

1. Which are the most selling products?(top 10)

	Product Name	totalquantity
1	Staples	876
2	Cardinal Index Tab, Clear	337
3	Eldon File Cart, Single Width	321
4	Rogers File Cart, Single Width	262
5	Sanford Pencil Sharpener, Water Color	259
6	Stockwell Paper Clips, Assorted Sizes	253
7	Avery Index Tab, Clear	252
8	Ibico Index Tab, Clear	251
9	Smead File Cart, Single Width	250
10	Stanley Pencil Sharpener, Water Color	242

2. Top 10 products by sales?

	Product Name	totalsales
1	Apple Smart Phone, Full Size	86935.78
2	Cisco Smart Phone, Full Size	76441.53
3	Motorola Smart Phone, Full Size	73156.3
4	Nokia Smart Phone, Full Size	71904.56
5	Canon imageCLASS 2200 Advanced Copier	61599.82
6	Hon Executive Leather Armchair, Adjustable	58193.48
7	Office Star Executive Leather Armchair, Adjustable	50661.68
8	Harbour Creations Executive Leather Armchair, Adj...	50121.52
9	Samsung Smart Phone, Cordless	48653.46
10	Nokia Smart Phone, with Caller ID	47877.79

3. Which are the most profitable products?(top 10)

	Product Name	totalprofits
1	Canon imageCLASS 2200 Advanced Copier	25199.93
2	Cisco Smart Phone, Full Size	17238.52
3	Motorola Smart Phone, Full Size	17027.11
4	Hoover Stove, Red	11807.97
5	Sauder Classic Bookcase, Traditional	10672.07
6	Harbour Creations Executive Leather Armchair, Adj...	10427.33
7	Nokia Smart Phone, Full Size	9938.2
8	Cisco Smart Phone, with Caller ID	9786.64
9	Nokia Smart Phone, with Caller ID	9465.33
10	Belkin Router, USB	8955.02

4. What category sold the most?

	Category	totalsales
1	Technology	4744557.5
2	Furniture	4110874.19
3	Office Supplies	3787070.23

5. Which are the most profitable category?

	Category	totalprofits
1	Technology	663778.73
2	Office Supplies	518473.83
3	Furniture	285204.72

6. Total sales values by category and subcategory

	Category	Sub-Category	totalsales	totalquantity	totalprofits	averagediscount%
1	Furniture	Furnishings	385578.26	11225	46967.43	15.11
2	Furniture	Chairs	1501681.76	12336	140396.27	16.31
3	Furniture	Bookcases	1466572.24	8310	161924.42	15.38
4	Furniture	Tables	757041.92	3083	-64083.39	29.07
5	Office Supplies	Art	372091.97	16301	57953.91	11.74
6	Office Supplies	Paper	244291.72	12822	59207.68	10.95
7	Office Supplies	Appliances	1011064.31	6078	141680.59	14.17
8	Office Supplies	Fasteners	83242.32	8390	11525.42	14.06
9	Office Supplies	Envelopes	170904.3	8380	29601.12	13.17
10	Office Supplies	Supplies	243074.22	8543	22583.26	12.79
11	Office Supplies	Labels	73404.03	9322	15010.51	12.04
12	Office Supplies	Binders	461911.51	21429	72449.85	17.92
13	Office Supplies	Storage	1127085.86	16917	108461.49	13.85
14	Technology	Machines	779060.07	4906	58867.87	16.96
15	Technology	Copiers	1509436.27	7454	258567.55	11.71
16	Technology	Accessories	749237.02	10946	129626.31	12.05
17	Technology	Phones	1706824.14	11870	216717.01	14.58

7. Which are the most selling products in subcategory?

	Sub-Category	totalquantity
1	Binders	21429
2	Storage	16917
3	Art	16301
4	Paper	12822
5	Chairs	12336
6	Phones	11870
7	Furnishings	11225
8	Accessories	10946
9	Labels	9322
10	Supplies	8543
11	Fasteners	8390
12	Envelopes	8380
13	Bookcases	8310
14	Copiers	7454
15	Appliances	6078
16	Machines	4906
17	Tables	3083

8. Which subcategory are generating less/no profits?

	Sub-Category	totalprofits
1	Tables	-64083.39
2	Fasteners	11525.42
3	Labels	15010.51
4	Supplies	22583.26
5	Envelopes	29601.12
6	Furnishings	46967.43
7	Art	57953.91
8	Machines	58867.87
9	Paper	59207.68
10	Binders	72449.85
11	Storage	108461.49
12	Accessories	129626.31
13	Chairs	140396.27
14	Appliances	141680.59
15	Bookcases	161924.42
16	Phones	216717.01
17	Copiers	258567.55

9. Which customer segments are the most profitable ?

	Segment	totalprofits
1	Consumer	749239.78
2	Corporate	441208.33
3	Home Office	277009.18

10. What shipping modes sold the most products?

	Ship Mode	totalquantity
1	Standard Class	107319
2	Second Class	35724
3	First Class	26039
4	Same Day	9230

11. Category wise What shipping modes sold the most products?

	Category	Ship Mode	totalquantity
1	Furniture	First Class	5034
2	Furniture	Same Day	1801
3	Furniture	Standard Class	21228
4	Furniture	Second Class	6891
5	Office Supplies	Standard Class	64985
6	Office Supplies	Second Class	21637
7	Office Supplies	First Class	15922
8	Office Supplies	Same Day	5638
9	Technology	Same Day	1791
10	Technology	First Class	5083
11	Technology	Second Class	7196
12	Technology	Standard Class	21106

12. What market sold the most products?

	Market	totalquantity
1	APAC	41226
2	LATAM	38526
3	US	37873
4	EU	37773
5	EMEA	11517
6	Africa	10564
7	Canada	833

13. Which are the Top 10 country by sales?

	Country	totalsales
1	United States	2297200.86
2	Australia	925235.85
3	France	858931.08
4	China	700562.03
5	Germany	628840.03
6	Mexico	622590.62
7	India	589650.11
8	United Kingdom	528576.3
9	Indonesia	404887.5
10	Brazil	361106.42

14. Which are the Top 10 country by order quantity?

	Country	totalquantity
1	United States	37873
2	France	10804
3	Australia	10673
4	Mexico	10011
5	Germany	7745
6	China	7081
7	United Kingdom	6161
8	Brazil	6148
9	India	5758
10	Indonesia	5237

15. Which are the average shipping cost for top 10 different countries?

	Country	avgshippingcost
1	Taiwan	155.66
2	Chad	148.97
3	Lesotho	135.65
4	Montenegro	93.94
5	Slovenia	61.22
6	Republic of the Congo	59.3
7	Central African Republic	57.63
8	Namibia	50.37
9	Bangladesh	46.4
10	Estonia	46.07

16. Top 10 customers generating more profit

	Customer ID	Customer Name	avgprofit
1	BW-1065	Barry Weirich	334.13
2	HM-4980	Henry MacAllister	232.66
3	MG-8145	Mike Gockenbach	223.81
4	TT-11070	Ted Trevino	207.32
5	GZ-4545	George Zrebassa	182.54
6	MD-7860	Michael Dominguez	181.34
7	DJ-3510	Don Jones	179.4
8	HL-15040	Hunter Lopez	162.93
9	CR-2580	Clay Rozendal	161.14
10	KM-6720	Kunst Miller	160.29