

▷ Run flow



Sales Analysis and Commercial Performance



\$36 371 632,95
Sales

\$6 124 071,86
PreviousYear

\$36 371 632,95
SalesYTD

\$3 360 869,91
MonthBefore

9,82
GrowthRate(%)

80332
Quantities

2,76
Rating

17031
Orders_id

2024

- 2024-Q1
- 2024-Q2
- 2024-Q3
-

Status

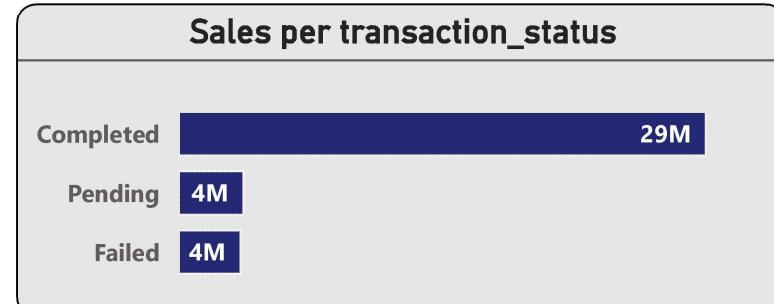
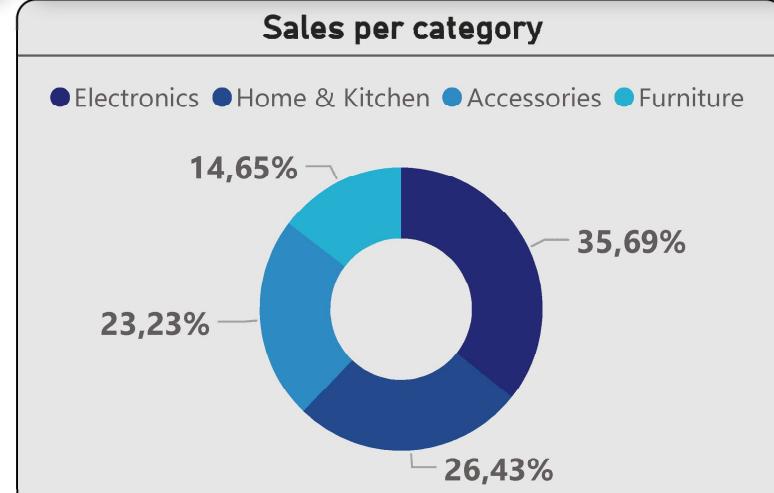
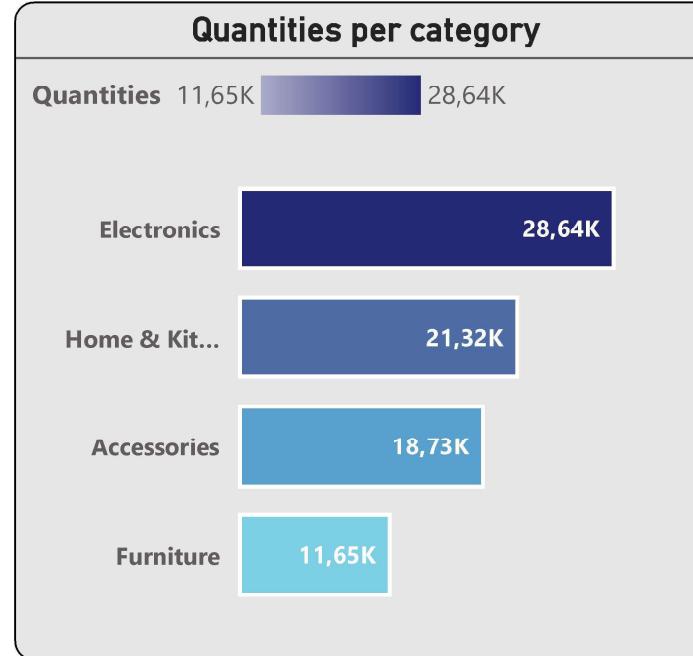
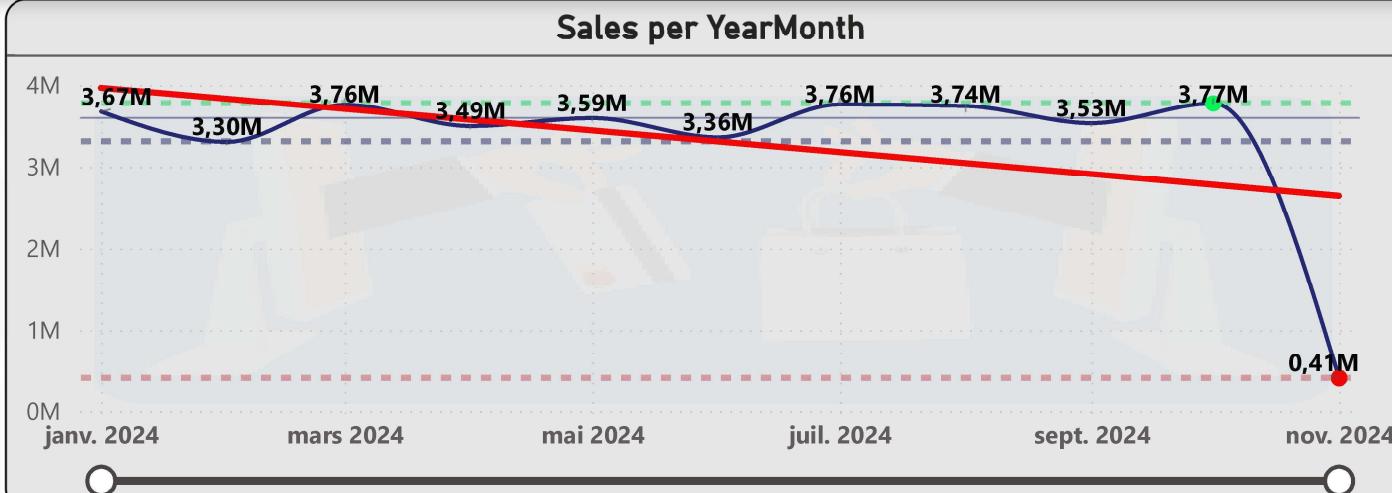
Tout

Category

- Accessories
- Electronics
- Furniture
- Home & Kitchen

Cities

Tout



category	Total	MonthBefore	GrowthRate(%)
Accessories	766900	766900	10,02
Electronics	1210891	1210891	9,72
Furniture	501459	501459	9,62
Home & Kitchen	881620	881620	9,91

Sales_o... Trends... Custo... Shipme... Supplie... Corréla...



Sales Analysis, Monthly trends & Forecast

\$42 495 704,81
Sales

\$42 495 704,81
SalesLastMonth

93875
QuatitiesLastMonth

0,00
GrowthRate(%)

93875
Quantities

20000
Orders_id

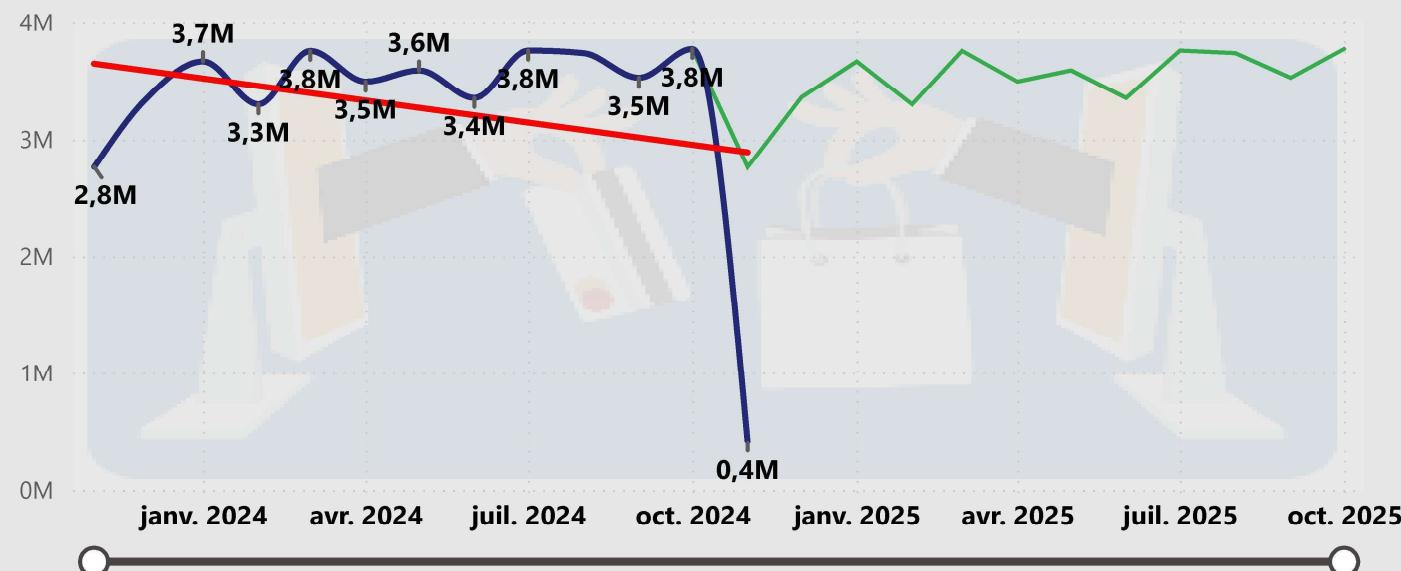
2,76
Rating

Months

SalesLastMonth QuatitiesLastMonth GrowthRate(%)

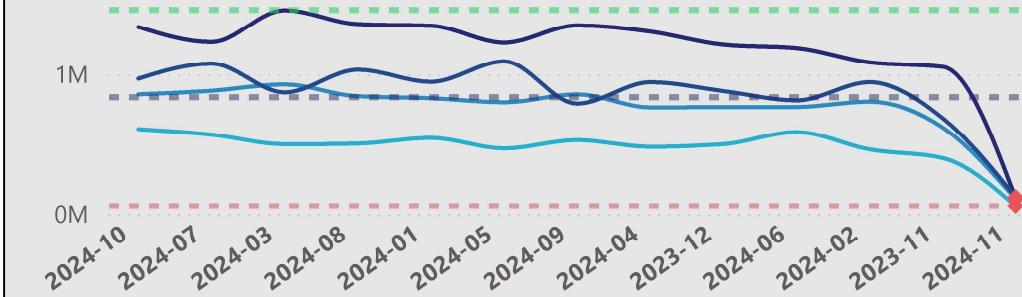
Months	SalesLastMonth	QuatitiesLastMonth	GrowthRate(%)
2023-11			0,00
2023-12	2 763 201,95	6144	0,22
2024-01	3 360 869,91	7399	0,09
2024-02	3 667 447,62	8039	-0,10
2024-03	3 300 225,42	7209	0,14
2024-04	3 756 172,48	8388	-0,07
2024-05	3 493 861,41	7592	0,03

Sales per Months & Forcat (without November 2024)



Sales Trends per (Month & Category))

● Accessories ● Electronics ● Furniture ● Home & Kitchen



Accessories

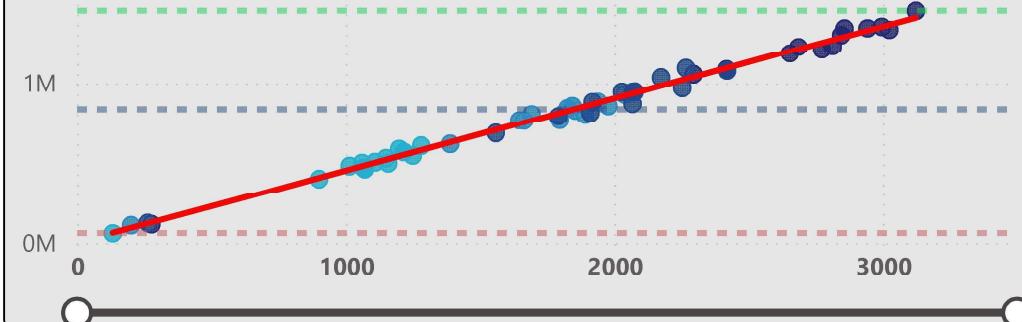
Electronics

Furniture

Home & Kitchen

Sales & Quanties

● Accessories ● Electronics ● Furniture ● Home & Kitchen





Global Analysis, Customer & Product Performance



10000
Customers

\$42 495 704,81
Sales

93875
Quantities

15000
Orders

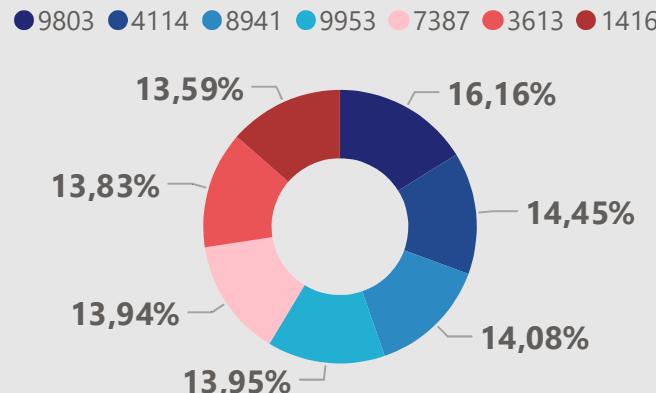
50
Products

2000
Products_id

387,01
Average_price

25
Suppliers

Sales Top 7 Customers



shipment_status

Cancelled **Delivered** **Pending** **Shipped**

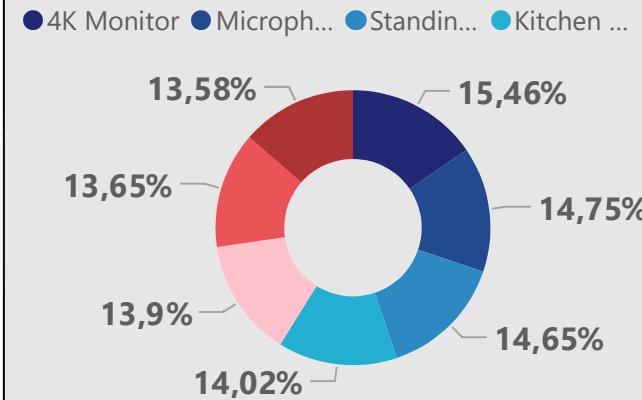
01/01/2023 📅 30/11/2024 📅

rating

1,00

5,00

Sales Top 7 products



Top 7 Customers per quantity

8584	26,00
2732	25,00
3238	25,00
3931	25,00
7452	25,00
1027	24,00
2378	24,00
2692	24,00
5835	24,00
8166	24,00
8835	24,00
9634	24,00
9953	24,00

category

category	Average Rating	Reviews	Rating_Class
Accessories	2,95	280	Middle
Home & Kitchen	2,74	266	Middle
Electronics	2,69	406	Middle
Furniture	2,64	154	Middle

Products_id per category



Sales_orders

Trends&For..

Customers ...

Shipments

Suppliers

Corrélations

Top 7 Products per quantity

4K Monitor	2,28K
Throw Pillows	2,07K
Air Purifier	2,03K
Standing Desk	2,03K
Kitchen Blen...	2,02K
Bluetooth H...	2,02K
Storage Shelf	2,01K



Global Analysis Shipment & Carrier Performance



0,05
Ratio_Cancelled

01/01/2023

31/12/2024

shipment_status

Cancelled

Delivered

Pending

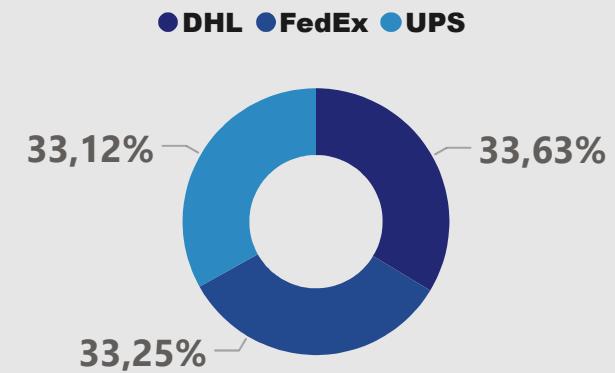
Shipped

15000	4,50	0,36	0,36	0,24	\$42 495 704,...	93875	20000
Shipping	Delivery_period	Ratio_Delivered	Ratio_Shipped	Ratio_Pending	Sales	Quantities	Orders_id

Average Delivery_period per carrier

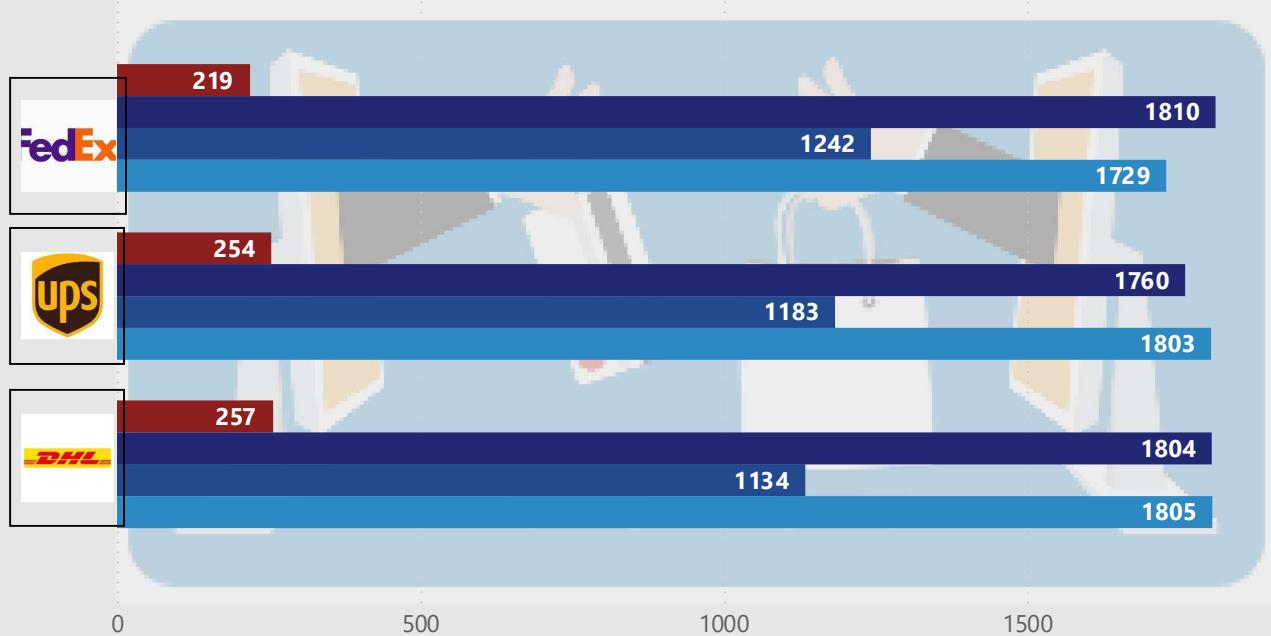
UPS	DHL	FedEx
4,51	4,50	4,48

Sales per carrier



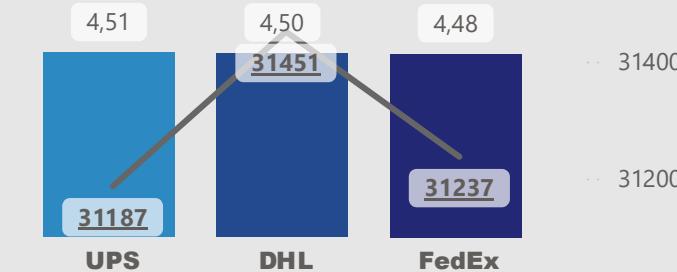
Tracking per carrier & shipment_status

● Cancelled ● Delivered ● Pending ● Shipped



Delivery_period & Quantities per carrier

● Delivery_period ● Quantities



Sales_o... Trends... Custom... Shipme... Suppliers Corrélat..



*Global Analysis & Supplier Performance *



0,78
Corr_amount_price

product_name ▾

Tout ▾

supplier_name ▾

Tout ▾

price_at_pur... ▾

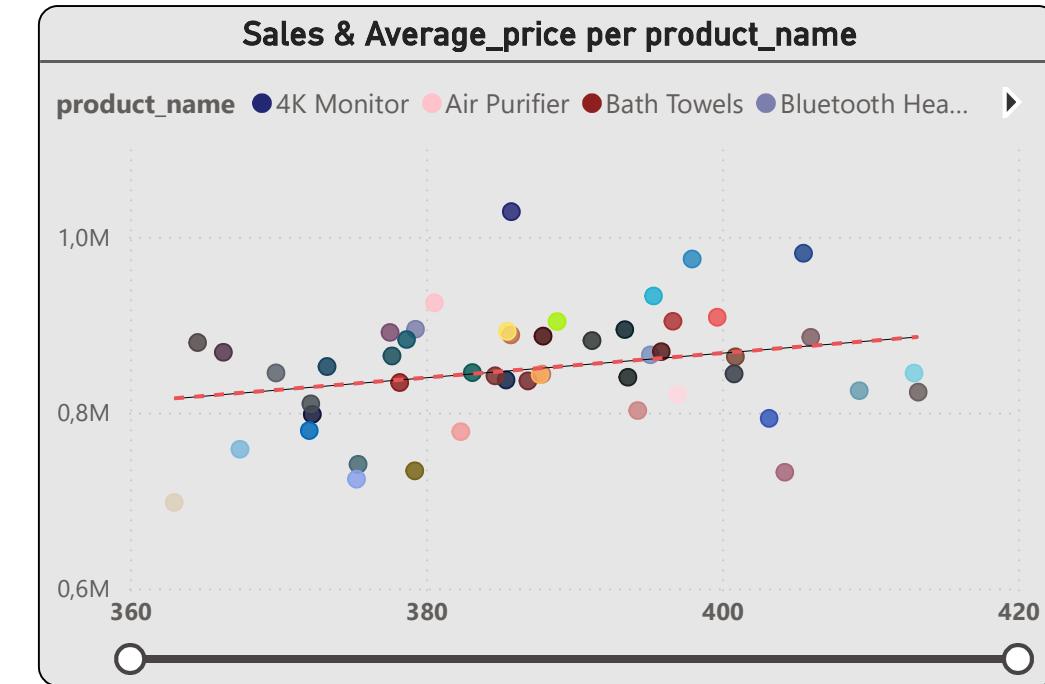
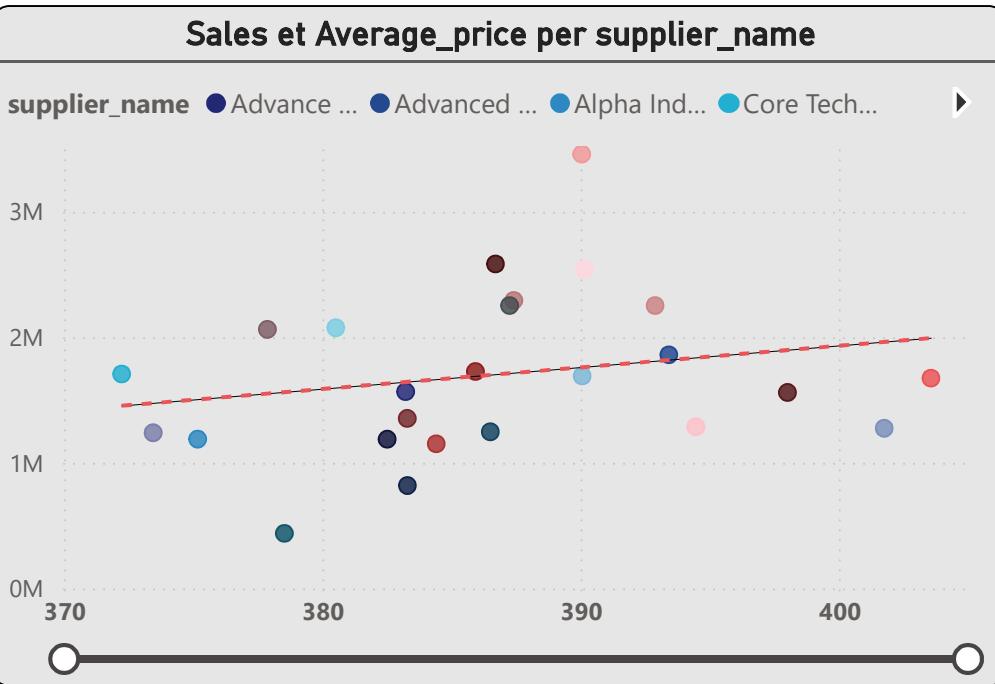
\$0,00

\$999,82

01/01/2023 📅

30/11/2024 📅

25 Suppliers	100 Suppliers_id	50 Products	\$42 495 70... Sales	0,78 Corr_amount_...	387,01 Average_price	93875 Quantities	15000 Orders
------------------------	----------------------------	-----------------------	--------------------------------	--------------------------------	--------------------------------	----------------------------	------------------------





Global Analysis, Correlation between variables



Category

Tout

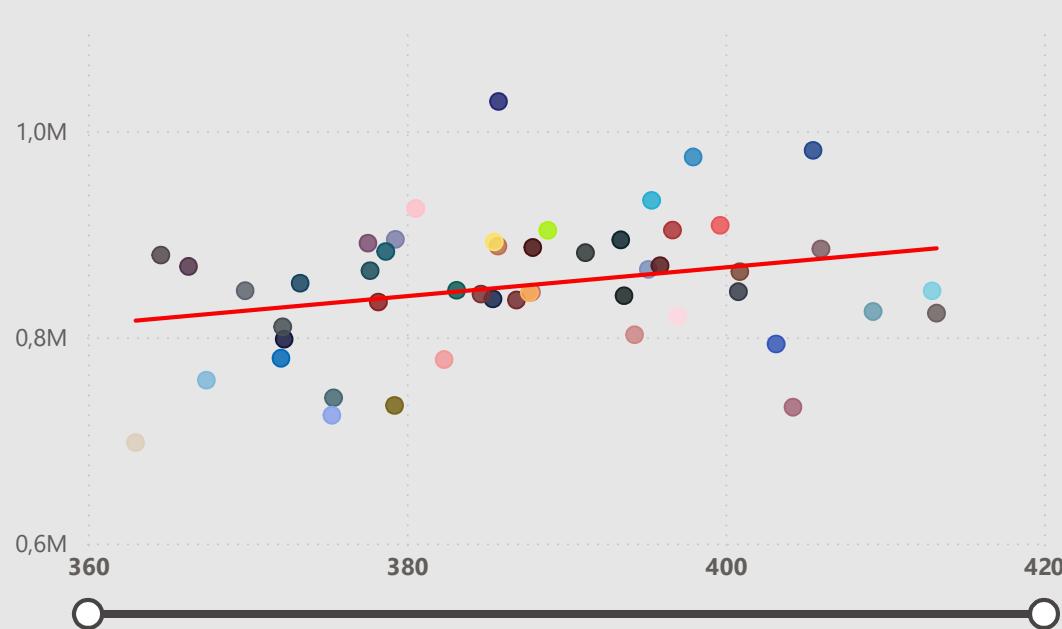
Product

Tout

Category	Corr_amount_price	Corr_amount_quantity
Accessorie	0,78	0,72
Electronics	0,78	0,73
Furniture	0,79	0,73
Home & Kitchen	0,78	0,72
Total	0,78	0,72

Sales per YearMonth

product_name ● 4K Monitor ● Air Purifier ● Bath To... ● Bluetooth ... ● Bookshelf ►



\$42 495 704,81

Sales

\$387,01

Average_price

0,78

Corr_amount_price

0,72

Corr_amount_quant

Matrice de Corrélation

Sales	Quantities	Average_price	Numbers of Reviews	Average Rating
1.00	0.87	0.32	0.01	0.04
0.87	1.00	-0.09	-0.05	0.05
0.32	-0.09	1.00	0.13	-0.02
0.01	-0.05	0.13	1.00	-0.19
0.04	0.05	-0.02	-0.19	1.00