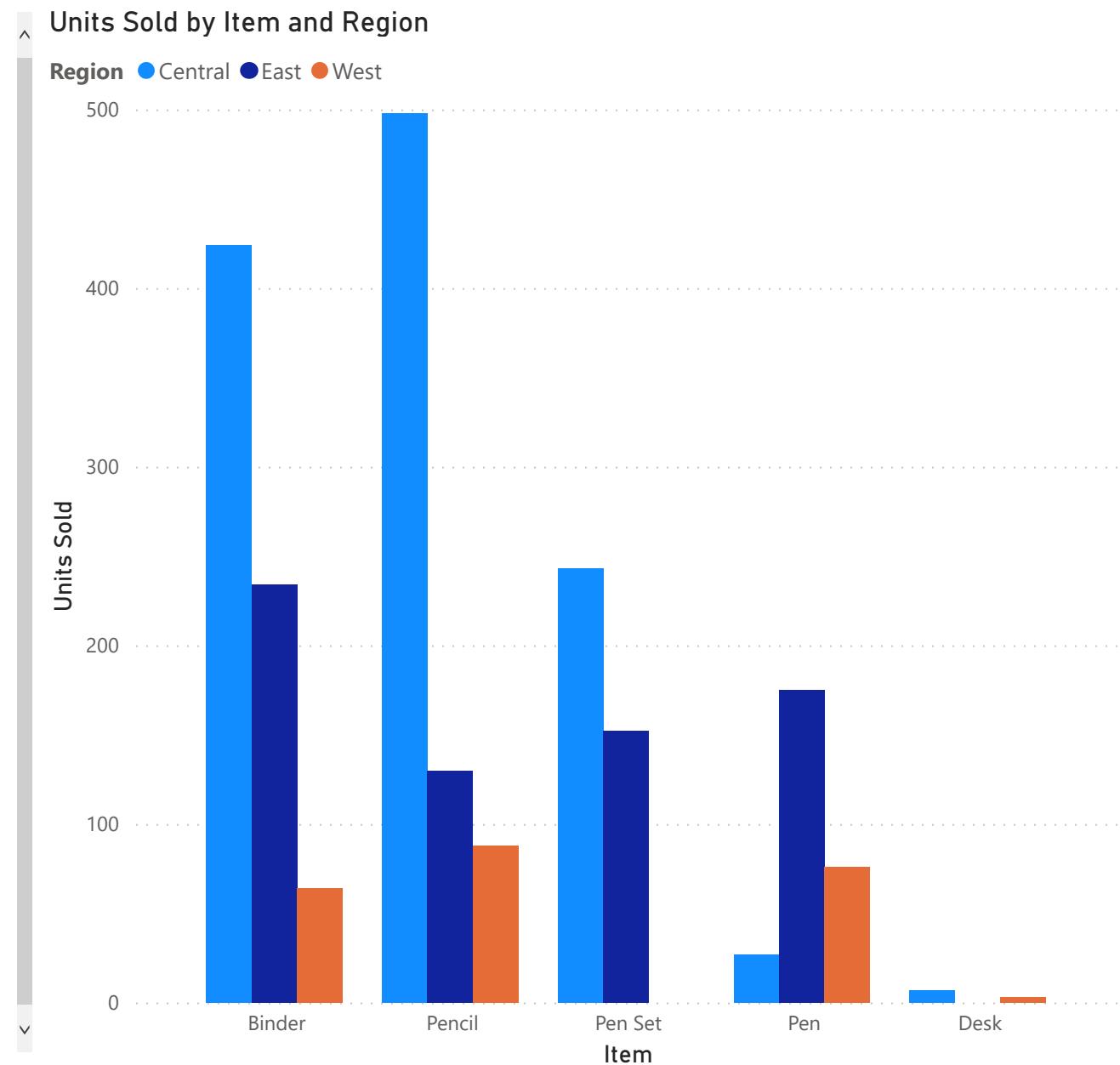


Find how many items are sold in which region and its revenue generated

Item Region Units Sold

Item	Region	Units Sold
Binder	Central	424
Binder	East	234
Binder	West	64
Desk	Central	7
Desk	West	3
Pen	Central	27
Pen	East	175
Pen	West	76
Pen Set	Central	243
Pen Set	East	152
Pencil	Central	498
Pencil	East	130
Pencil	West	88
Total		2121

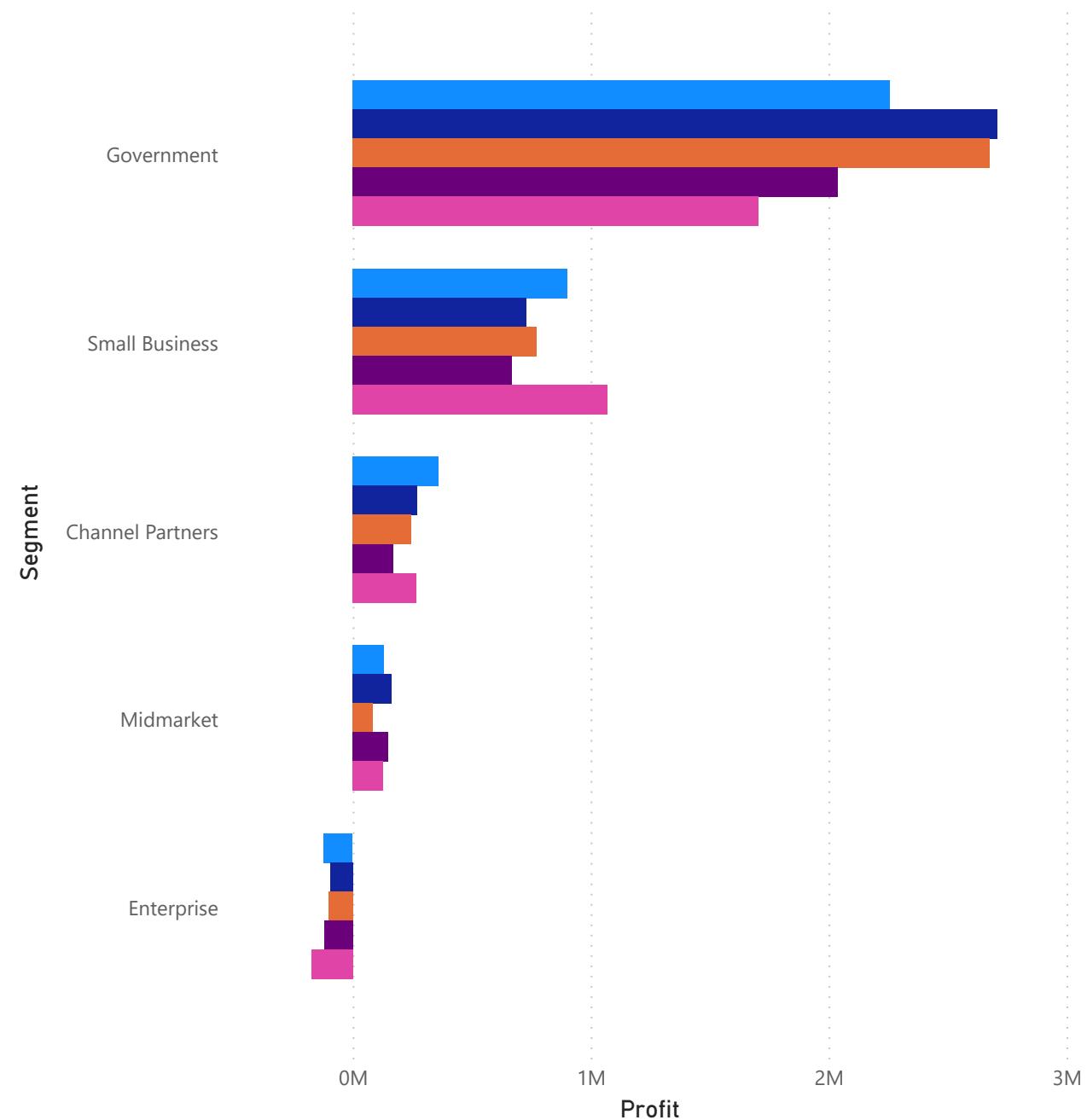


Sort the profit earned based on segment and country. Select the segment and country which has the highest profit.

Segment	Country	Profit
Channel Partners	Canada	358,978.14
Channel Partners	France	271,581.36
Channel Partners	Germany	247,358.88
Channel Partners	Mexico	170,890.08
Channel Partners	United States of America	267,994.68
Enterprise	Canada	-121,508.75
Enterprise	France	-95,749.37
Enterprise	Germany	-101,473.75
Enterprise	Mexico	-120,678.75
Enterprise	United States of America	-175,135.00
Government	Canada	2,258,471.52
Government	France	2,709,915.22
Government	Germany	2,677,175.94
Government	Mexico	2,039,159.38
Total		16,893,702.29

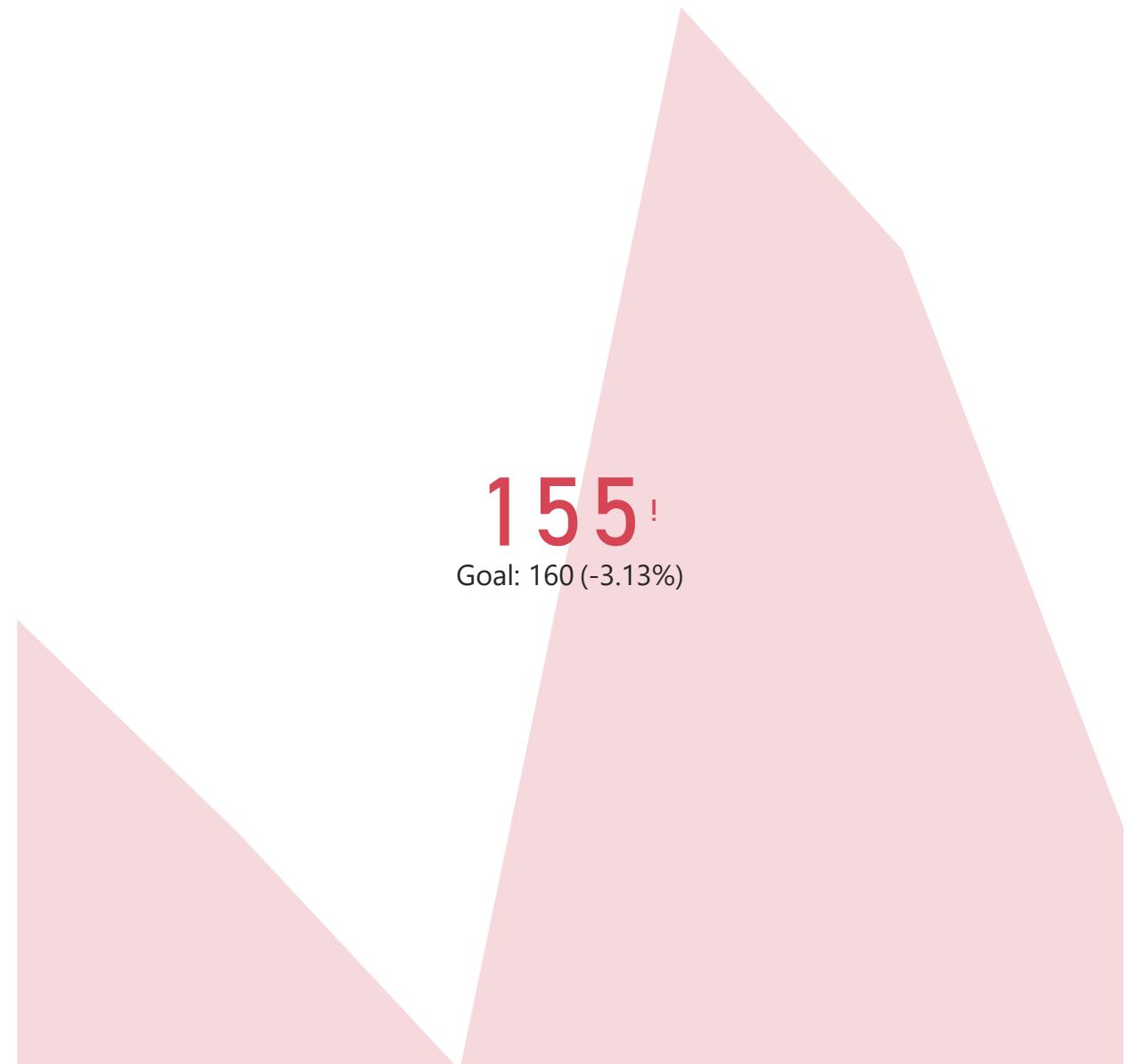
Profit by Segment and Country

Country ● Canada ● France ● Germany ● Mexico ● United States of America



Did we achieve the target sales of the items on the yearly basis?

Units Sold and Target Units by Month



Year	Units Sold	Target Units
2015	1165	1280
Total	1165	1280

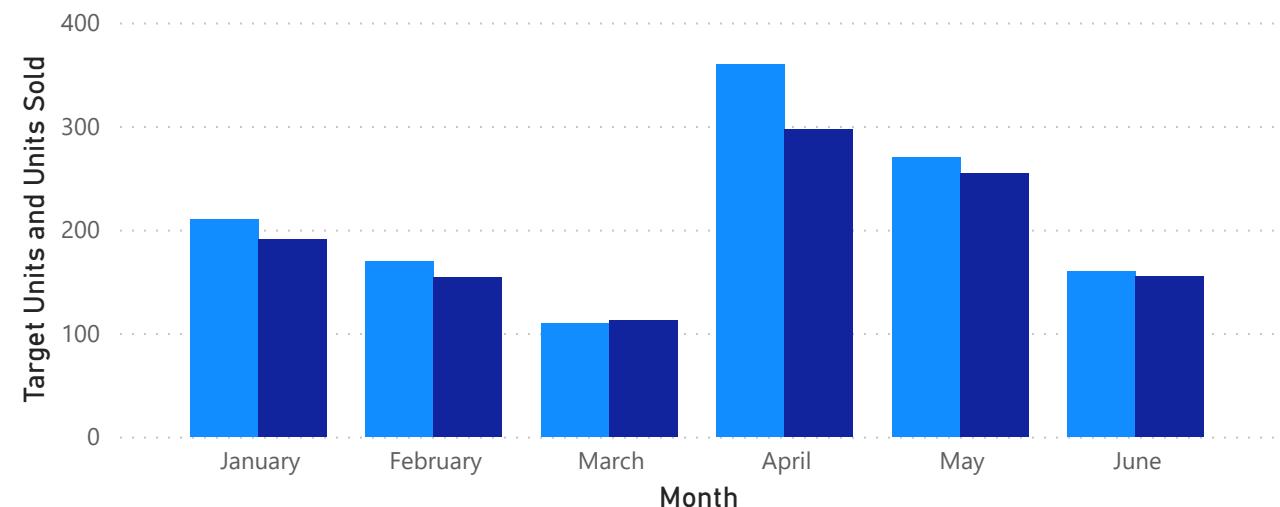
Year

2015



Target Units and Units Sold by Month

● Target Units ● Units Sold



Find if we have achieved the unit sold as per target for the year 2013.



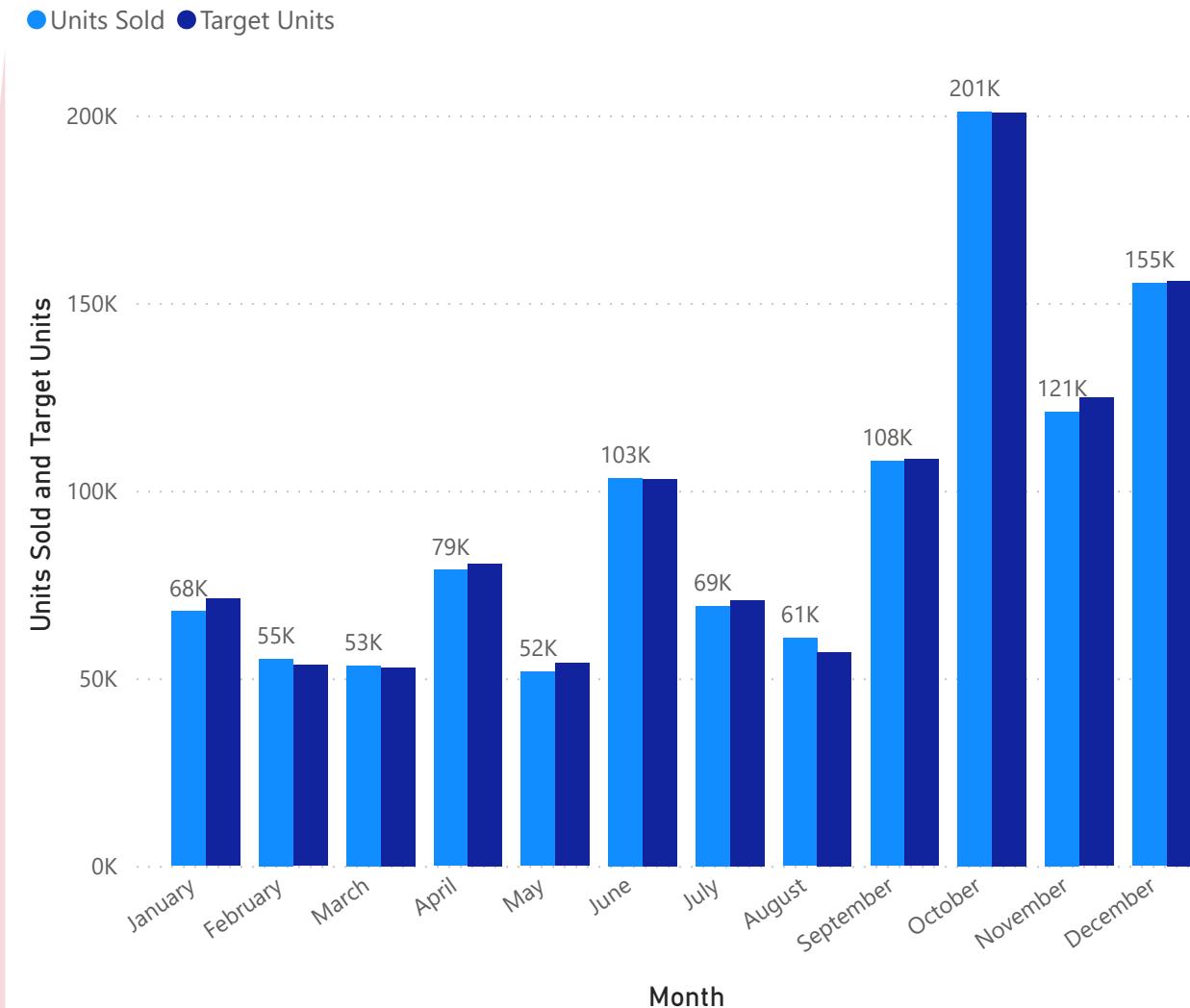
Units Sold and Target Units by Date



Month

- January
- February
- March
- April

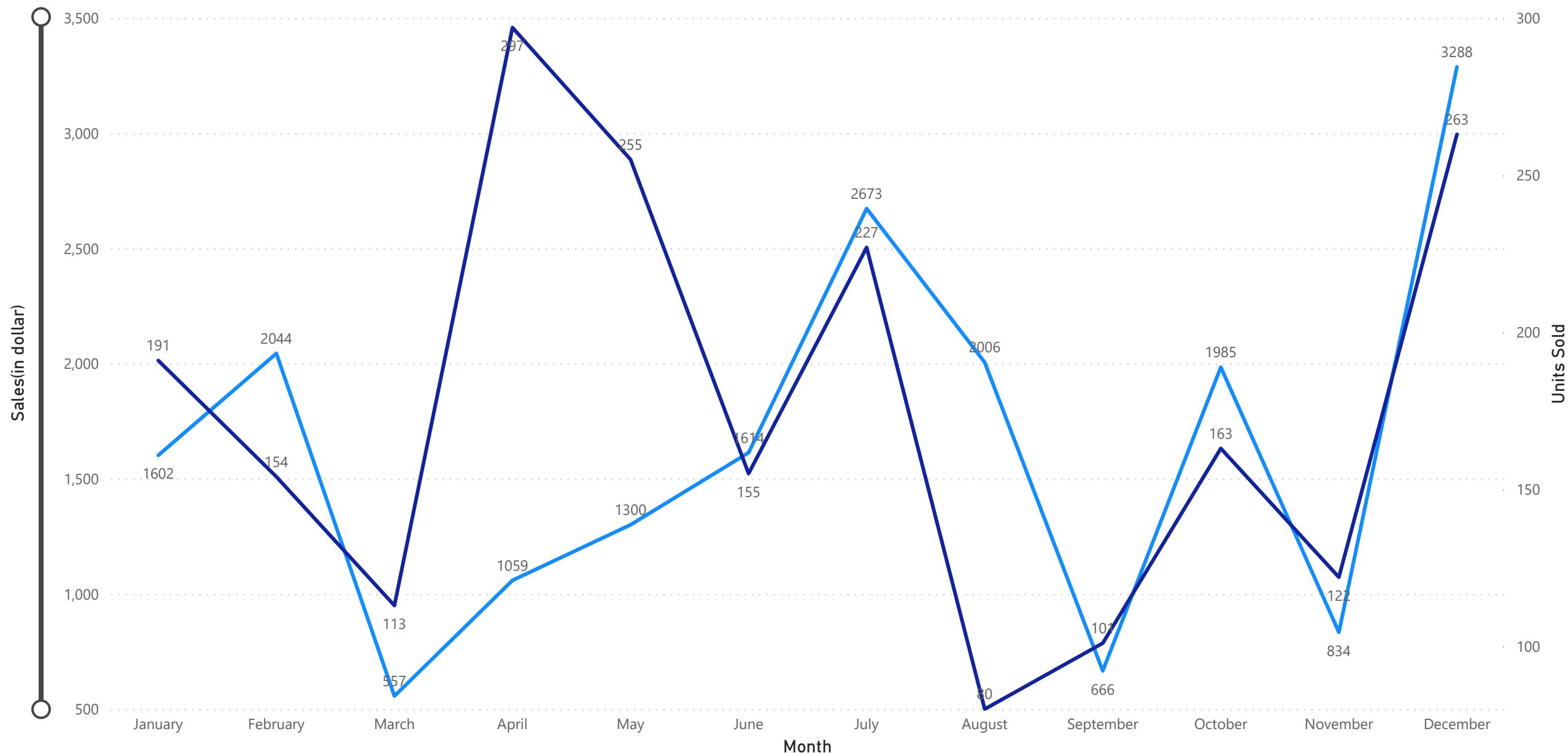
Units Sold and Target Units by Month



Track revenue on the monthly basis

Sales(in dollar) and Units Sold by Month

● Sales(in dollar) ● Units Sold

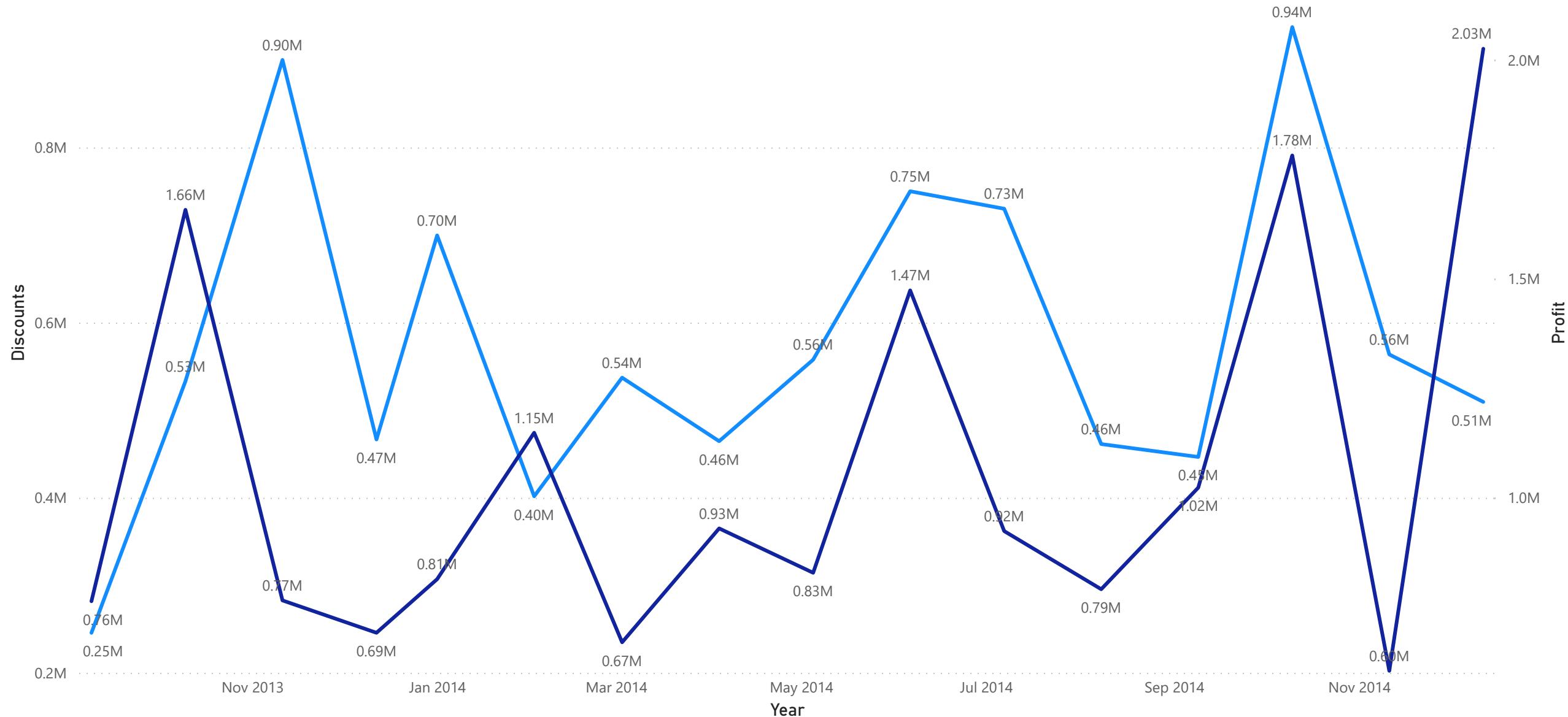


Which month and year where total profit is less than the total sum of discount?

Discounts and Profit by Year, Quarter, Month and Day

● Discounts ● Profit

1.0M



Track the revenue generated on daily basis

Month

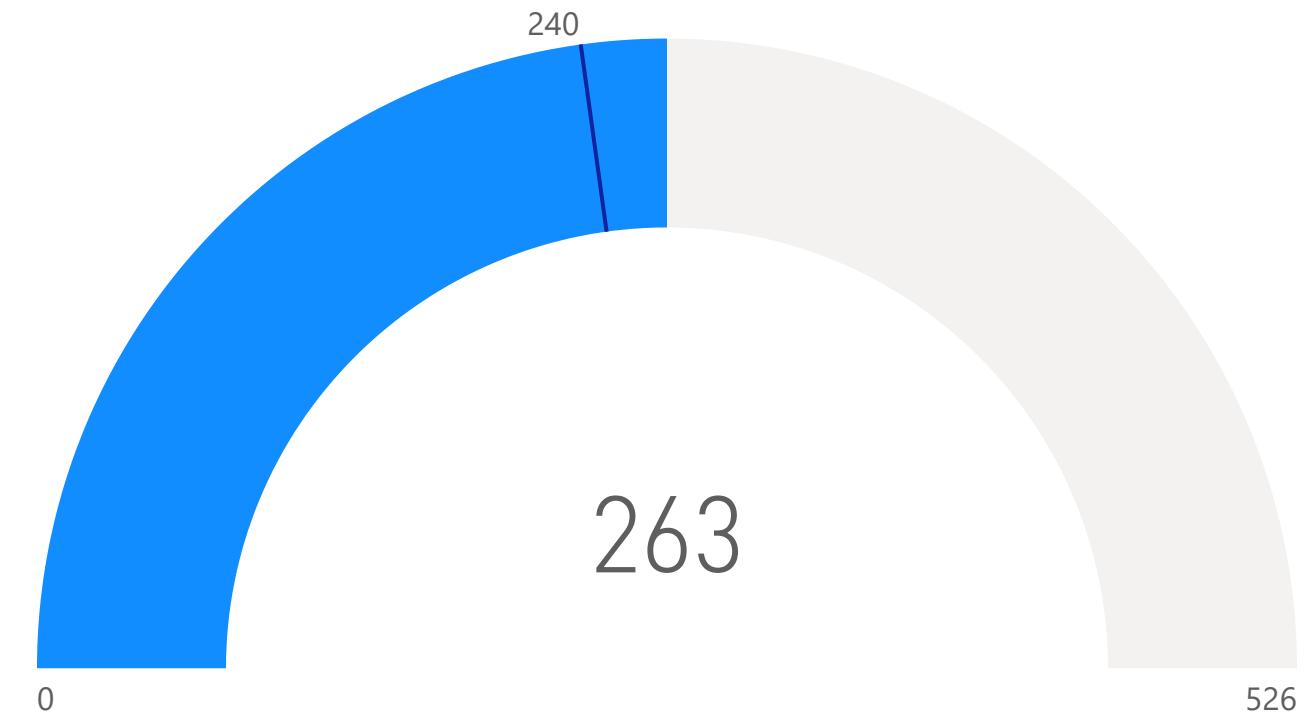
Dec



3.29K

Sales(in dollar)

Units Sold and Target Units



Track the item wise unit sold wrt target on monthly basis

Binder

722

Units Sold

730

Target Units

Desk

10

Units Sold

23

Target Units

Pen

278

Units Sold

320

Target Units

Pen Set

395

Units Sold

395

Target Units

Pencil

716

Units Sold

755

Target Units

Month

Apr

Aug

Dec

Feb

Jan

Jul

Jun

Mar

May

Nov

Oct

Sep



Choose the right visual to track the profits earned for a specific timeframe(year, quarter, month, etc)

Year, Quarter, Month, Day

^ 2013

✓ Qtr 1

✓ Qtr 2

✓ Qtr 3

✓ Qtr 4

✓ 2014

763.60K

Profit

Plot the visual to track gross profit earned and discount is given on a segment basis.
Which segment is in loss?

Enterprise

-614,545.62

Profit

1,457,305.63

Discounts

- Segment
- Channel Partners
 - Enterprise
 - Government
 - Midmarket
 - Small Business

The manager wants to see region wise aggregated unit sold per item on the specific time frame
 Also drill down features by adding a rep column

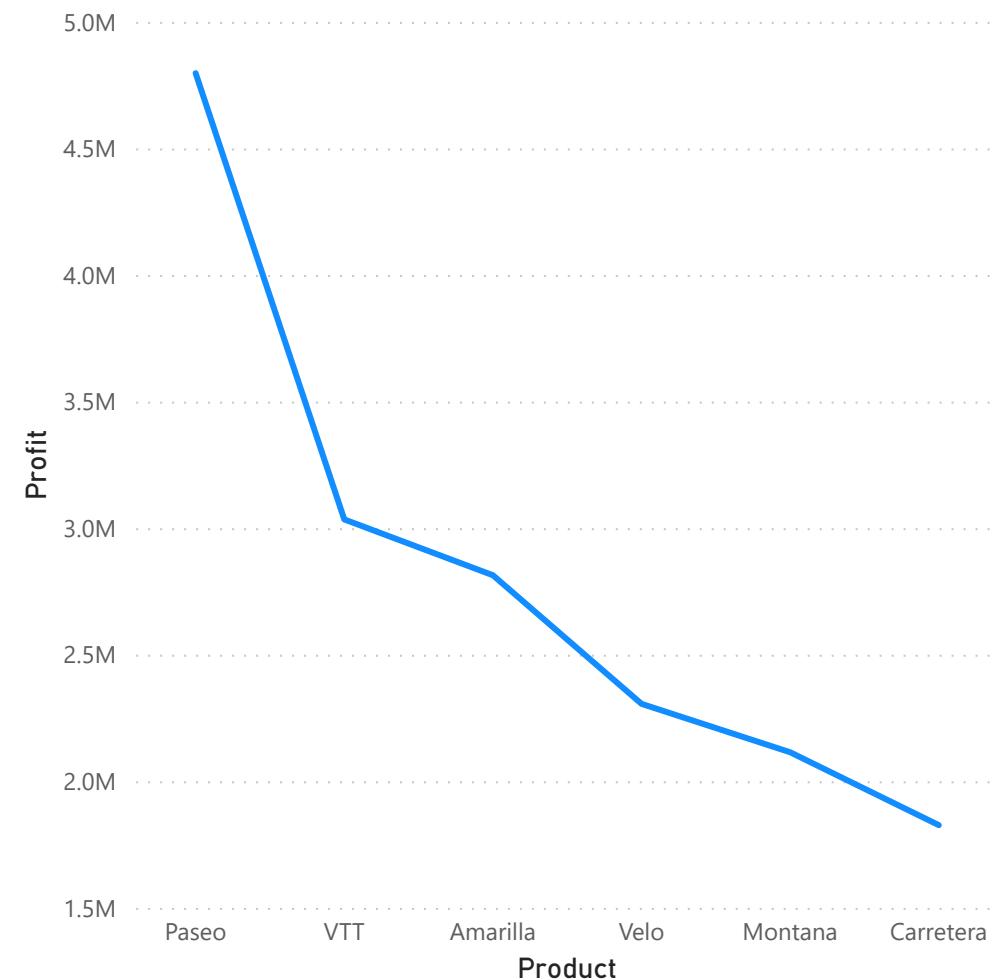
Year	Quarter	Month	Day	Item	Region	Units Sold
2014	Qtr 4	October	5	Binder	Central	28
2014	Qtr 4	November	17	Binder	Central	11
2014	Qtr 4	December	4	Binder	Central	94
2014	Qtr 4	December	21	Binder	Central	28
2015	Qtr 1	January	15	Binder	Central	46
2015	Qtr 1	January	23	Binder	Central	50
2015	Qtr 1	February	1	Binder	Central	87
2015	Qtr 2	May	31	Binder	Central	80
2014	Qtr 3	September	1	Desk	Central	2
2015	Qtr 2	June	17	Desk	Central	5
2015	Qtr 1	February	26	Pen	Central	27
2014	Qtr 3	July	21	Pen Set	Central	55
2014	Qtr 3	August	7	Pen Set	Central	42
2014	Qtr 4	November	25	Pen Set	Central	96
2015	Qtr 1	March	24	Pen Set	Central	50
2014	Qtr 3	September	10	Pencil	Central	7
2014	Qtr 4	October	31	Pencil	Central	14
2014	Qtr 4	December	12	Pencil	Central	67
2015	Qtr 1	February	9	Pencil	Central	36
2015	Qtr 2	April	10	Pencil	Central	66
2015	Qtr 2	April	18	Pencil	Central	75
2015	Qtr 2	May	5	Pencil	Central	90
2015	Qtr 2	May	14	Pencil	Central	53
2015	Qtr 2	June	25	Pencil	Central	90
Total						2121

Year	Binder	Desk	Pen	Pen Set	Pencil	Total
2014	328	5	155	345	123	956
Qtr 3	110	5	76	175	42	408
Qtr 4	218		79	170	81	548
2015	394	5	123	50	593	1165
Qtr 1	194		27	50	187	458
Qtr 2	200	5	96		406	707
Total	722	10	278	395	716	2121

Plot the visual so that we can drill down to see the profit earned for categories like country, segment, product, and discount band.
 Find out the country which has the highest loss and select the segment, product, and discount band from below options that contributed to it.

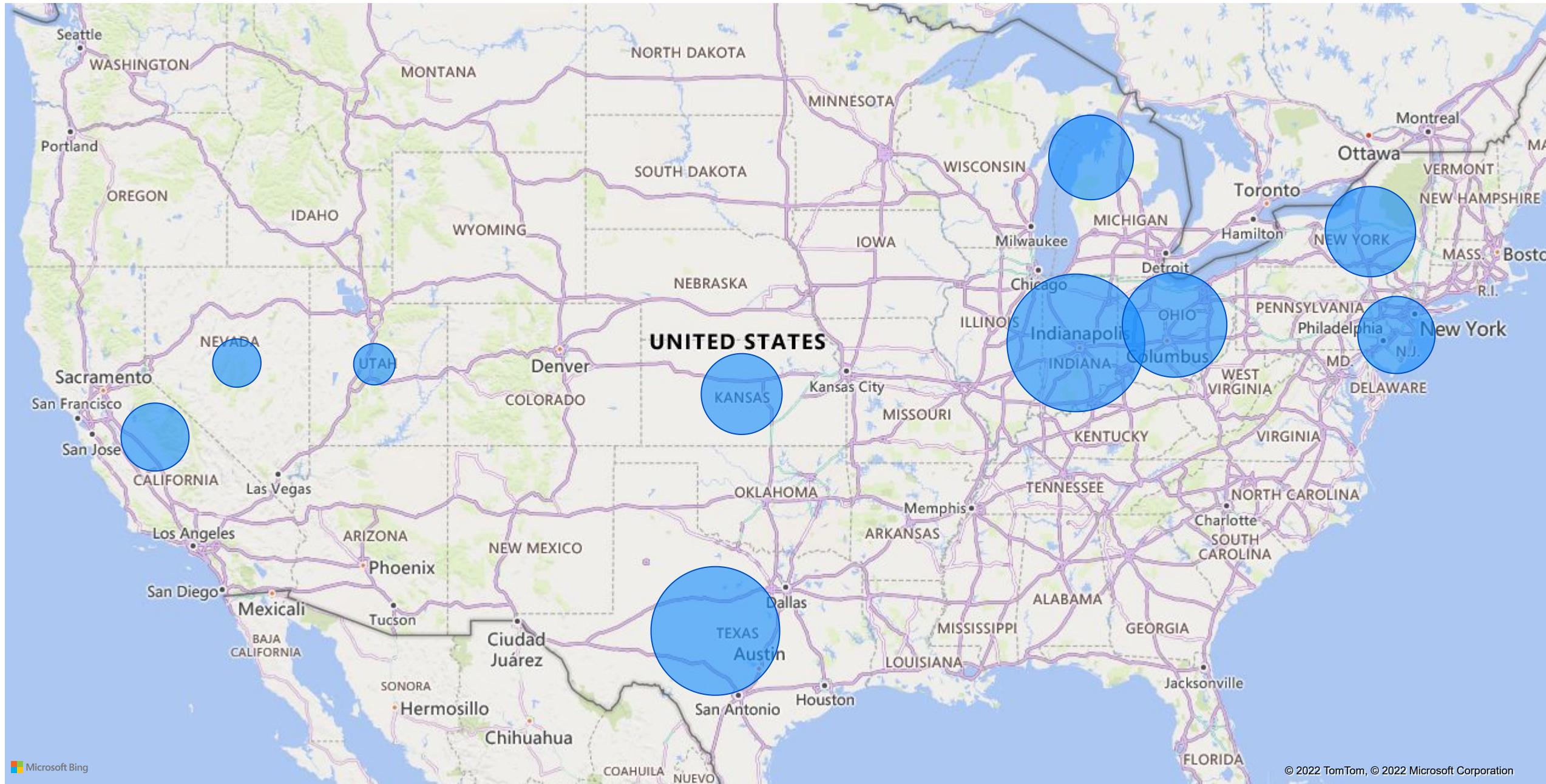
Product	Channel Partners	Enterprise	Government	Midmarket	Small Business	Total
Amarilla	230,068.50	-95,152.50	2,208,301.61	63,605.46	407,281.00	2,814,104.07
Carretera	208,405.68	-222,711.87	1,398,994.08	94,105.00	348,012.00	1,826,804.89
Montana	192,457.56	-31,096.25	1,126,201.02	83,879.05	743,313.50	2,114,754.88
Paseo	331,838.40	-81,740.00	3,057,290.71	258,739.35	1,231,309.50	4,797,437.96
Velo	134,267.04	-84,762.50	1,756,732.05	68,653.38	431,102.50	2,305,992.47
VTT	219,765.96	-99,082.50	1,840,653.71	91,120.85	982,150.00	3,034,608.02
Total	1,316,803.14	-614,545.62	11,388,173.18	660,103.09	4,143,168.50	16,893,702.29

Profit by Product



Visualize the number of unit sold for each state

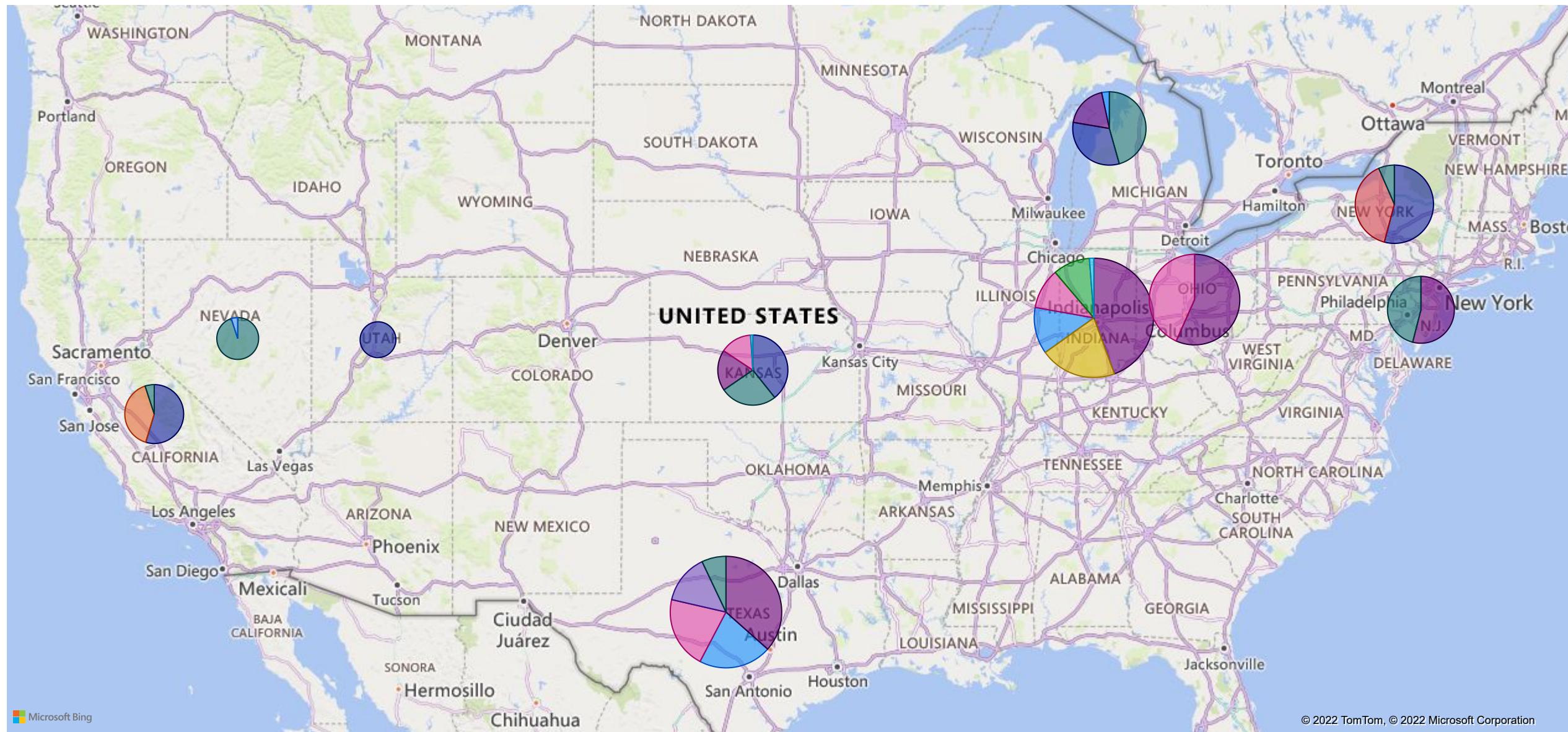
Units Sold by State



Plot the item wise unit for all the states. also show the target for of the same

Units Sold and Target Units by State and Unit Price

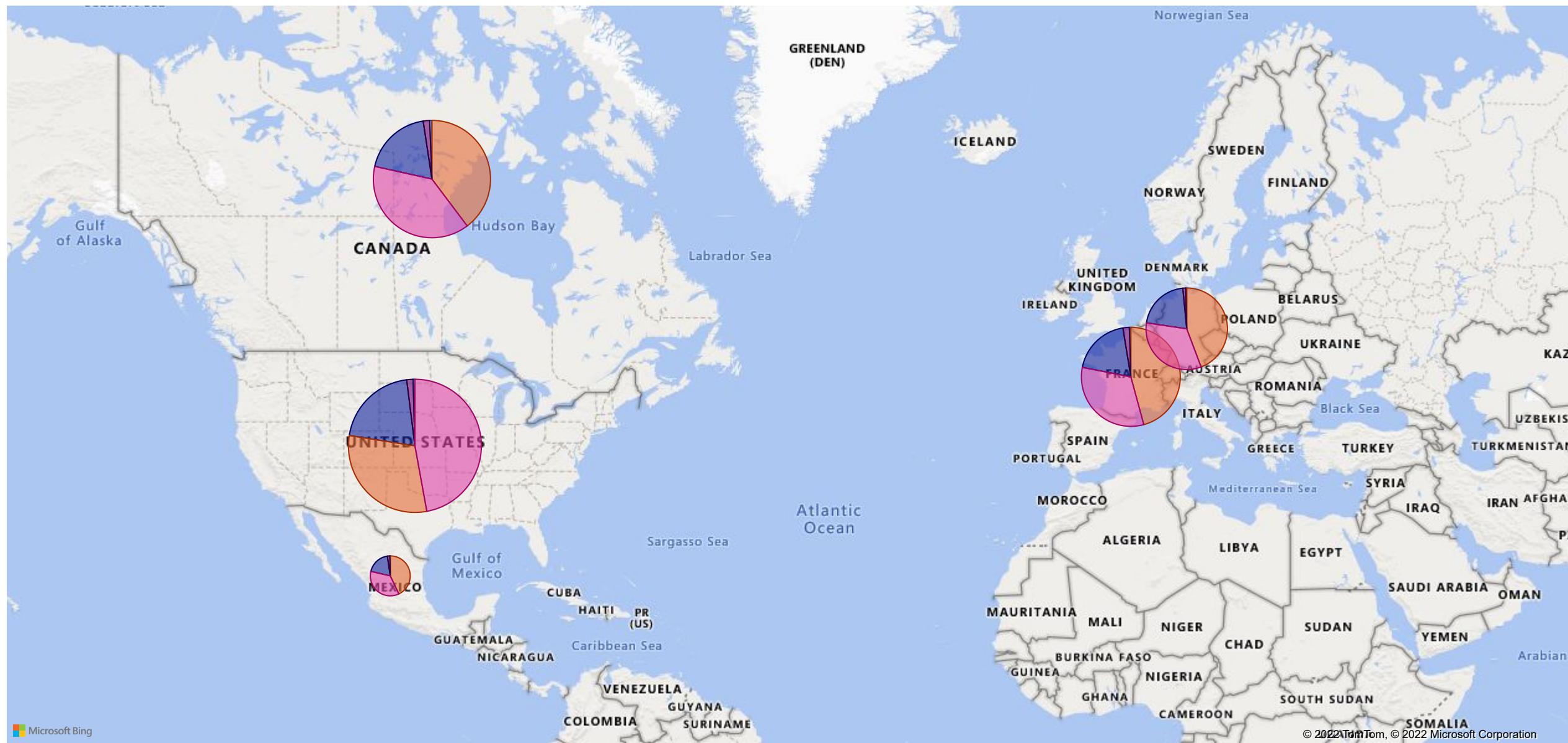
Unit Price ● 1.29 ● 1.99 ● 2.99 ● 4.99 ● 8.99 ● 12.49 ● 15 ● 15.99 ● 19.99 ● 23.95 ● 125 ● 275



Find the country with the highest COGS. From the same country select the segment which has the highest share and enter the manufacturing price of it.

COGS and Manufacturing Price by Country and Segment

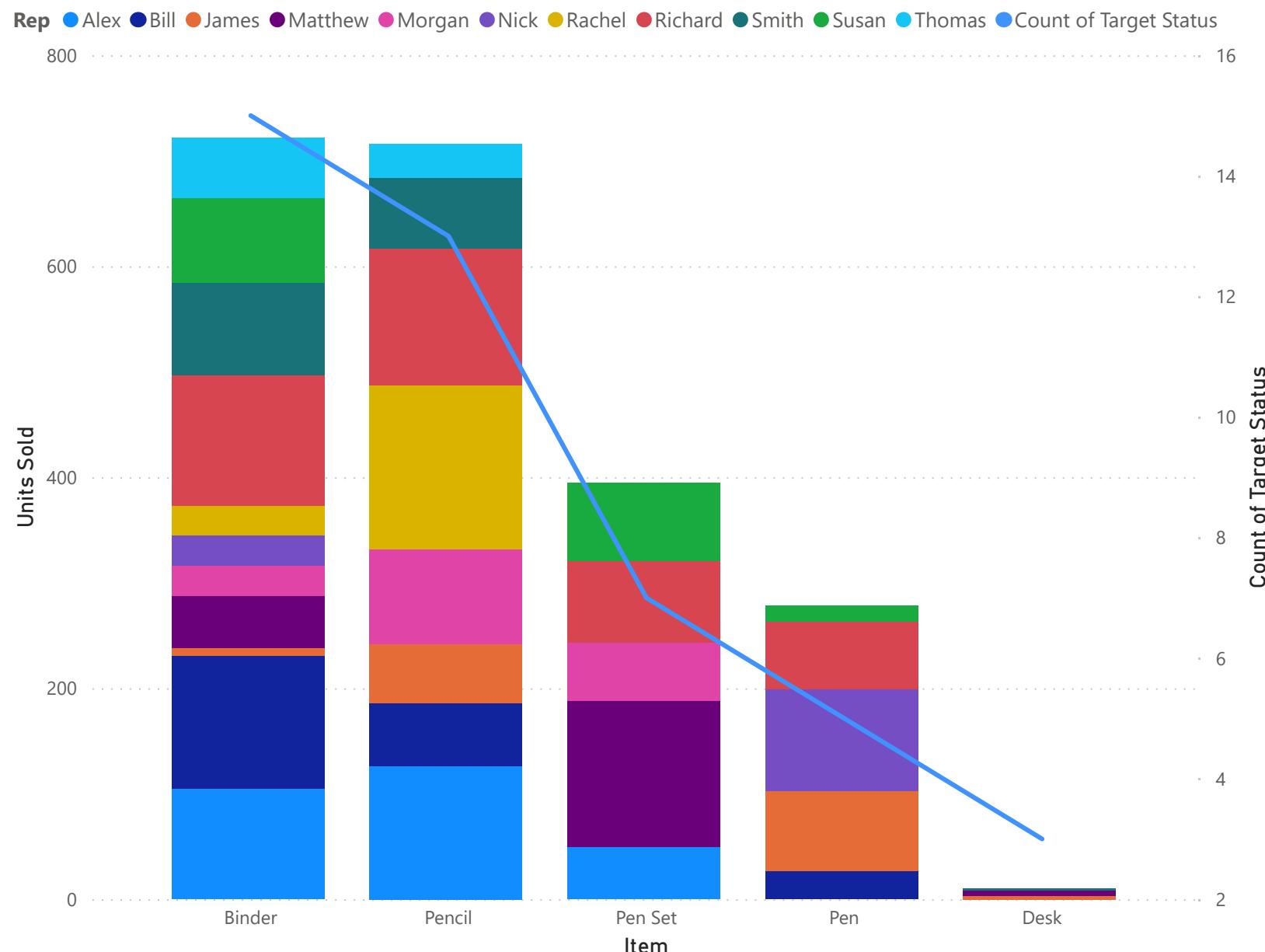
Segment ● Channel Partners ● Enterprise ● Government ● Midmarket ● Small Business



Visualize the data based unit sold, representative and item

Rep	Binder	Desk	Pen	Pen Set	Pencil	Total
⊕ Alex	105			50	126	281
⊕ Bill	126		27		60	213
⊕ James	7	3	76		56	142
⊕ Matthew	50	5		138		193
⊕ Morgan	28			55	90	173
⊕ Nick	29		96			125
⊕ Rachel	28				155	183
⊕ Richard	124		64	78	130	396
⊕ Smith	87	2			67	156
⊕ Susan	81		15	74		170
⊕ Thomas	57				32	89
Total	722	10	278	395	716	2121

Units Sold and Count of Target Status by Item and Rep

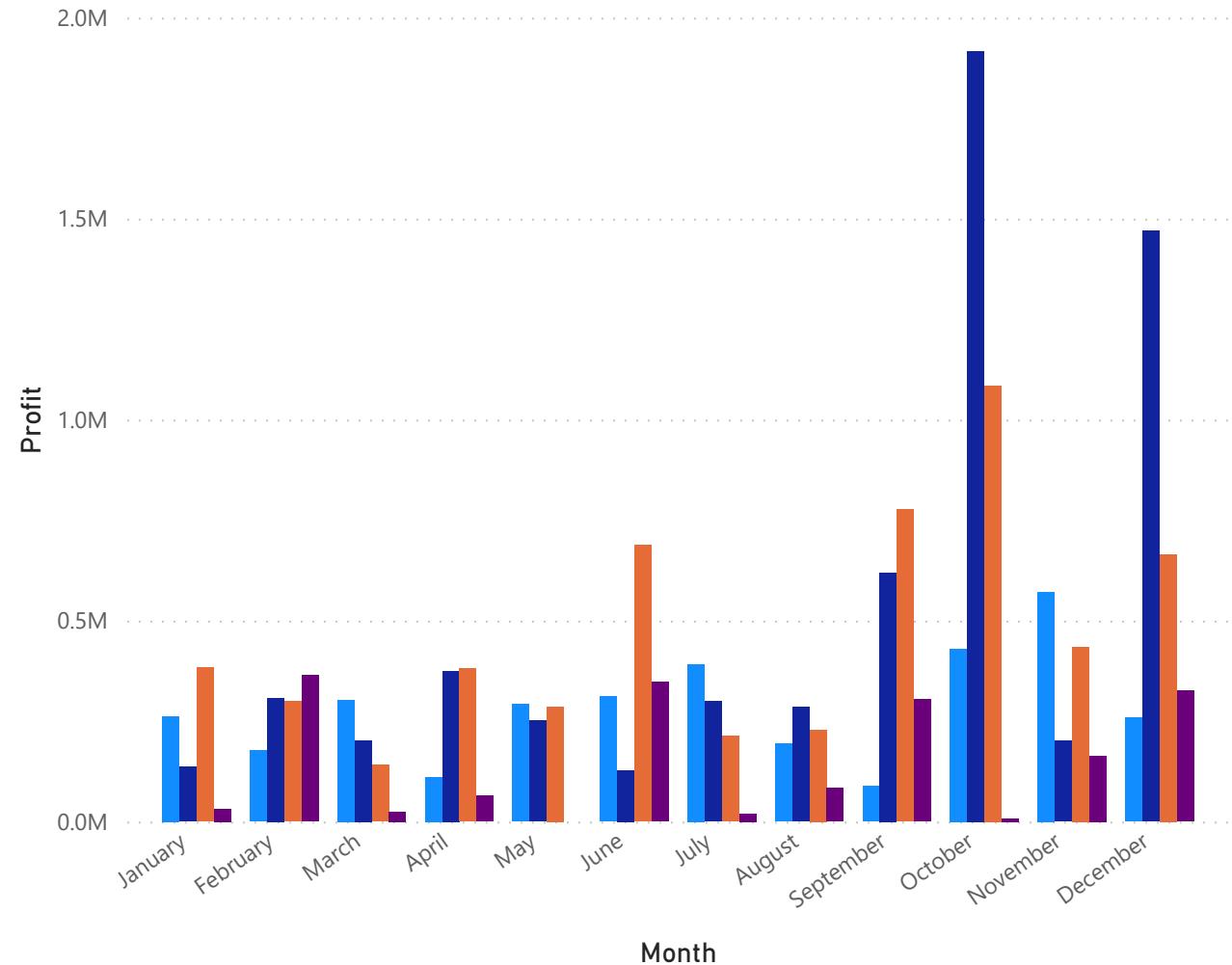


Visualize the profit earned based on status, month name and discount band.

Status	High	Low	Medium	None	Total
Achieved	1,411,211.58	3,227,531.17	2,813,956.76	768,568.50	8,221,268.01
Not Achieved	1,977,655.16	2,961,326.54	2,765,566.08	967,886.50	8,672,434.28
Total	3,388,866.74	6,188,857.71	5,579,522.84	1,736,455.00	16,893,702.29

Profit by Month and Discount Band

Discount Band ● High ● Low ● Medium ● None



Add custom columns to get difference between unit sold and target

Difference

102

Add a conditional status and keep 'good' if the number of unit sold is more than target units and 'bad' otherwise. keep status 'neutral' if status is 0.

Conditional

Bad

Good

Neutral

Add a custom column "difference" to get the difference between units sold and target units.

Enter the difference value for the Bill ID "ID0141"

Bill ID Difference

Bill ID	Difference
ID0001	-125
ID0002	-231
ID0003	-215
ID0004	17
ID0005	-147
ID0006	-6
ID0007	256
ID0008	246
ID0009	-90
ID0010	-92
ID0011	-25
ID0012	32
ID0013	-300
ID0014	-200
Total	7115

Add the conditional column "status" and keep "Loss" if the profit is negative, "Profit" if the profit is less than and equal to 100000, and "High Profit" if it is above 100000.

How many bills were with the status "High Profit"?

Status First Bill ID

High profit	ID0006
Loss	ID0233
Profit	ID0001
Total	ID0001