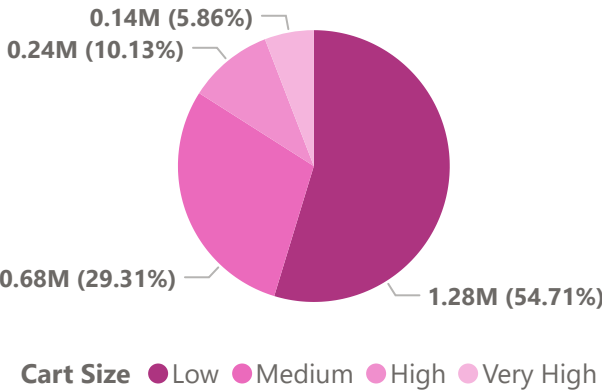


Year	Sales(Current)	Sales(Previous)	YOY Growth
2014	470,636.83		0.00%
2015	483,681.35	470,636.83	2.77%
2016	627,226.61	483,681.35	29.68%
2017	750,471.31	627,226.61	19.65%
Total	2,332,016.10	1,581,544.79	47.45%

NO. of Order and Sum of Order Value (Sales) by State

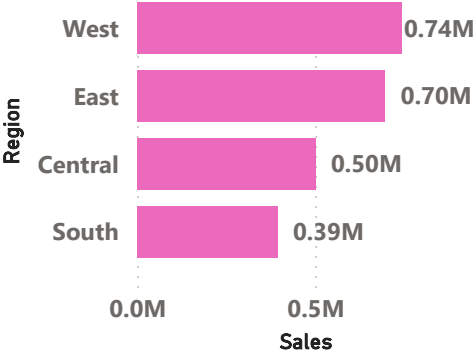


Order Value by Each Cart Size

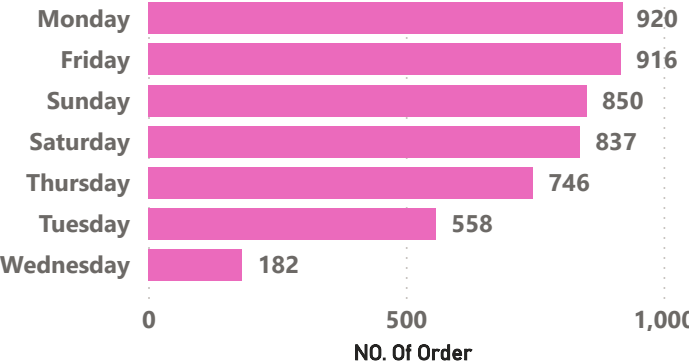


Year	Sales YTD
2014	470,636.83
2015	483,681.35
2016	627,226.61
2017	750,471.31
Total	750,471.31

Sales by Region



No, Of Order by Day

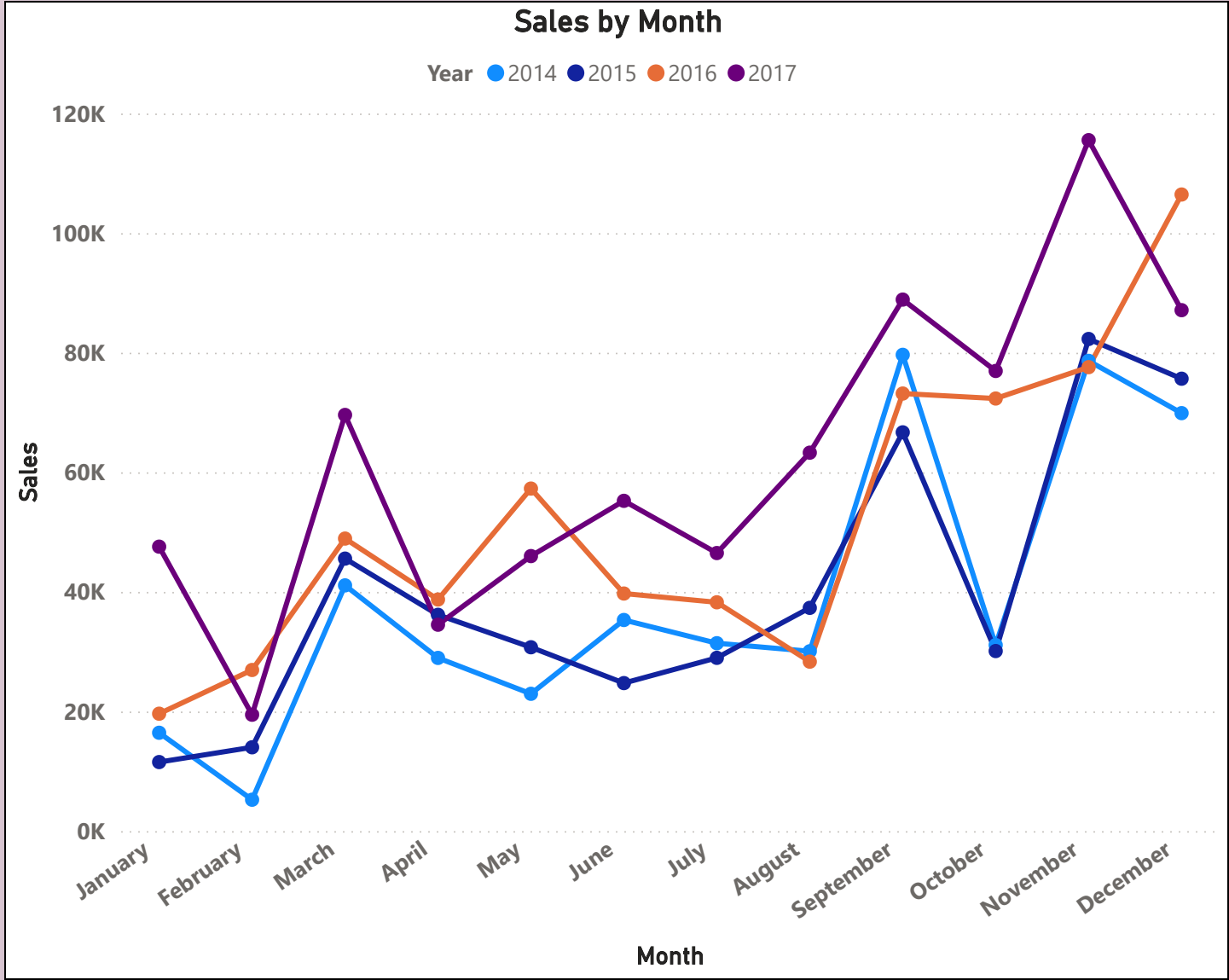


Segment

ConsumerCorporateHome Office

Cart Order Value Size

Very HighMediumLowHigh



Year	Month	Sales(Current)	Sales Month(Previous)	MOM Growth
2014	January	16,431.87		0.00%
2014	February	5,234.47	16,431.87	-68.14%
2014	March	41,078.73	5,234.47	684.77%
2014	April	28,948.74	41,078.73	-29.53%
2014	May	22,947.60	28,948.74	-20.73%
2014	June	35,289.69	22,947.60	53.78%
2014	July	31,408.50	35,289.69	-11.00%
2014	August	30,060.27	31,408.50	-4.29%
2014	September	79,632.07	30,060.27	164.91%
2014	October	31,100.09	79,632.07	-60.95%
2014	November	78,622.96	31,100.09	152.81%
2014	December	69,881.85	78,622.96	-11.12%
2015	January	11,531.55	69,881.85	-83.50%
2015	February	14,003.29	11,531.55	21.43%
2015	March	45,555.94	14,003.29	225.32%
2015	April	36,154.65	45,555.94	-20.64%
2015	May	30,729.52	36,154.65	-15.01%
2015	June	24,736.21	30,729.52	-19.50%
2015	July	28,960.39	24,736.21	17.08%
2015	August	37,320.09	28,960.39	28.87%
2015	September	66,670.62	37,320.09	78.65%
2015	October	30,095.44	66,670.62	-54.86%

Product Analysis

2014

2015

2016

2017

Segment

Consumer

Corporate

Home Office

Region

West

State

California

Category

Office Supplies

Sub-Categ.

Sum of Order Value
2,332,016.10

West
742,919.95

East
695,776.15

Central
499,995.83

South
393,324.17

California
471,811.59

Washington
160,488.10

Arizona
25,137.60

Colorado
22,348.75

Office Supplies
172,396.02

Technology
160,663.03

Furniture
138,752.54

Storage
52,316.43

Appliances
31,168.15

Binders
30,780.26

Paper
24,735.49

Cart Order Value Size

Very High

Medium

Low

High

Monthly Sales by Category

Category Furniture Office Supplies Technology

Sales

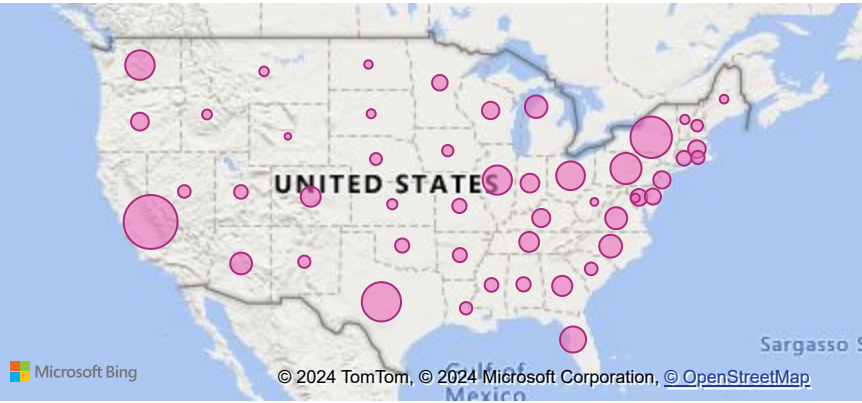
0.1M

0.0M

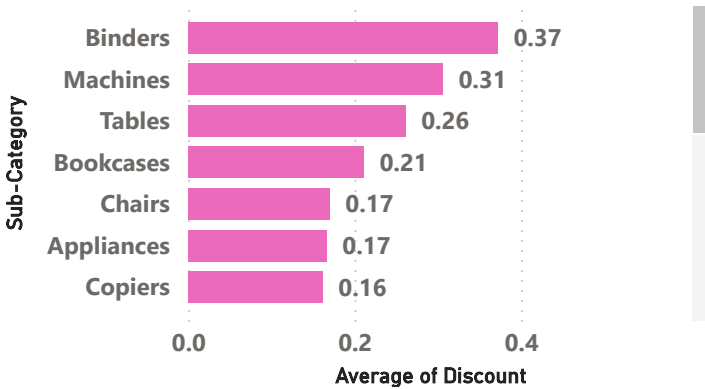
January February March April May June July August September October November December

Month

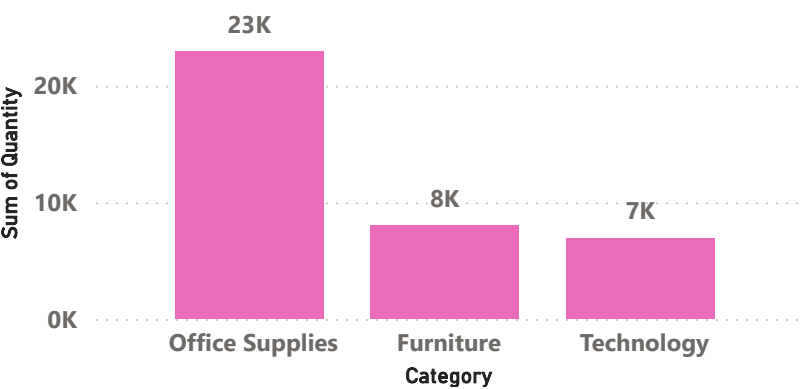
Sum of Quantity by State



Average of Discount by Sub-Category



Quantity Ordered by Category



Profit Analysis

2014

2015

2016

2017

Segment

Consumer

Corporate

Home Office

Cart Order Value Size

Very High

Medium

Low

High

Region

West

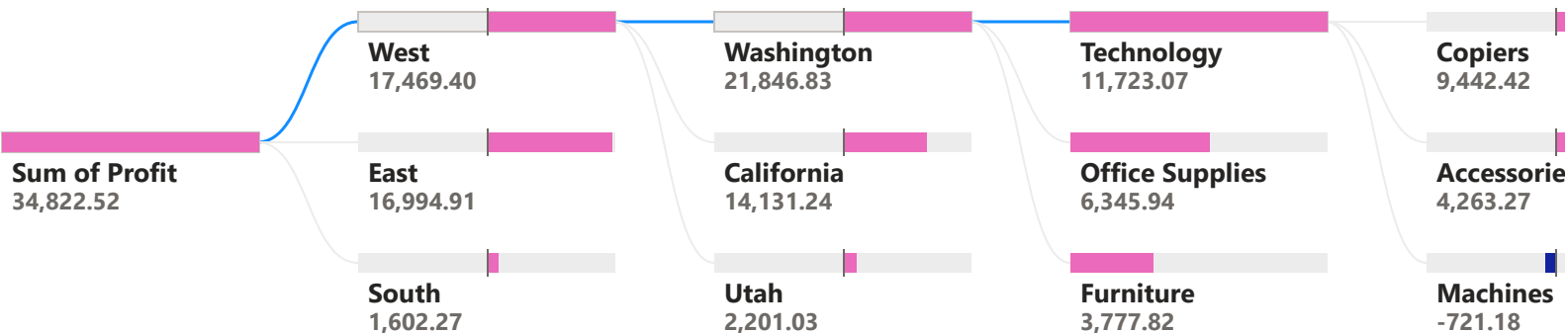
State

Washington

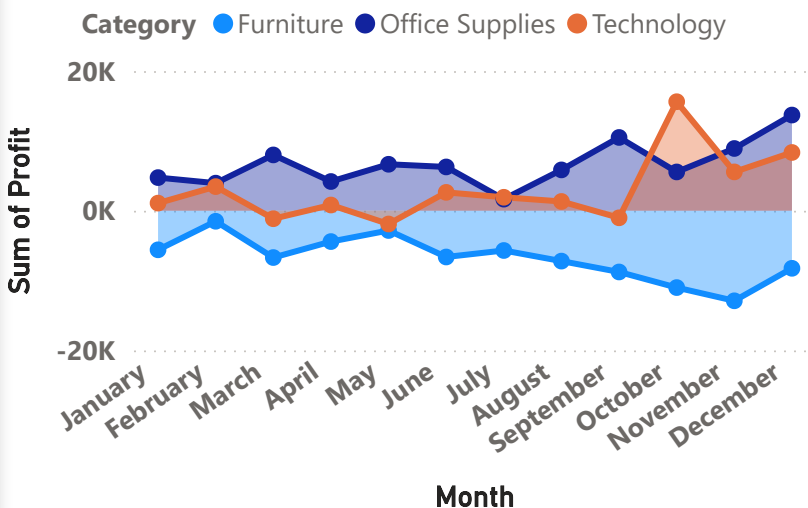
Category

Technology

Sub-Categ

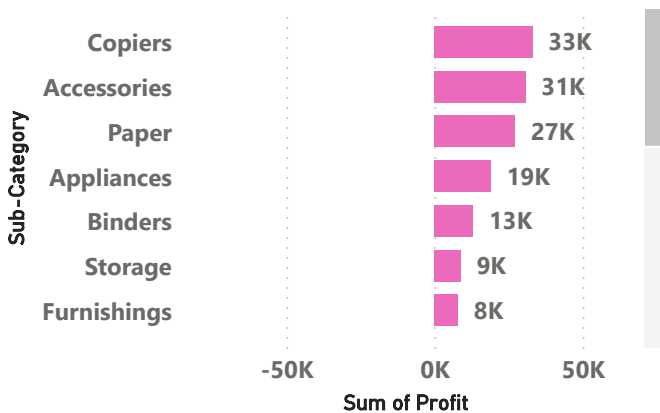


Monthly Profit by Category



Year	Profit(Current)	Profit(Previous)	Profit Growth	Profit Growth %
2014	-13,603.39			
2015	13,148.84	-13,603.39	26,752.23	196.66%
2016	18,021.02	13,148.84	4,872.17	37.05%
2017	17,256.05	18,021.02	-764.96	-4.24%
Total	34,822.52	17,566.47	17,256.05	98.23%

Profit by Sub-Category



Profit by Category

