Ecommerce Dashboard

Total Revenue

4.67M

Number of customers

1.5K

Average CLV

165

Total Transaction

53K

AVG Lifespan

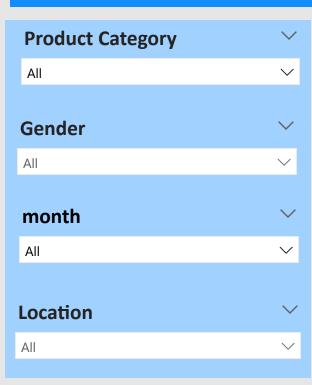
2.2

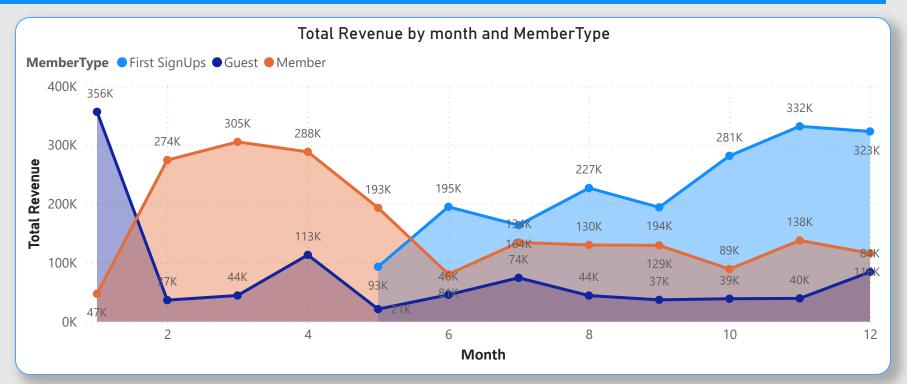
591145.8000000018

Nest <u>* 518193.4999999965</u>

office **276794.39999999973**

Drinkware 4 200



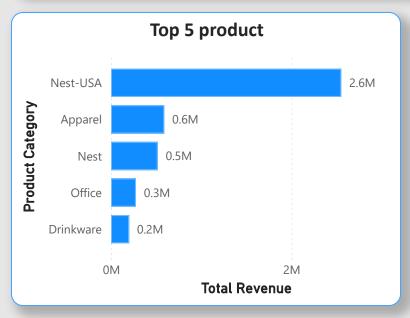


Member had the highest total Sum of Revenue at 19,26,149.22, followed by First SignUps at 18,08,706.81 and Guest at 9,35,938.59.

Month 1 in MemberType Guest made up 7.63% of Sum of Revenue.

First SignUps had the highest average Sum of Revenue at 2,26,088.35, followed by Member at 1,60,512.44 and Guest at 77,994.88.

At 25,54,202.39, Nest-USA had the highest Sum of Revenue and was 1,172.60% higher than Drinkware, which had the lowest Sum of Revenue at 2,00,707.83.







Churn Report

Churned Customers

780

Churn Rate

53.13

Active Customers

840

Average Recency (days)

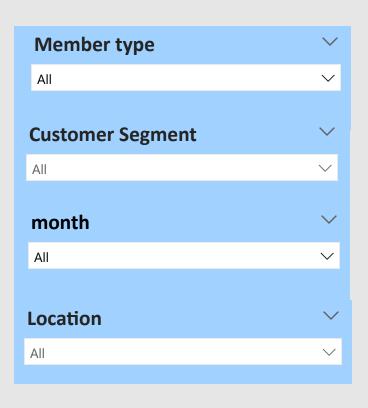
23.29

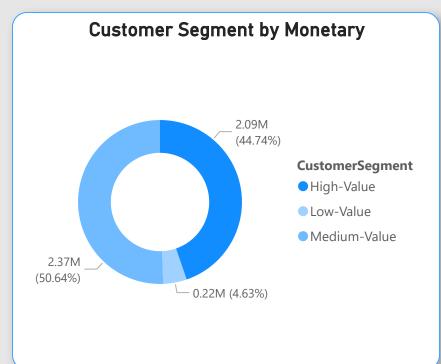
Average Frequency

0.025

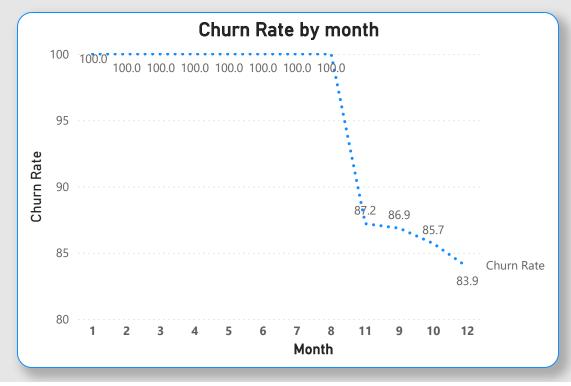
Average Monetary

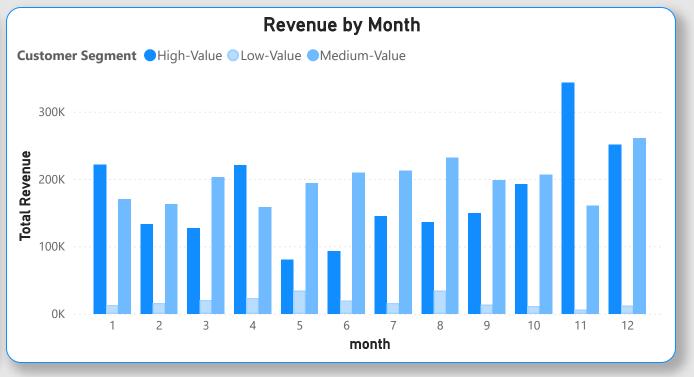
3.18K



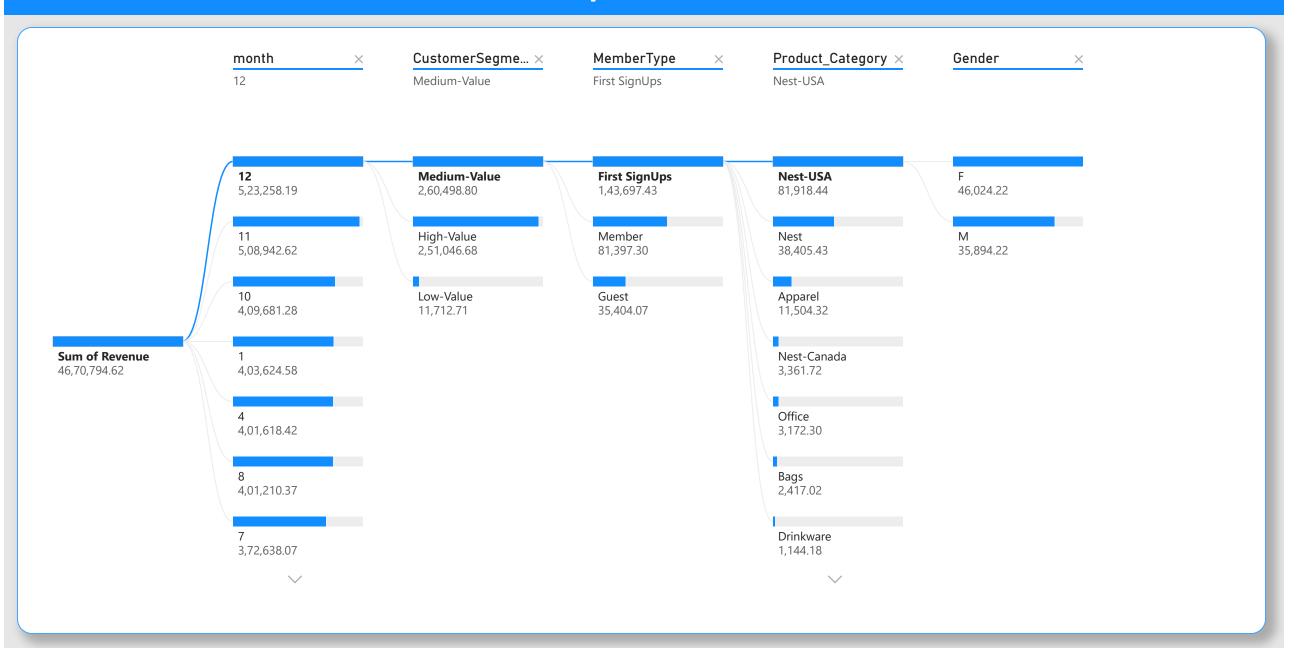


MemberType	Product_Category	Sum of Revenue
First SignUps	More Bags	61.57
Guest	Android	161.78
Member	Android	272.23
First SignUps	Android	277.02
Guest	More Bags	319.80
Member	Housewares	1,063.27
First SignUps	Fun	1,102.36
Guest	Waze	1,224.33
Guest	Backpacks	1,325.51
Guest	Fun	1,379.24
Guest	Bottles	1,394.11
Total		46,70,794.62





Decomposition Chart



Q & A Chart

