

Correlation of Total Return Rate by Return Rate by Map of Returns by Return Rate by Month Composite Charts Return Sales & Total Returns Category Customer State Analysis

> Sub-Category Multiple values

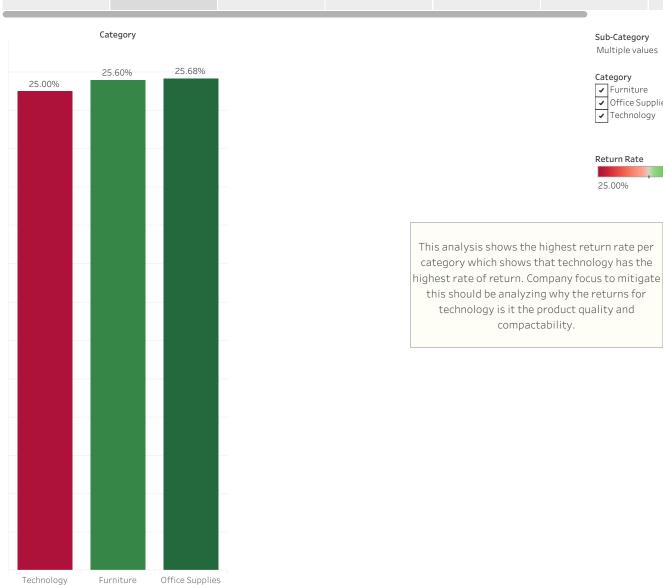
✓ Furniture
✓ Office Supplies
✓ Technology

25.68%

Category

Return Rate

25.00%



Christine Kargatis

Jack Lebron

0.00% 10.00%

20.00%

30.00%

40.00%

50.00%

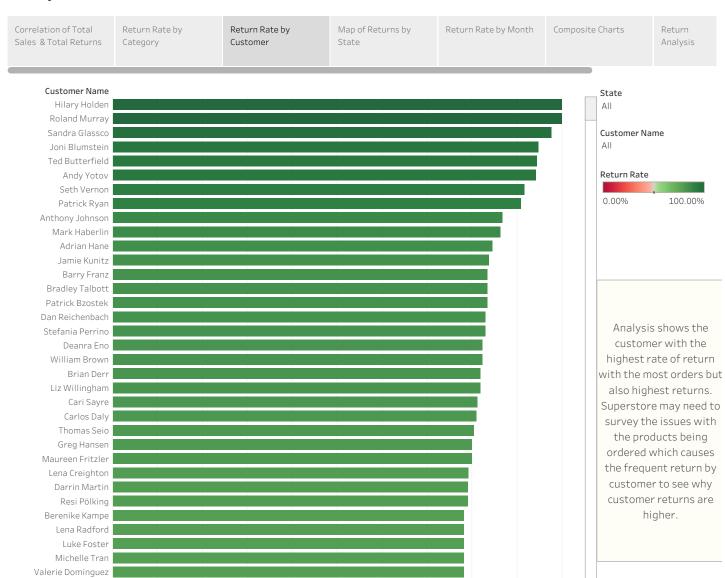
Return Rate

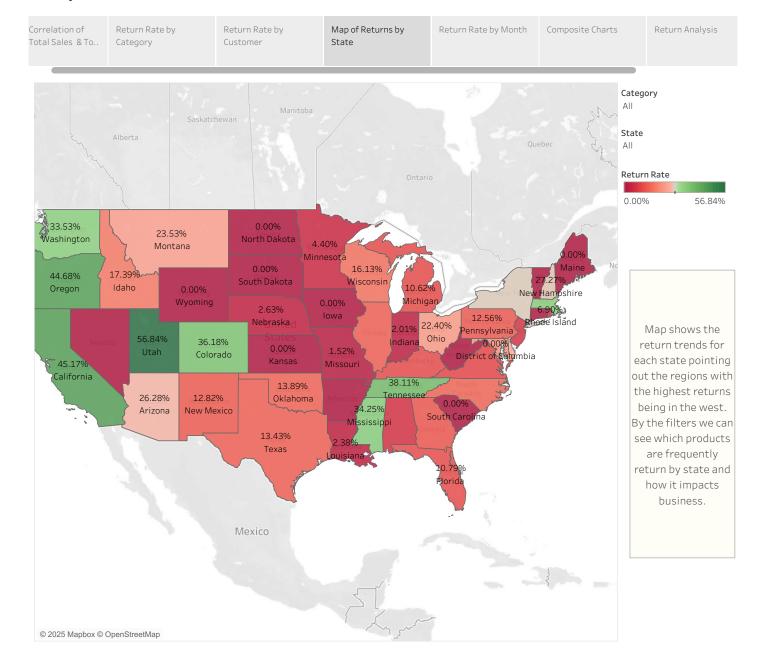
60.00%

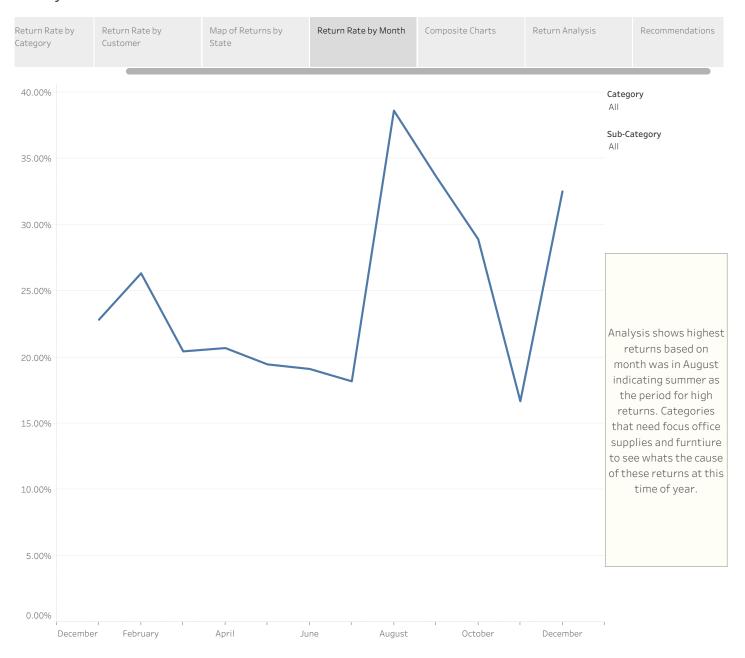
70.00%

80.00%

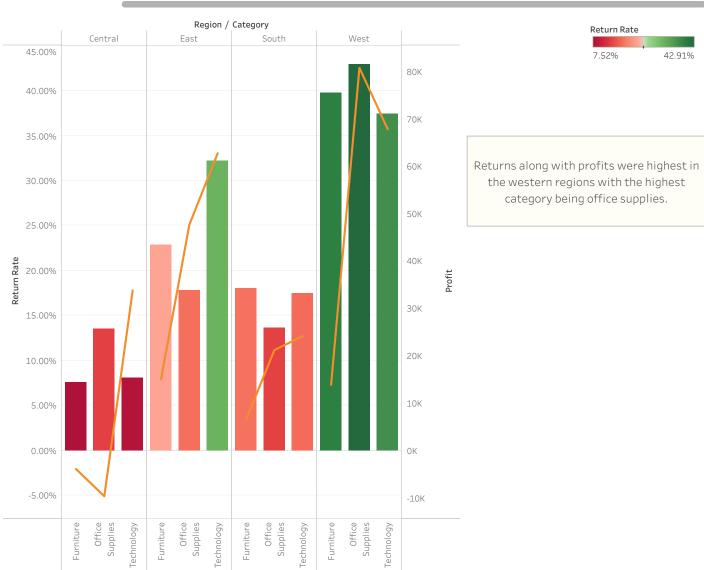
90.00% 100.00%







| Return Rate by Category | Return Rate by Customer | Map of Returns by State | Return Rate by Month | Composite Charts | Return Analysis | Recommendations |
|----------------------------|----------------------------|----------------------------|----------------------|------------------|-----------------|-----------------|
|----------------------------|----------------------------|----------------------------|----------------------|------------------|-----------------|-----------------|



Total Sales

Return Rate Return Analysis Return Rate by Map of Returns by Return Rate by Month Composite Charts Recommendations by Category Customer State

Monitoring Return Anaylsis Map Showing Return Rate by Product Category Return Rate by Customer **Customer Name** Category Hilary Holden 25.68% 25.00% 25.60% Roland Murray Sandra Glassco Joni Blumstein Ted Butterfield Andy Yotov Technology Furniture Office Supplies Seth Vernon Patrick Ryan Return Rate by Time by Order Month Anthony Johnson Mark Haberlin 30.00% Adrian Hane 20.00% 10.00% Shows a analys 0.00% 100.00% 50.00% of the returns f Return Rate February August October December April June customers, categorys, Correlation of Total Sales/Total Composite Charts months and Returns Region / Category comparisons t Central South West state 40.00% 0 Return Rate 400 **Total Returns** Profit 20.00% 200 0.00% 0 Furniture Furniture Office Supplies Furniture Technology Office Supplies Technology Offlice Supplies Furniture Office Supplies Technology Technology 0 100K 300K

© Mapbox © OSM

| Return Rate by Category | Return Rate by Customer | Map of Returns by State | Return Rate by Month | Composite Charts | Return Analysis | Recommendations |
|----------------------------|----------------------------|----------------------------|----------------------|------------------|-----------------|-----------------|
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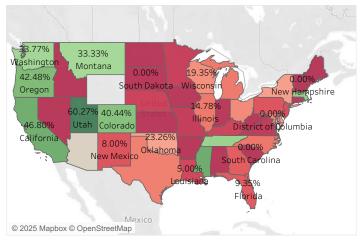
Recommendations

Based on the rate of return Superstore may need to focus on finding oppurtunites to lessen return rate for office supplies by investigation of the causes leading to these returns so as to improve profitability. These investigations can help as getting feedback will improve the product quality and provide options for areas of improvement overall. Focus should also be on high return areas such as California along with the western region finding the products that causes these increased returns to improve sales/profits and to see if offering better options or alternative/incentives from other supplies suitable for their use. Revise return policies and conduct monthly reports /trend analysis to see if changes in customer return habits.

Return Rate by Product Category Category 25.00% 25.60% 25.68% Category Furniture Office Supplie Category Office Supplies State All

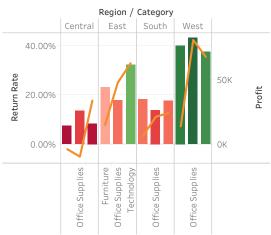
Office Supplies

Map Showing Return Rate



Composite Charts

Technology



Furniture