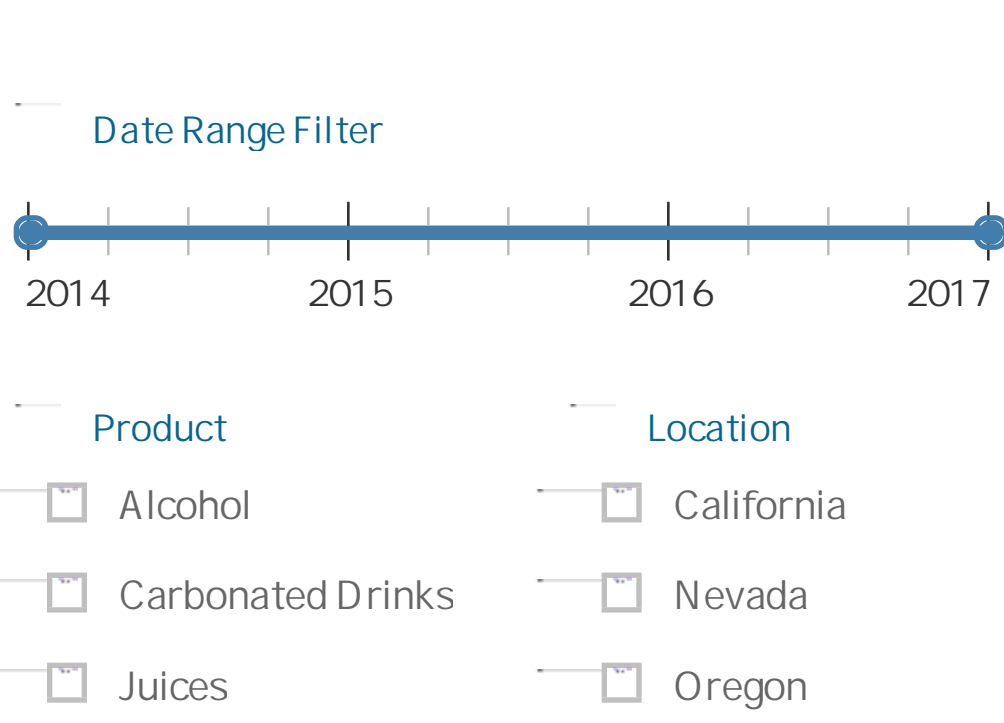


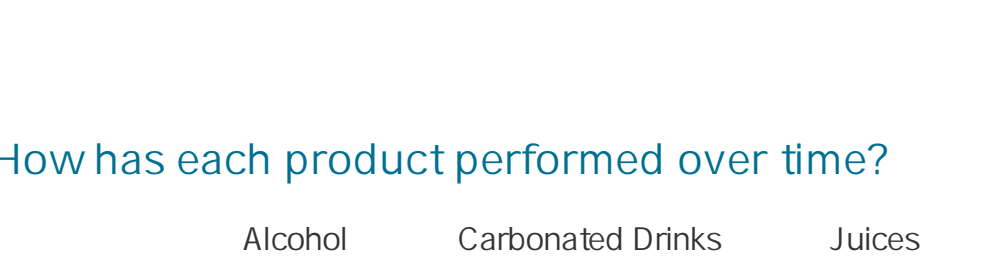
Sample: Summary Q1 (2014) – Q4 (2016)

This page outlines sales for the fictional company "The Best Run Juice Company". Feel free to click around and explore the data!



California has above average sales when compared to Oregon and Nevada.

Nevada consistently underperforms for across all product groups.



# Sample: Why Is Nevada's Revenue Low?

On this page, we explore two possible factors contributing to Nevada's revenue: discount % and marketing events per state.

2 POINTS

Net Revenue and number of events for 2016 by city

Series 1

Discount % vs. net revenue

Net Revenue

Discount %

Types of marketing per state

No data is available for the chart to render.

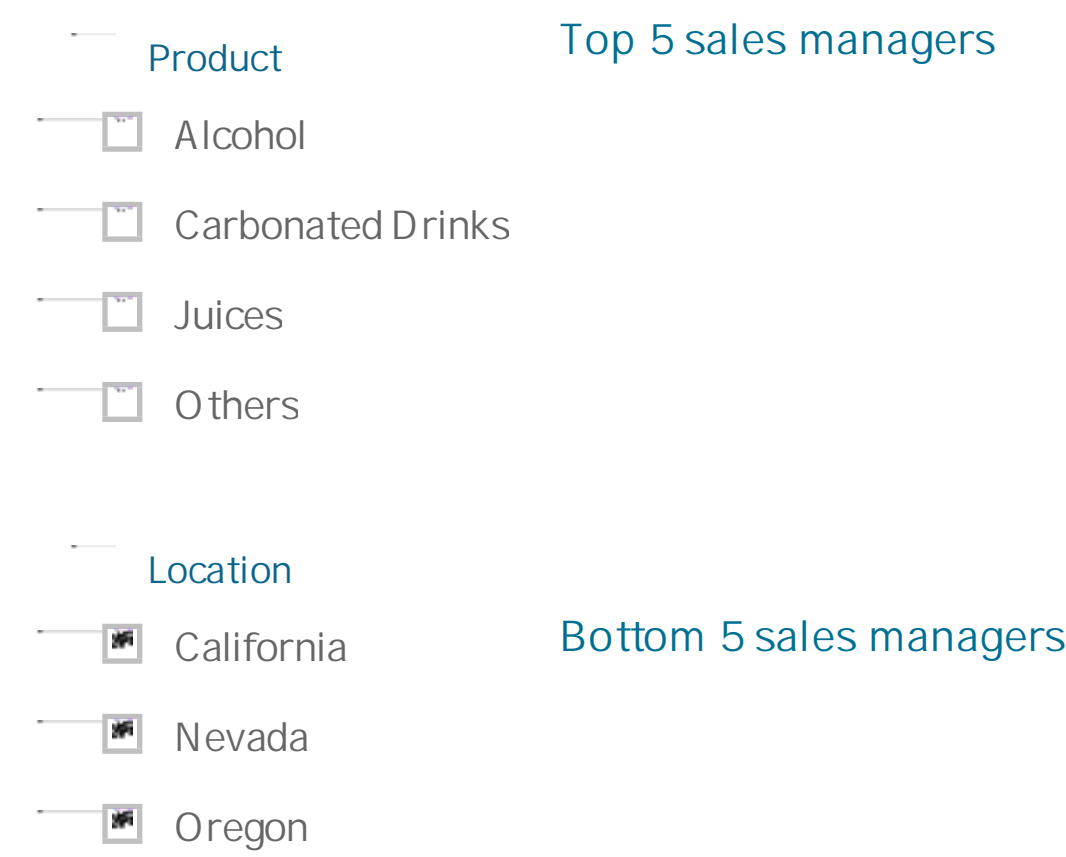
LEGENDS

1000km  
600mi  
Esri, HERE, Garmin, USGS, EPA | Esri

The high number of discounts in Nevada and Oregon are leading to lower net revenue.

# Sample: Sales Manager Overview

How did the sales team perform in 2016?



	Net Revenue				
	2016	Q1 (2016)	Q2 (2016)	Q3 (2016)	Q4 (2016)
Janet Bury	39.63	10.86	11.24	8.43	9.10
Gary Dumin	12.27	3.25	1.96	4.91	2.15
James Frank	4.20	1.17	0.79	1.39	0.86
Lois Wood	25.48	8.04	6.41	5.41	5.62
John Minker	31.88	7.40	7.34	9.87	7.27
Nancy Miller	25.24	6.54	5.57	7.73	5.41
David Carl	53.60	14.42	11.96	11.45	15.77
Ed Young	9.54	2.03	2.05	3.21	2.25
Kiran Raj	64.99	18.53	18.77	13.64	14.06
Gabriel Walton	27.84	6.88	5.76	9.45	5.75
Lia Armand	26.14	6.47	7.47	7.41	4.79

Appendix

Sample - Revenue Analysis			
https://basic-trial-sac.cfapps.us10.hana.ondemand.com/sap/fpa/ui/tenants/f9f30/bo/story/7E0050581E24D39CE10000000A784278			
Model Links			
Model	Planned_Events_Sample	- BestRunJuice_SampleModel	
Dimension	City	- Location	
Summary			
Page Filter			
Model	Dimension	Value	
BestRunJuice_SampleModel	Date	Q1 (2014) - Q4 (2016)	
BestRunJuice_SampleModel	Product	Alcohol, Carbonated Drinks, Juices	
BestRunJuice_SampleModel	Location	California, Nevada, Oregon	
What is the gross margin % for each product by state?			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Gross Margin for Actuals Actual			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Net Revenue for Actuals Actual			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Gross margin			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
BestRunJuice_SampleModel	Date	Q1 (2014) - Q4 (2016)	
BestRunJuice_SampleModel	Product	Juices, Carbonated Drinks, Alcohol	
Sample numeric point chart			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Gross Margin per Location for Actuals Actual			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Sample bar chart			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
How has each product performed over time?			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
BestRunJuice_SampleModel	Date	2014, 2015, 2016	

Analysis			
Discount % vs. net revenue			
Model	Dimension	Value	
BestRunJuice_SampleModel	Category	Actuals Actual	
Types of marketing per state			
Model	Dimension	Value	
Planned_Events_Sample	Category	Actuals Actual	
Store (Gross Margin %, Discount %)			
Model	Dimension	Value	
BestRunJuice_SampleModel(Layer : Stores)	Category	Actual	
Net Revenue and number of events for 2016 by city			
Model	Dimension	Value	
Planned_Events_Sample	Category	Actuals Actual	
BestRunJuice_SampleModel	Category	Actuals Actual	

Sales Manager Overview			
Page Filter			
	Model	Dimension	Value
	BestRunJuice_SampleModel	Location	California, Nevada, Oregon
	BestRunJuice_SampleModel	Product	Alcohol, Carbonated Drinks, Juices, Others
Sales Manager Overview			
	Model	Dimension	Value
	BestRunJuice_SampleModel	Account123	Net Revenue
	BestRunJuice_SampleModel	Date	2016
Bottom 5 sales managers			
	Model	Dimension	Value
	BestRunJuice_SampleModel	Category	Actuals Actual
		Quantity sold	Ranking: Bottom 5
Top 5 sales managers			
	Model	Dimension	Value
	BestRunJuice_SampleModel	Category	Actuals Actual
		Quantity sold	Ranking: Top 5