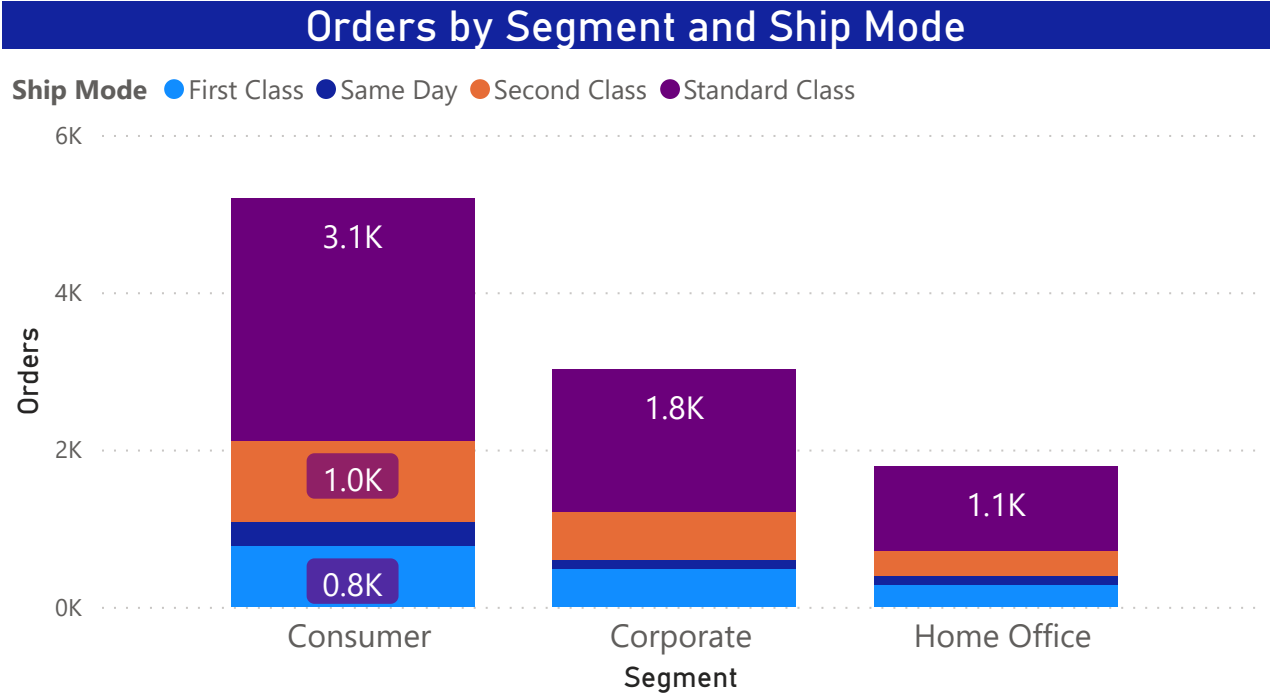
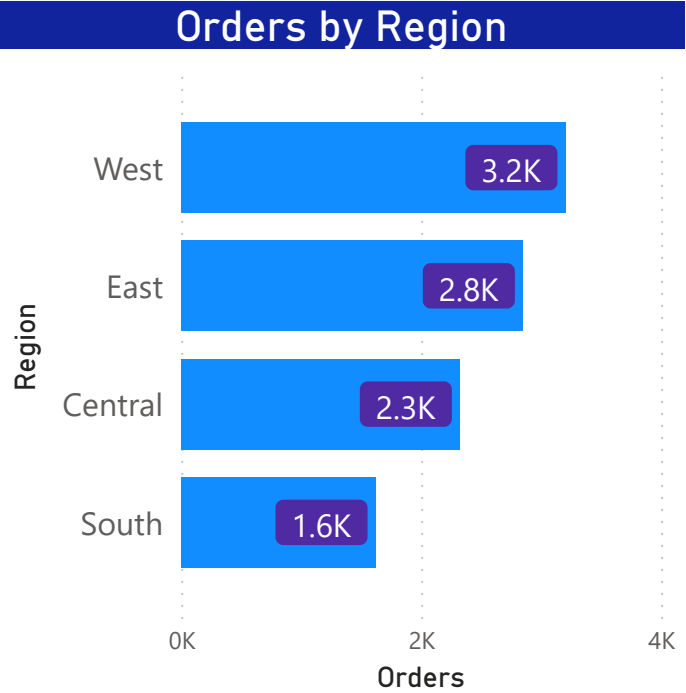
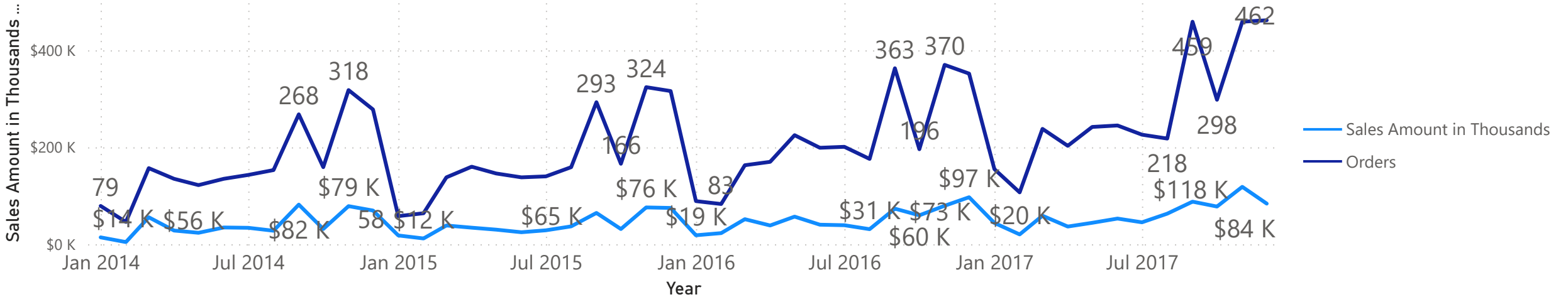


Assignment 1

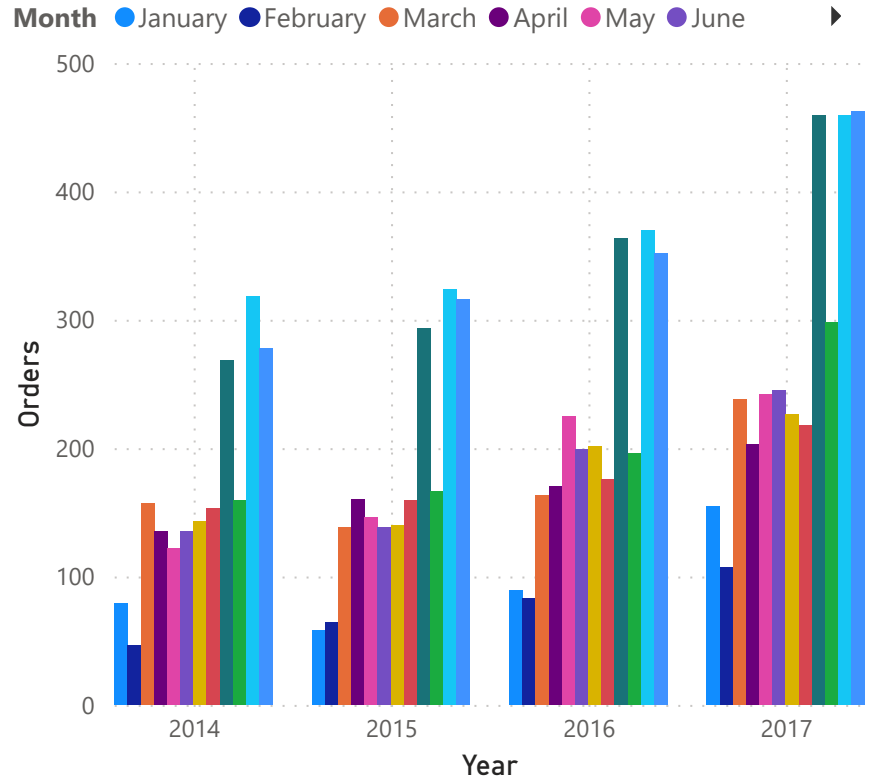
Orders	
Category	Orders
☐ Furniture	2121
Bookcases	228
Chairs	617
Furnishings	957
Tables	319
☐ Office Supplies	6026
Appliances	466
Art	796
Binders	1523
Envelopes	254
Fasteners	217
Labels	364
Paper	1370
Storage	846
Total	9994



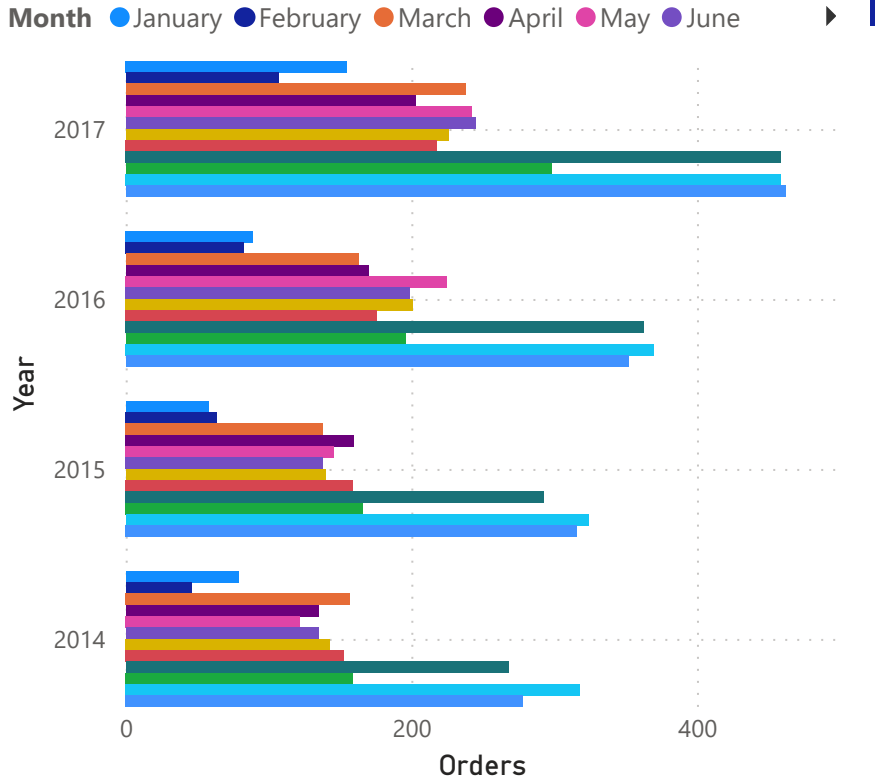
Sales Amount in Thousands and Orders by Year and Month



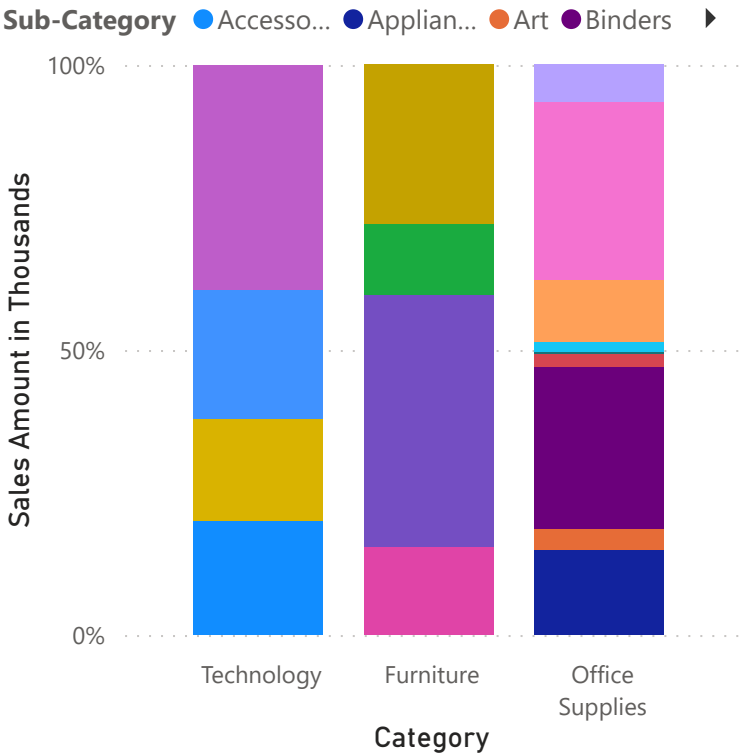
Orders by Year and Month



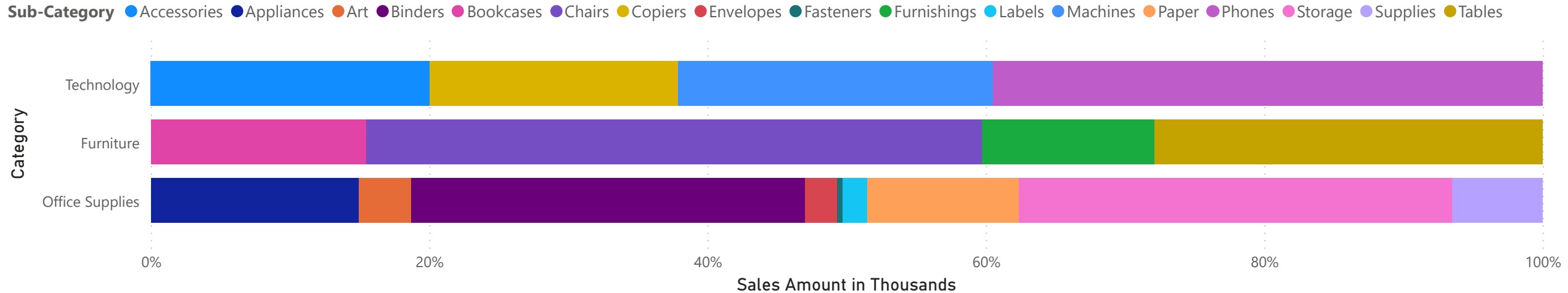
Orders by Year and Month



Sales Amount in Thousands by Category and Sub-Category



Sales Amount in Thousands by Category and Sub-Category



Year, Month, Day

2016
September

Order Date

1/3/2014 12/30/2017



Year

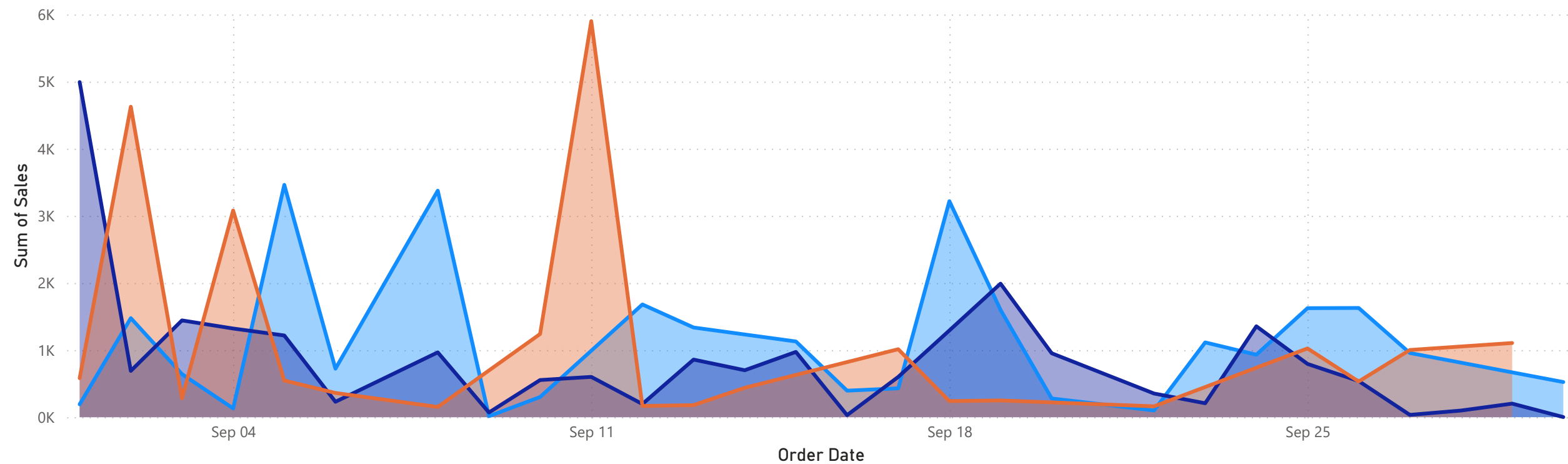
2014 2015 2016 2017

Month

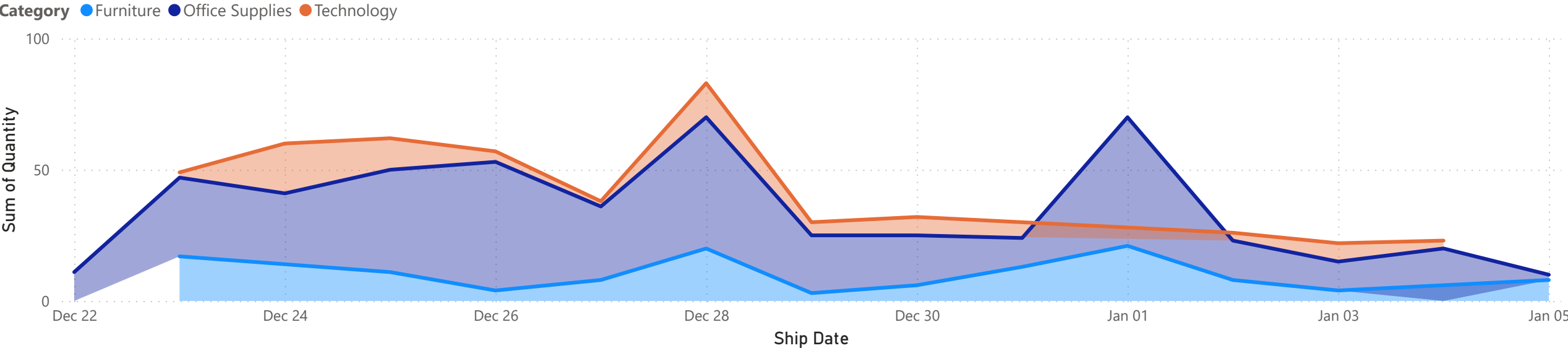
January	April	July	October
February	May	August	November
March	June	September	December

Sum of Sales by Order Date and Category

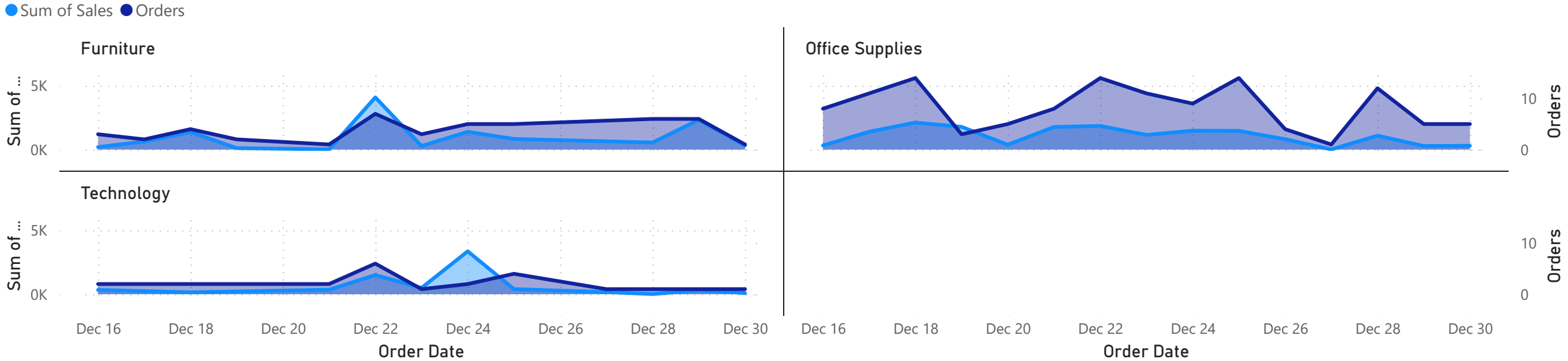
Category Furniture Office Supplies Technology



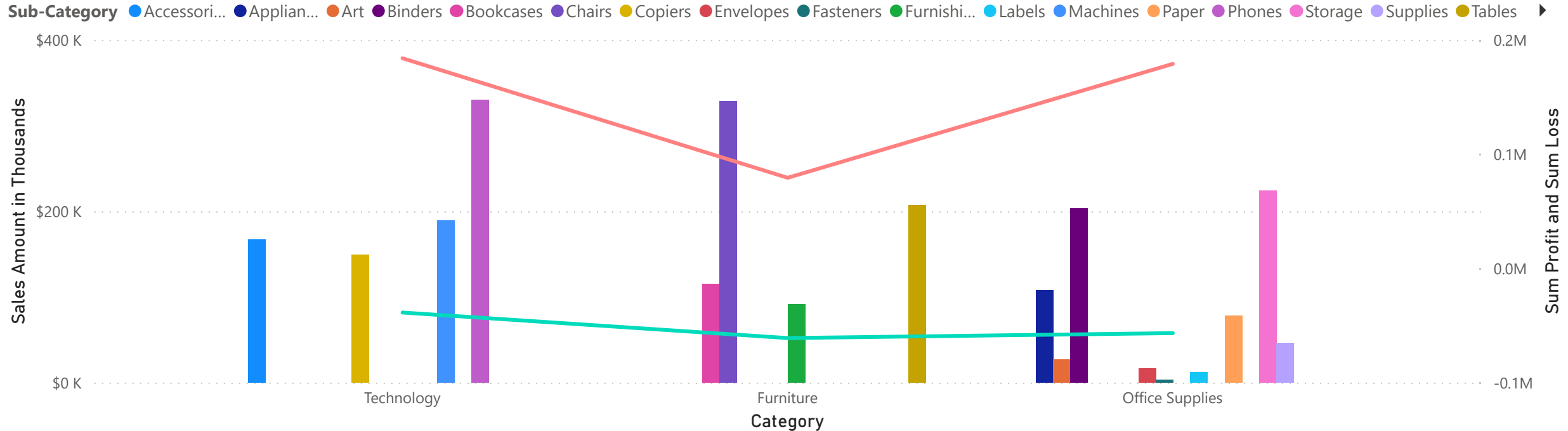
Sum of Quantity by Ship Date and Category



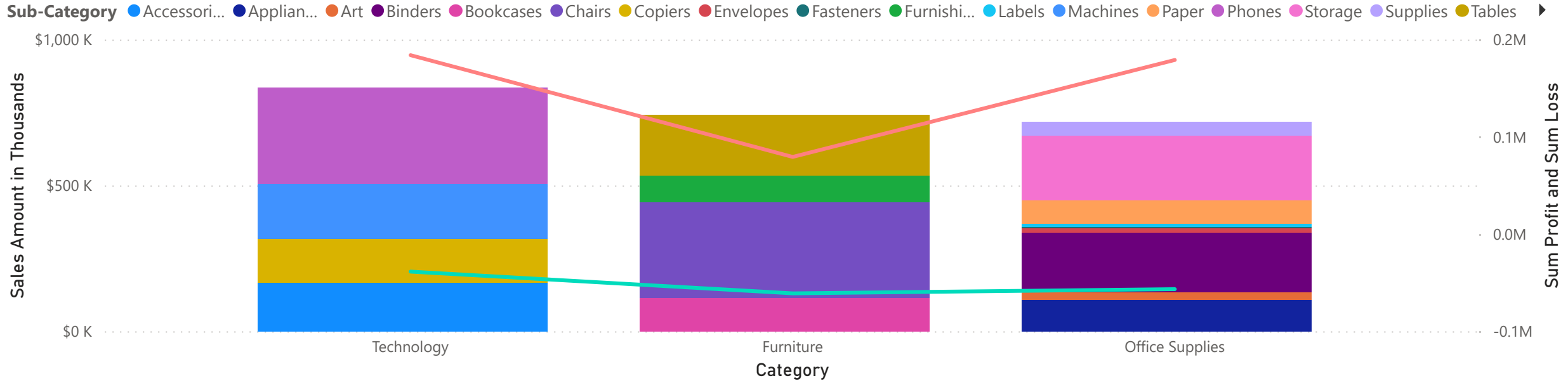
Sum of Sales and Orders by Order Date and Category



Sales Amount in Thousands, Sum Profit and Sum Loss by Category and Sub-Category

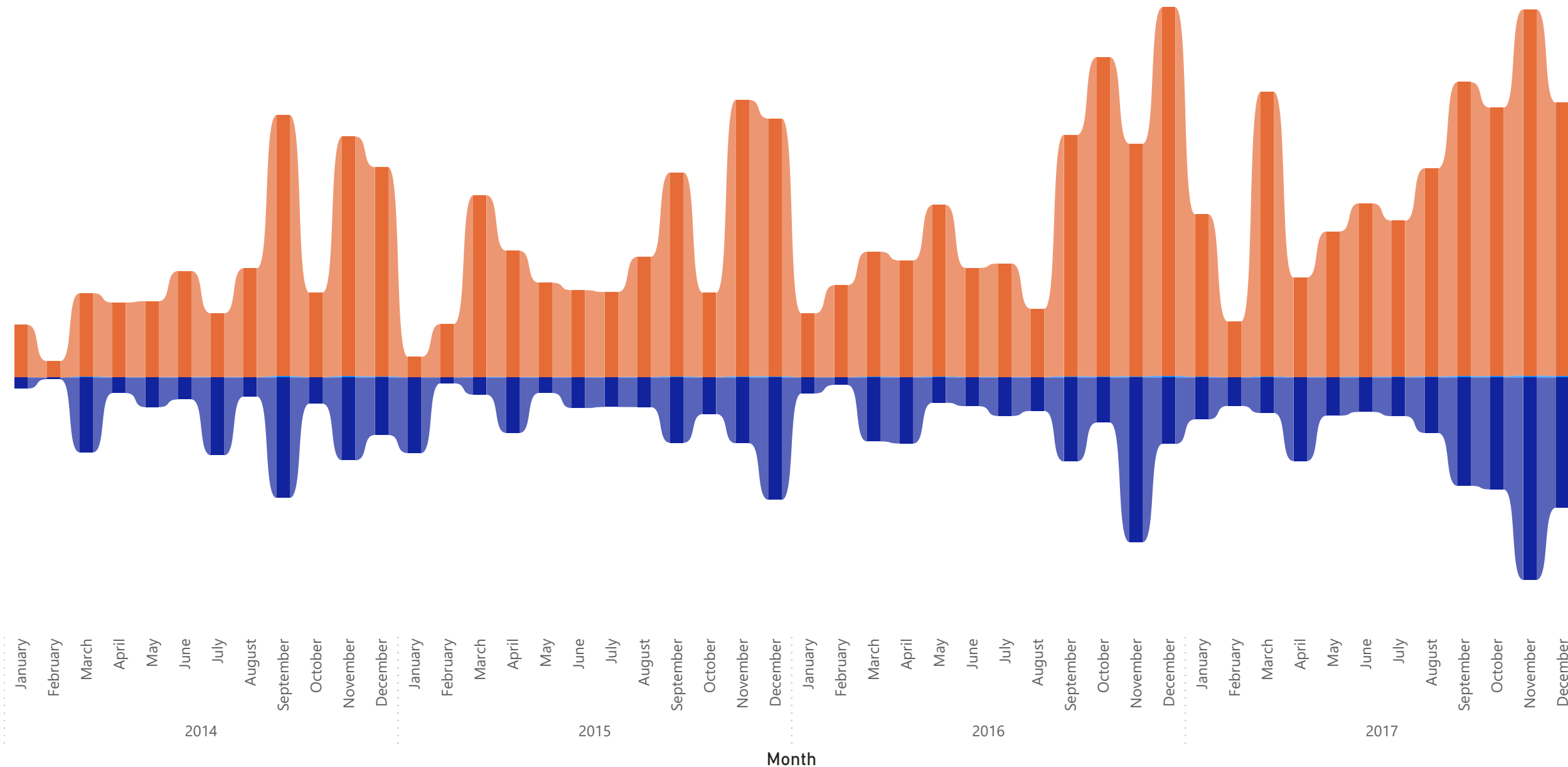


Sales Amount in Thousands, Sum Profit and Sum Loss by Category and Sub-Category



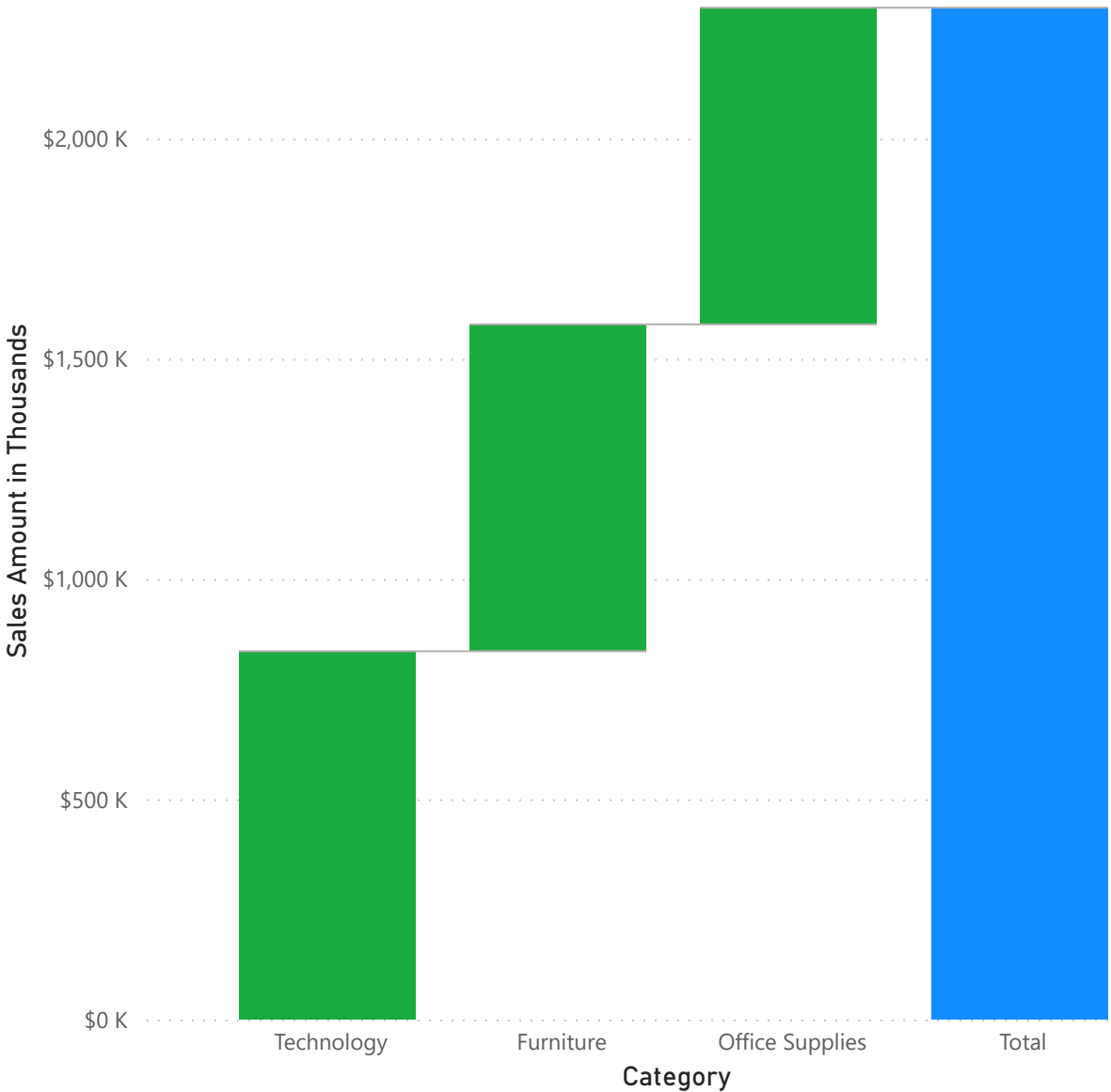
Sales Amount in Thousands, Sum Loss and Sum Profit by Year and Month

● Sales Amount in Thousands ● Sum Loss ● Sum Profit

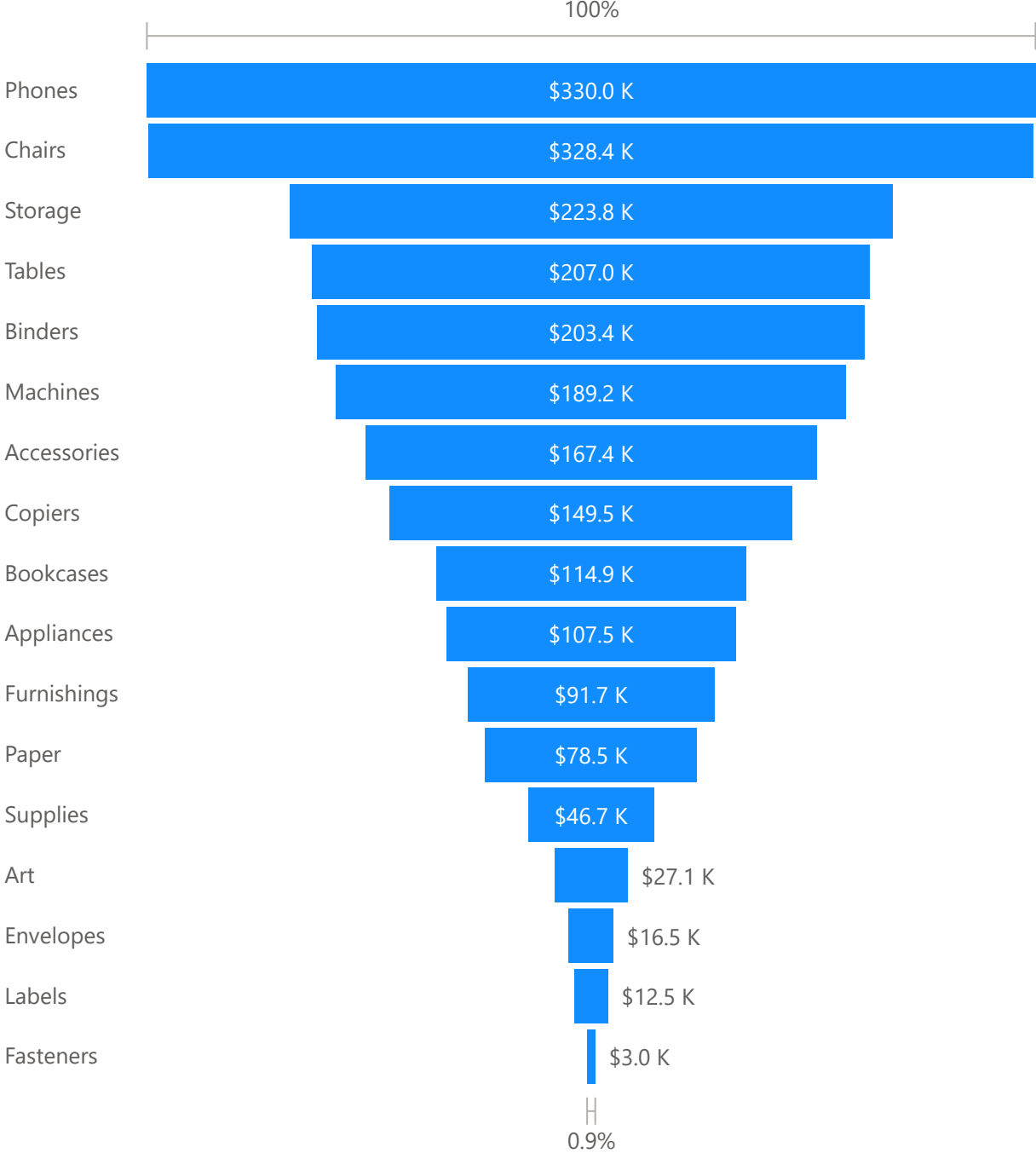


Sales Amount in Thousands by Category

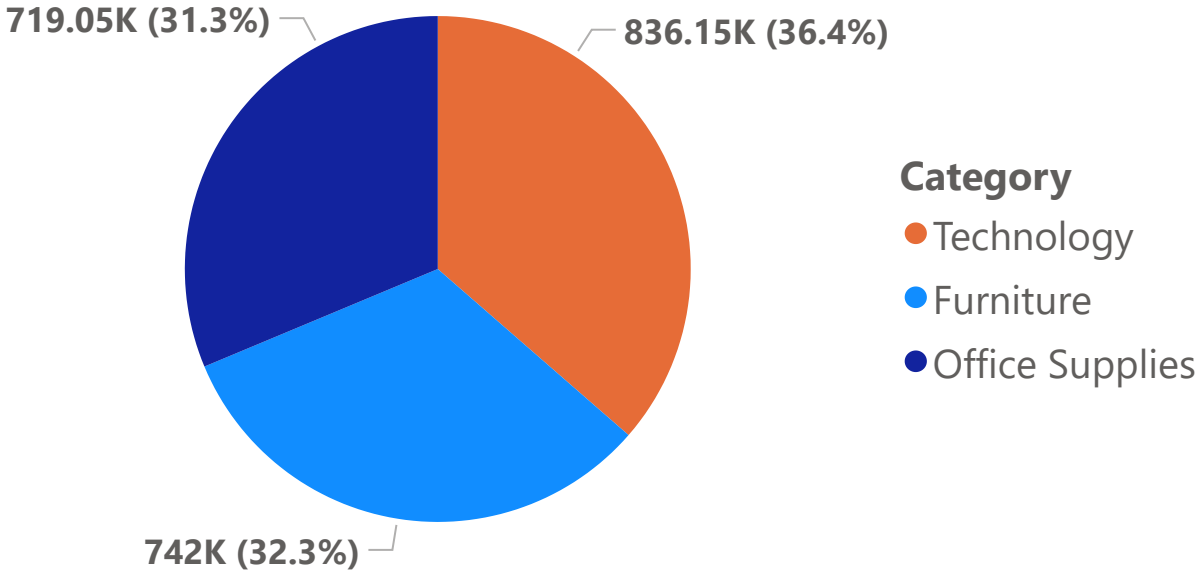
● Increase ● Decrease ● Total



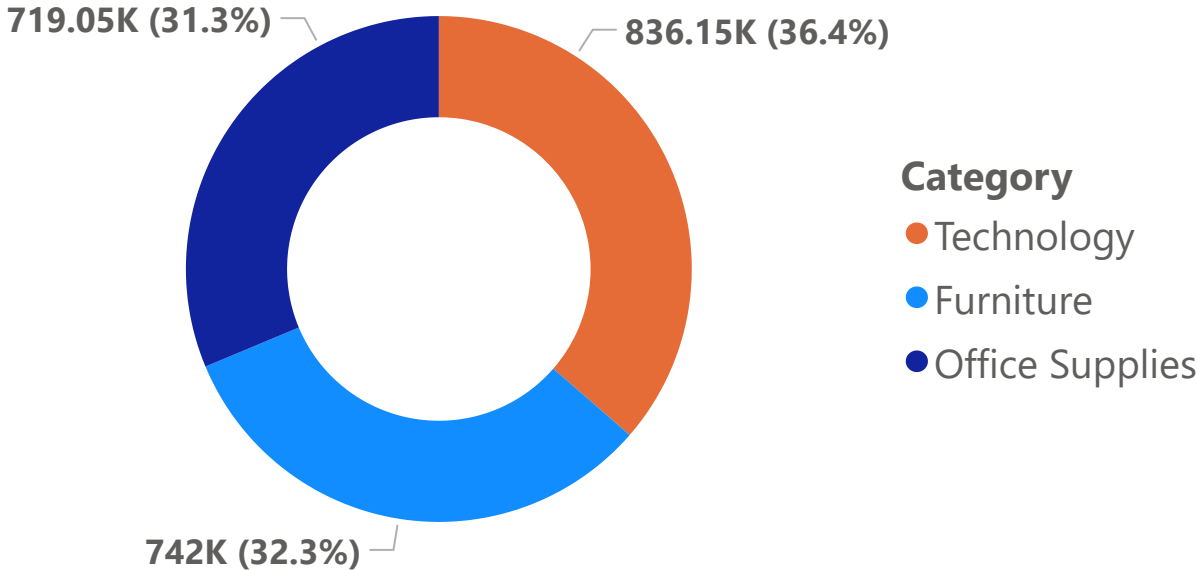
Sales Amount in Thousands by Sub-Category



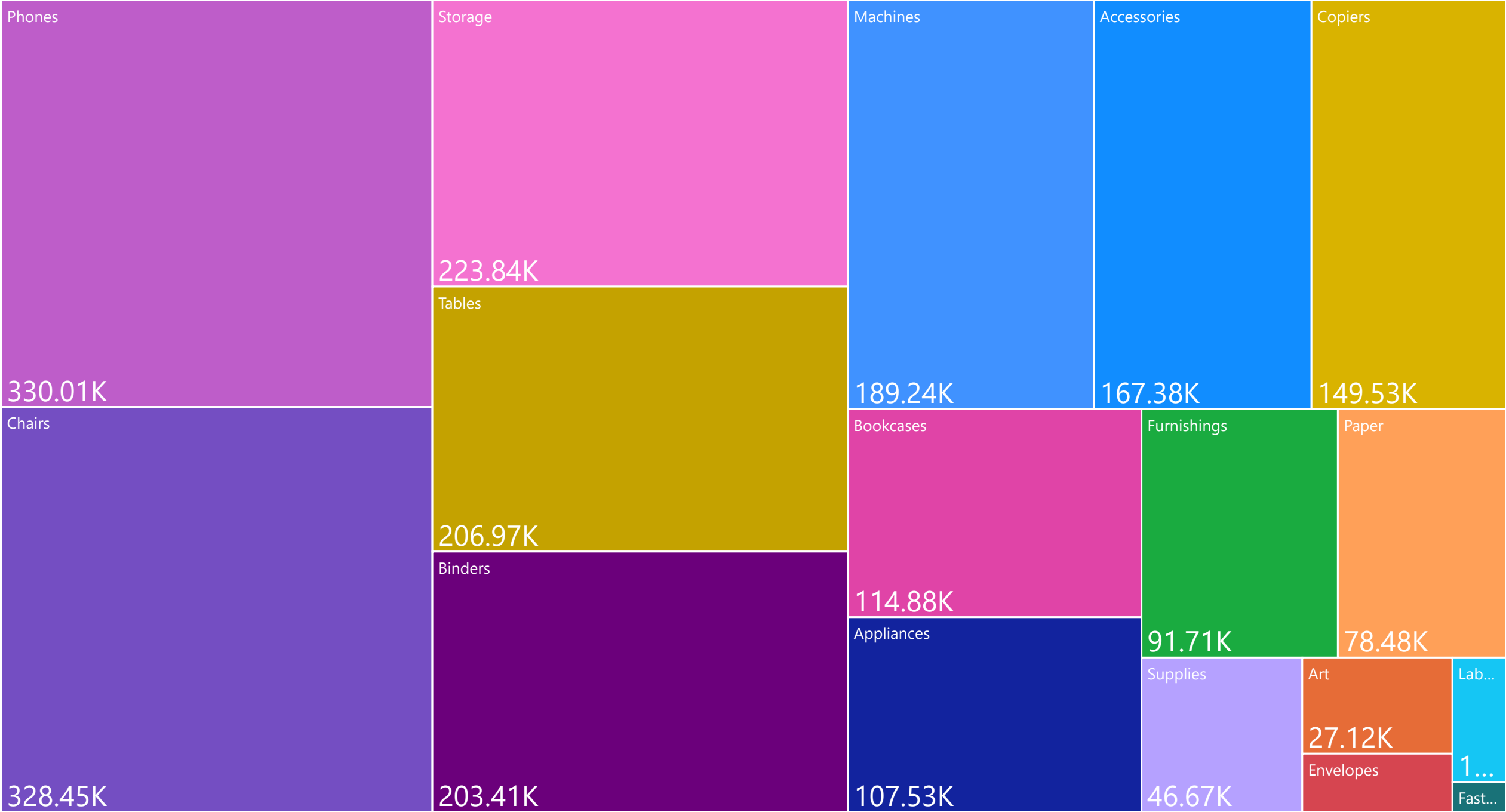
Sum of Sales by Category



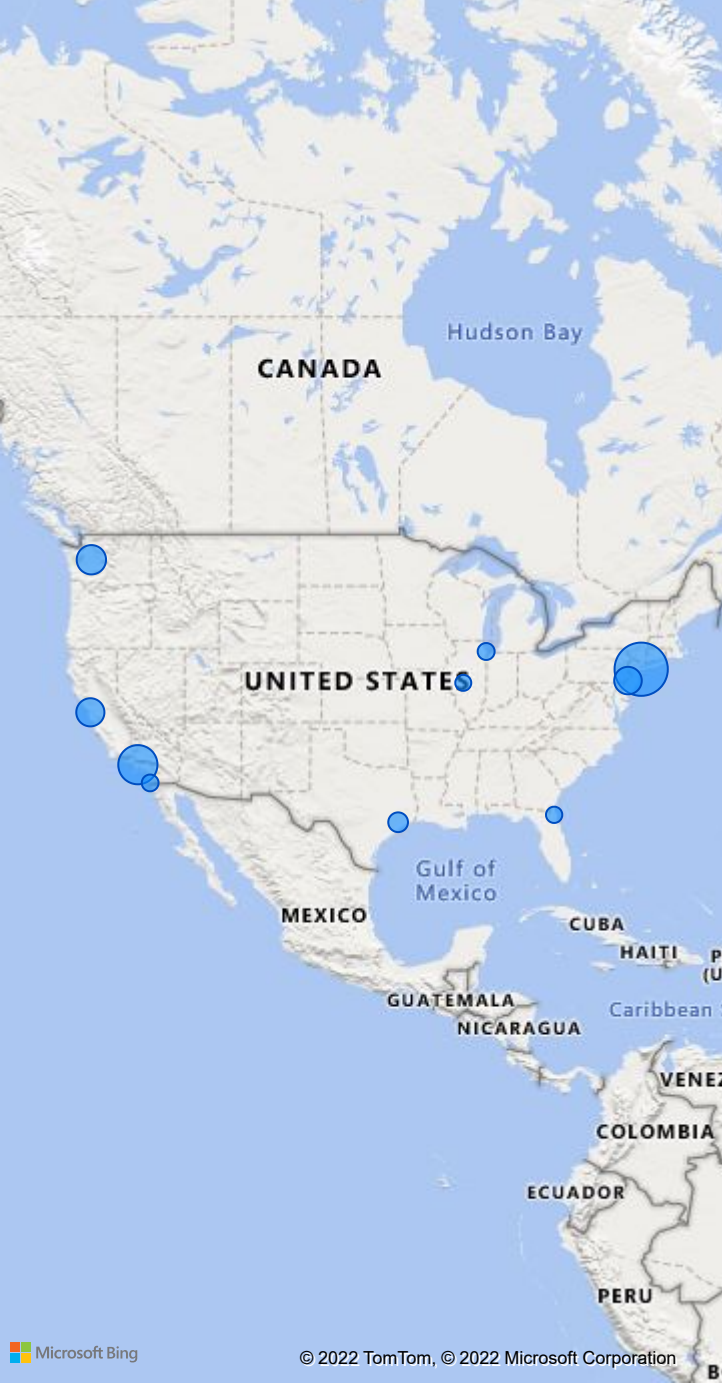
Sum of Sales by Category



Sum of Sales by Sub-Category



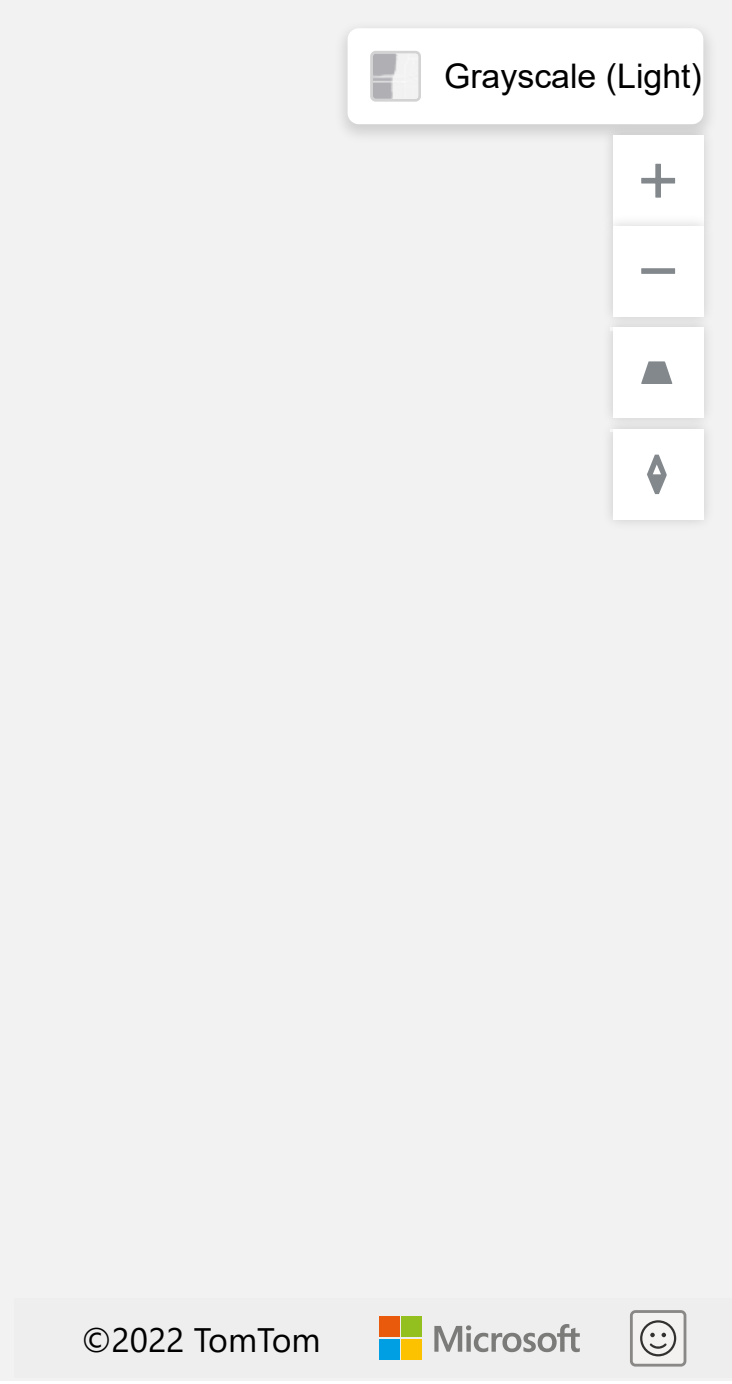
Sales Amount in Thousands by City



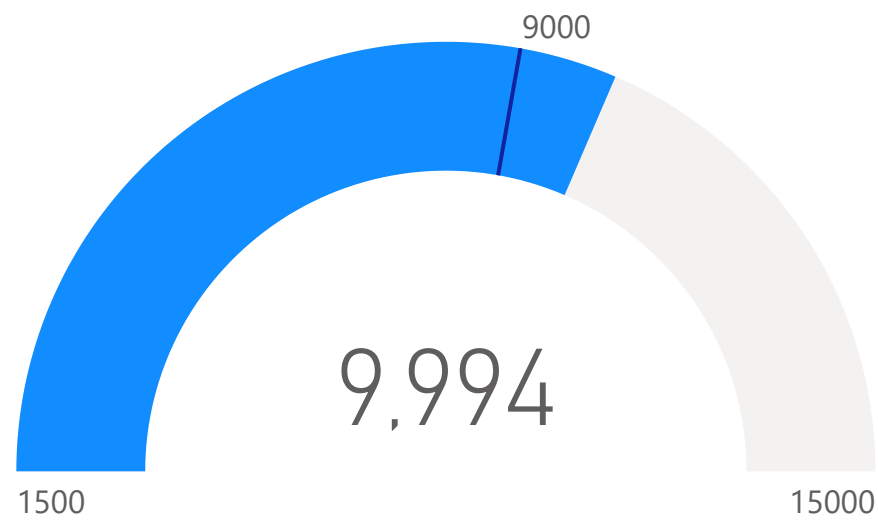
Country and City



Sales Amount in Thousands by City



Orders, MIN Orders, Max Orders and Target Orders

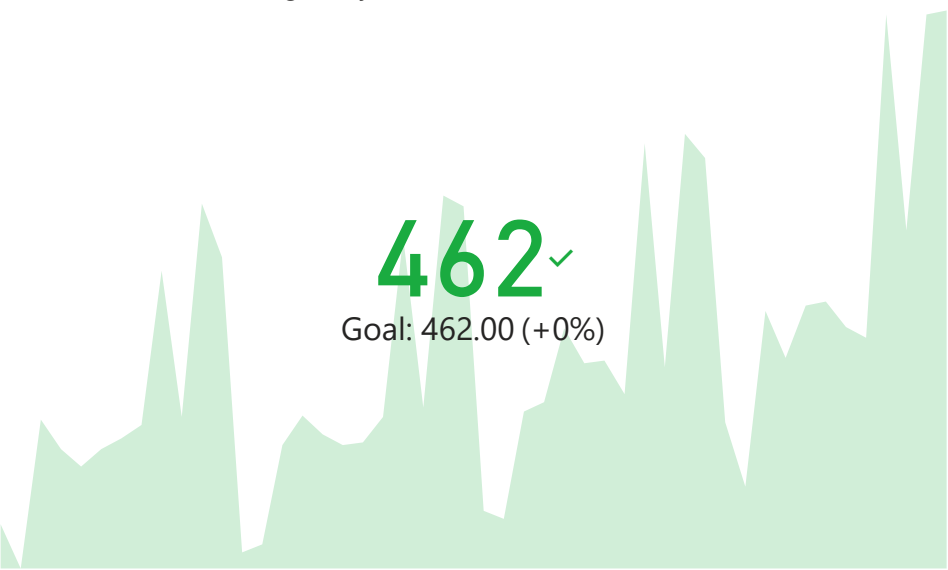


9,994
Orders

Year			
2014	2015	2016	2017

Furniture			
\$742 K	2,121	79,387.38	-60,936.11
Sales	Orders	Sum Profit	Sum Loss
Office Supplies			
\$719 K	6,026	179,106.06	-56,615.26
Sales	Orders	Sum Profit	Sum Loss
Technology			
\$836.2 K	1,847	184,034.87	-38,579.92
Sales	Orders	Sum Profit	Sum Loss

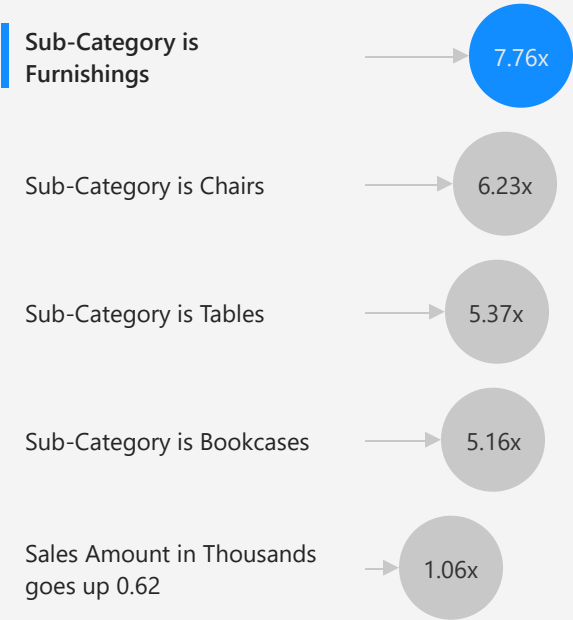
Orders and KPI Target by Year-Month



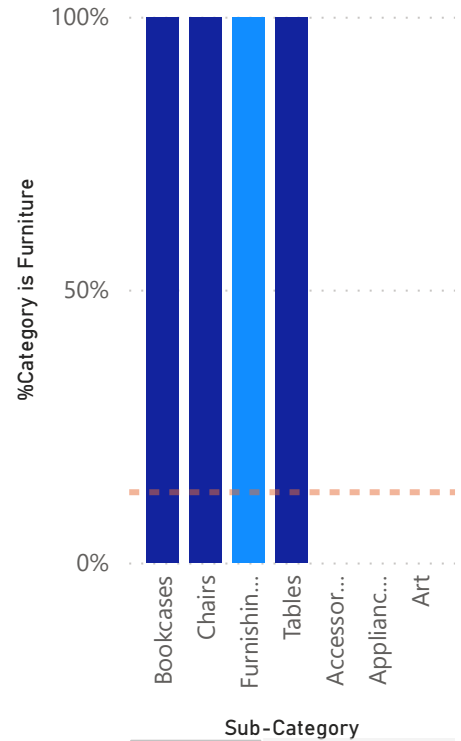
Key influencers Top segments

What influences Category to be Furniture ?

When... the likelihood of Category being Furniture increases by

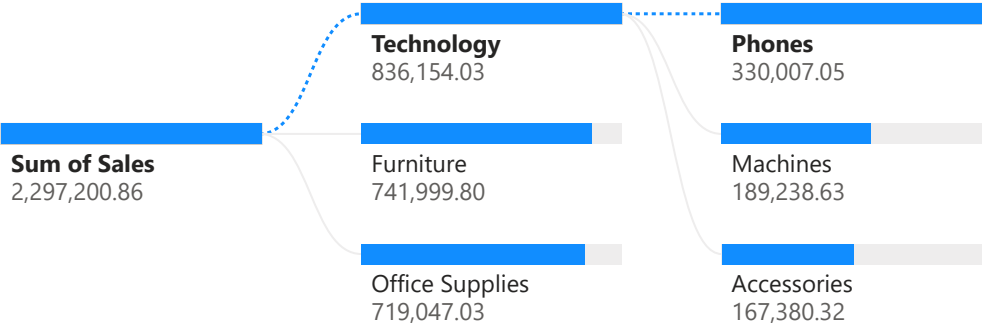


← Category is more likely to be Furniture when Sub-Category is Furnishings than otherwise (on average).



☐ Only show values that are influencers

Category Sub-Category
Technology



Country State City
United States Texas Houston

