

SALES
INSIGHT BY
TIME,
CATEGORY
AND REGION

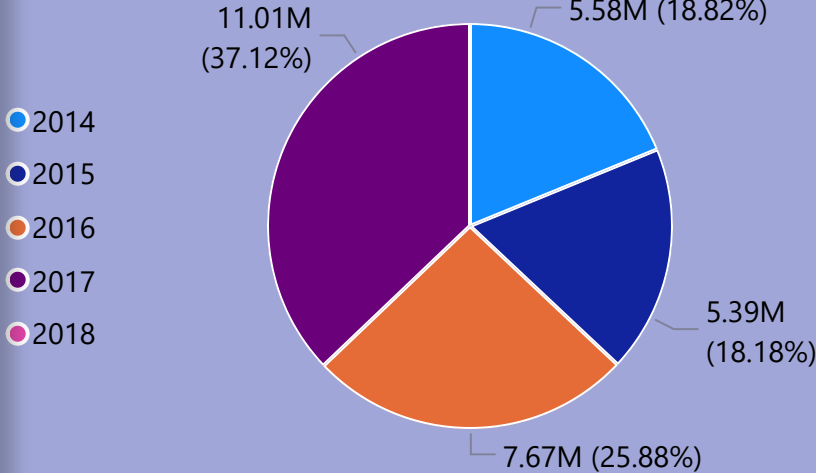
Category

- ☐ Furniture
- ☐ Office Supplies
- ☐ Technology

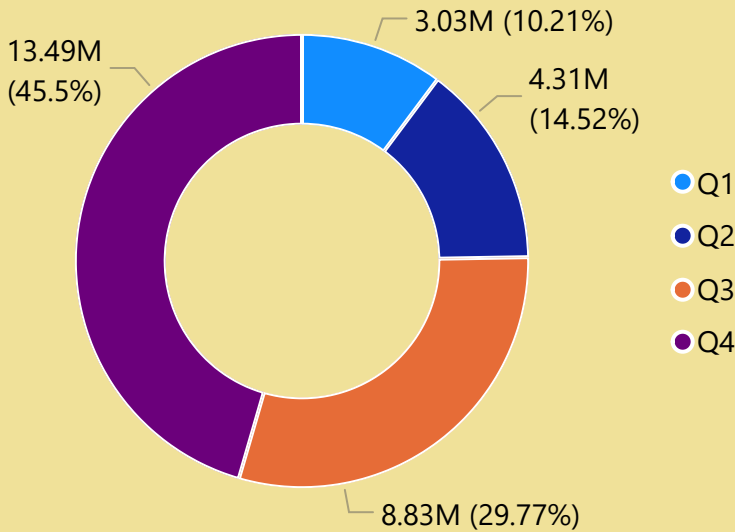
Region

- ☐ Central
- ☐ East
- ☐ South
- ☐ West

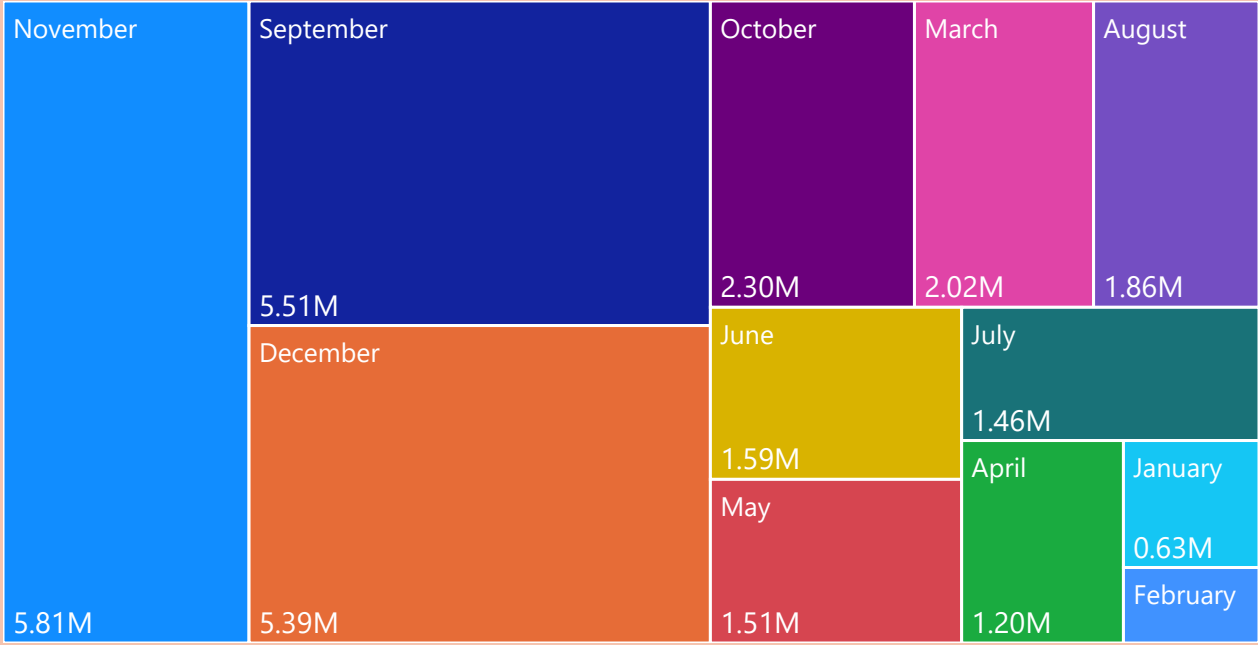
Sum of Actual Sales by Year



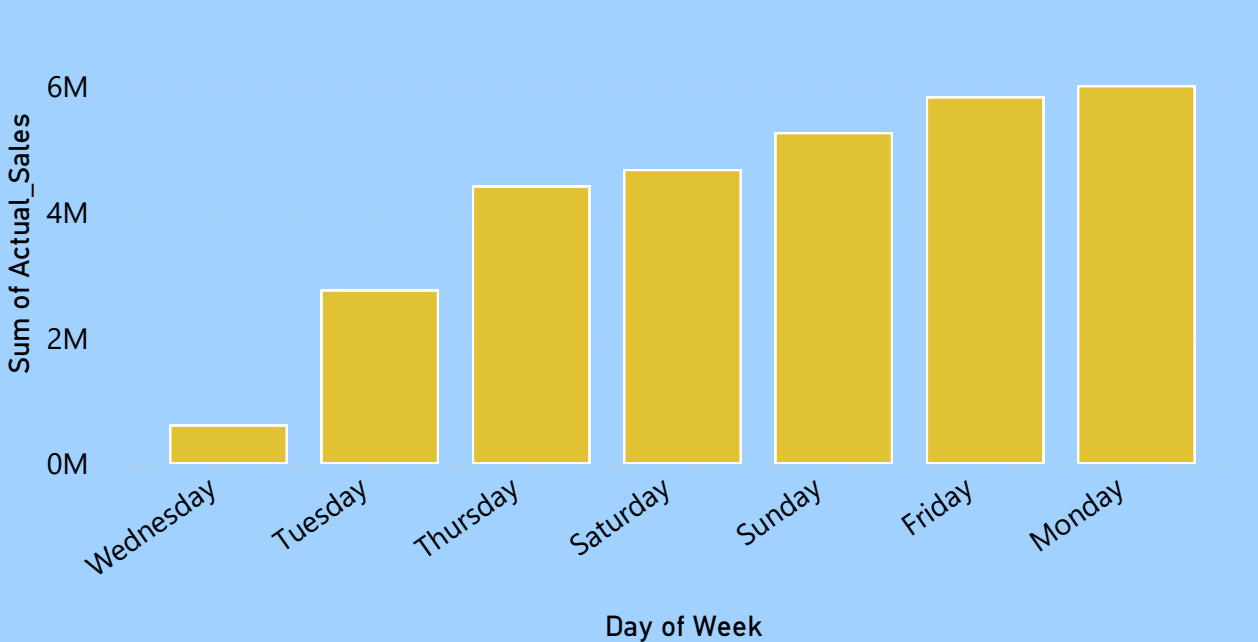
Sum of Actual Sales by Quarter



Sum of Actual Sales by Month



Sum of Actual Sales by Day of Week



29.65M

TOTAL ACTUAL SALES

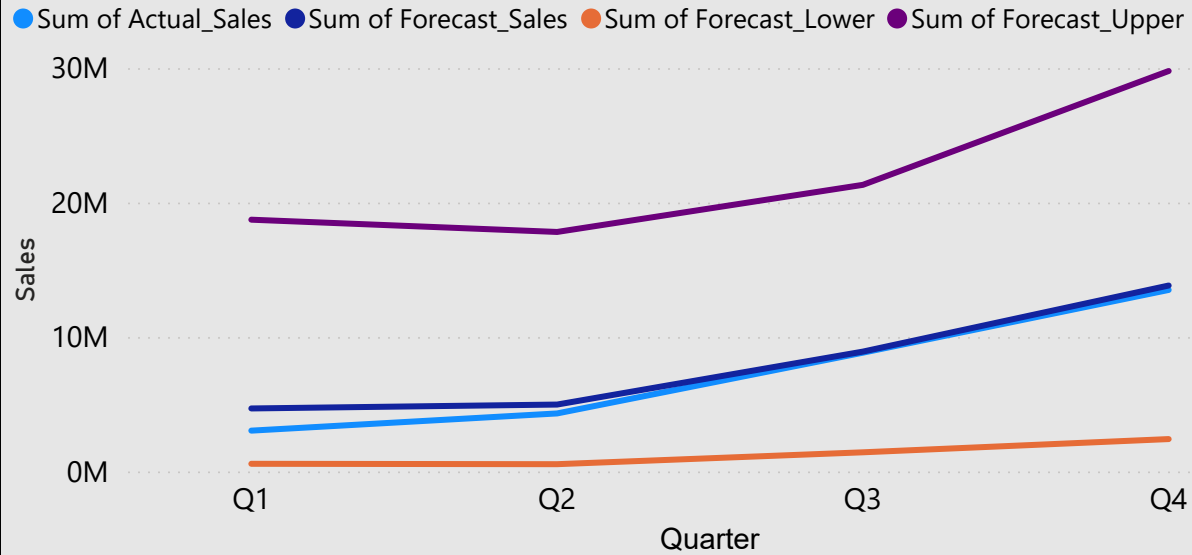
32.37M

TOTAL FORECAST SALES

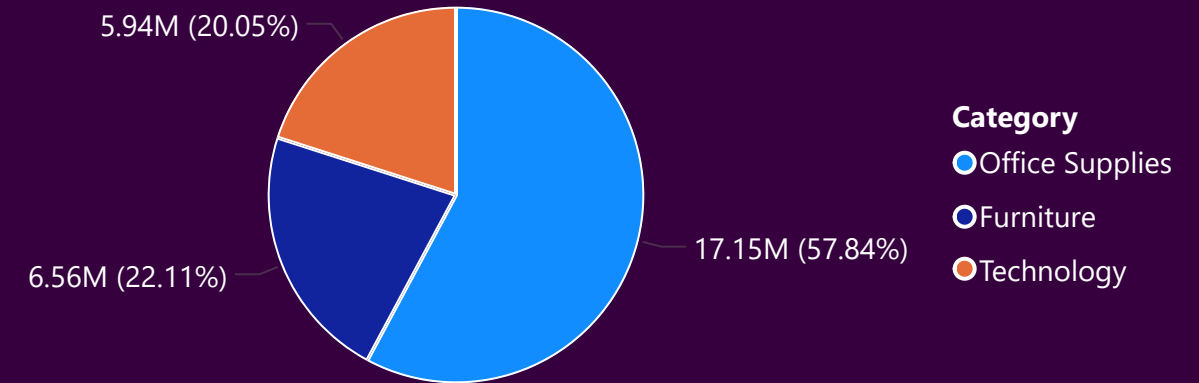
91.60

FORECAST ACCURACY %

Quarterly Sales Trend: Actual vs. Forecast

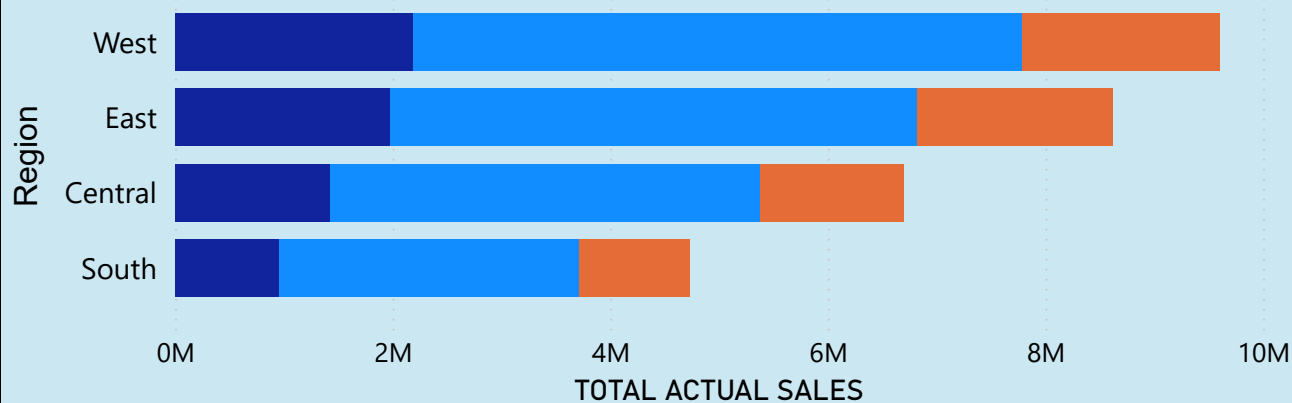


Sum of Actual_Sales by Category

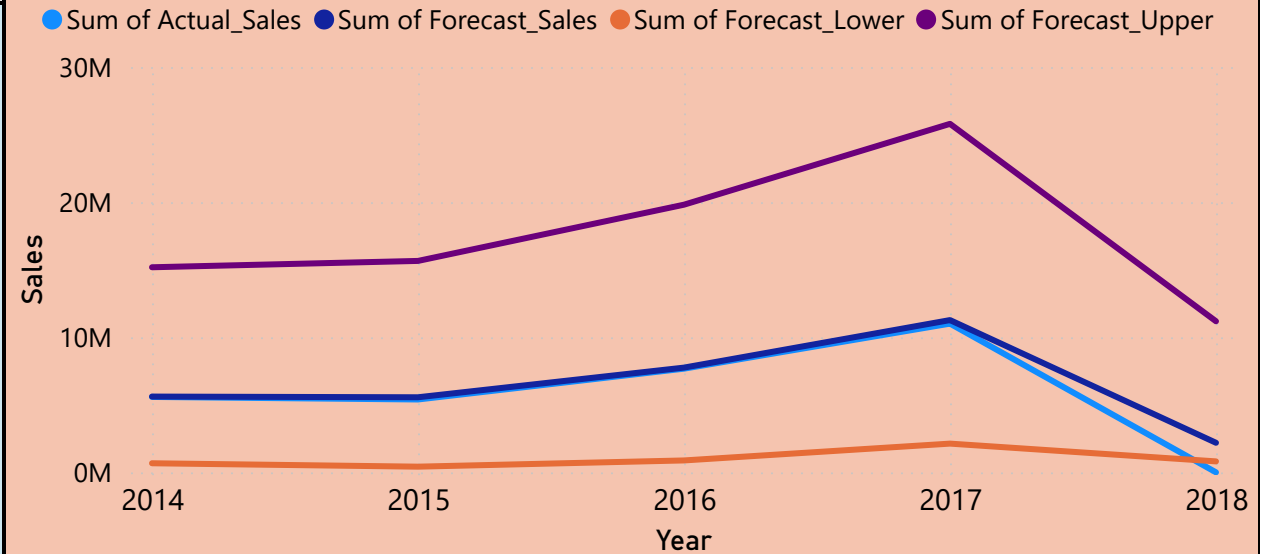


TOTAL ACTUAL SALES by Region and Category

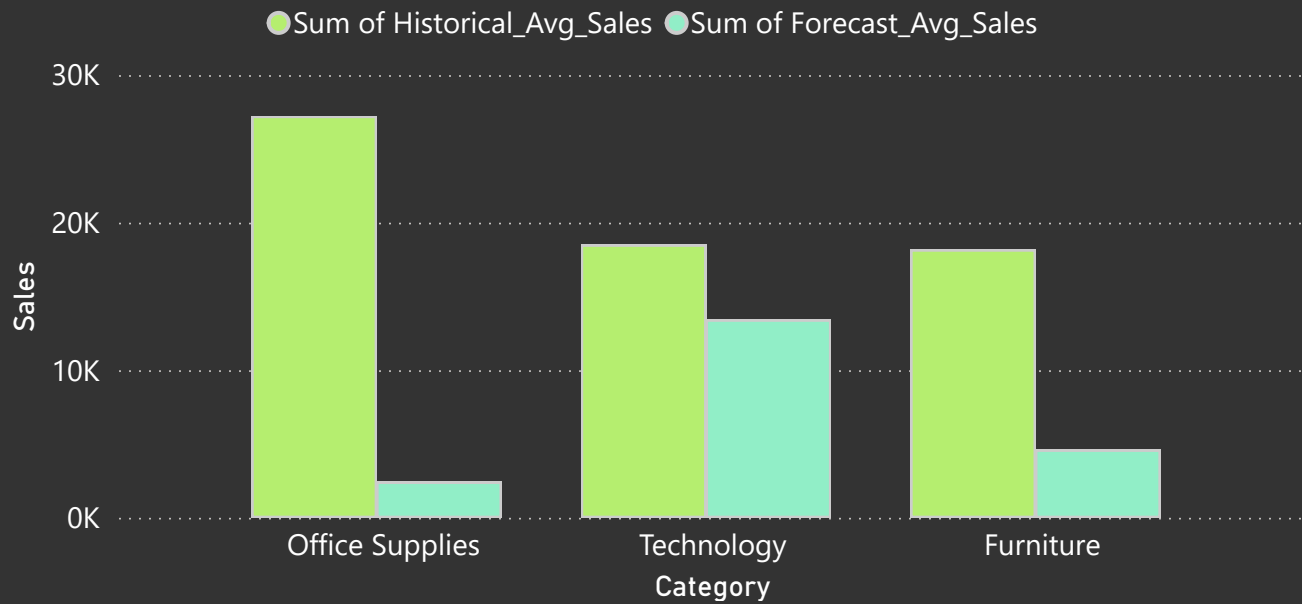
Category ● Furniture ● Office Supplies ● Technology



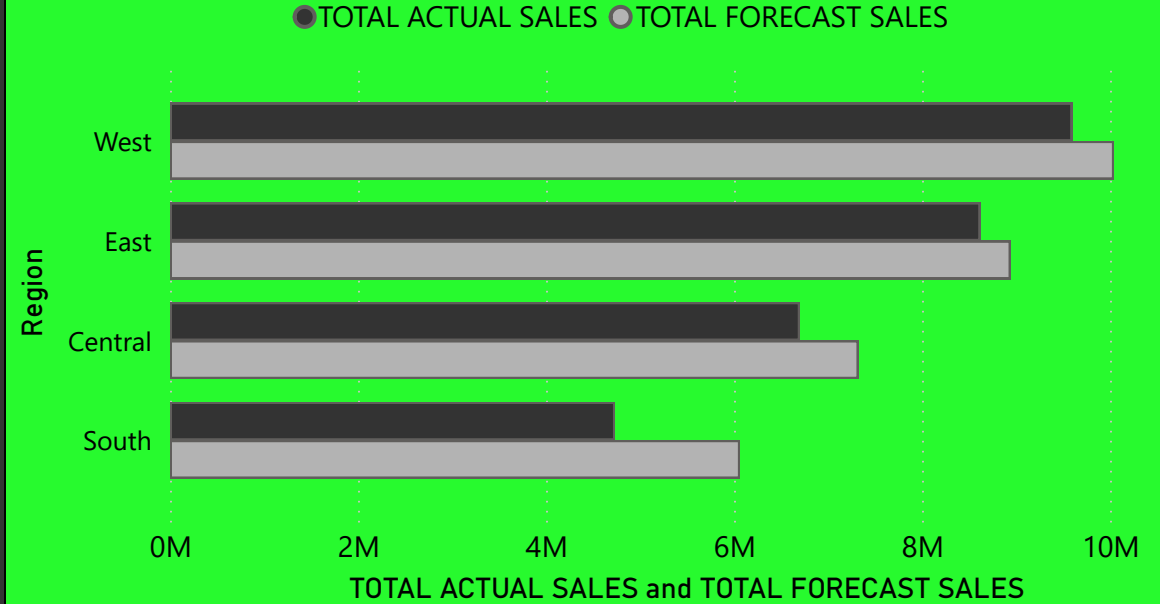
Yearly Sales Trend: Actual vs. Forecast



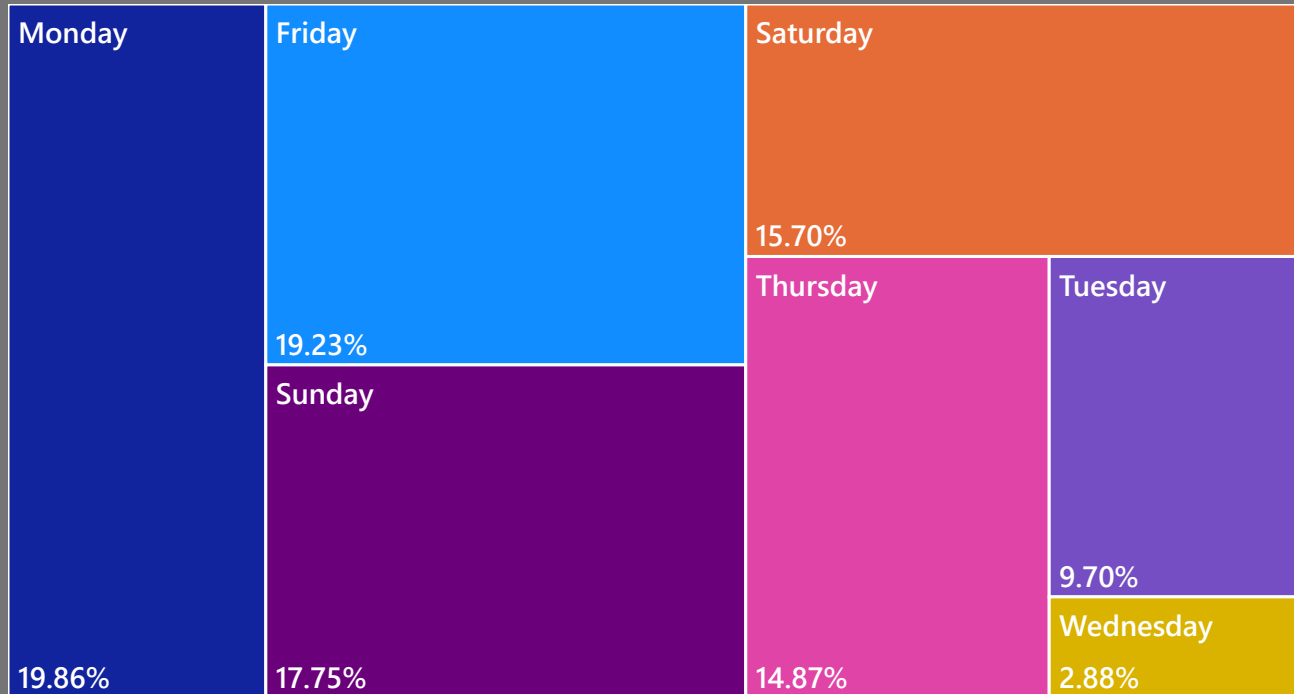
Category Comparision: Historical vs. Forecasting Sales



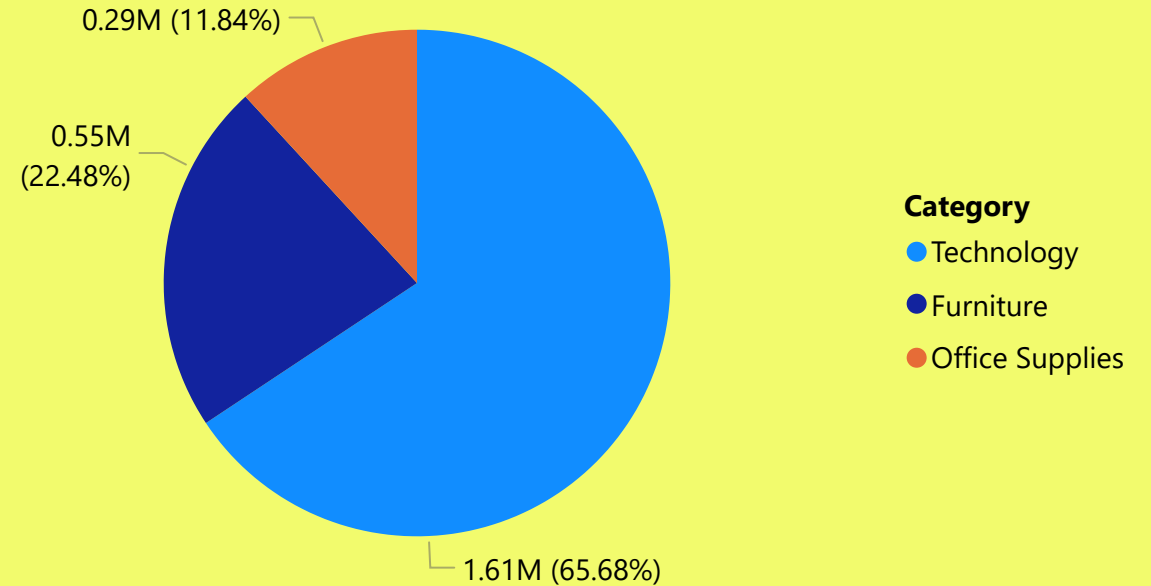
TOTAL ACTUAL SALES and TOTAL FORECAST SALES by Region



PERCENTAGE FORECAST SALES by Day of Week



Sum of Forecast Total Sales by Category.



TOP 3 SELLING PRODUCTS

| Product Name | Sum of Total Sales |
|---|--------------------|
| Canon imageCLASS 2200 Advanced Copier | 61,599.82 |
| Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind | 27,453.38 |
| Cisco TelePresence System EX90 Videoconferencing Unit | 22,638.48 |
| Total | 111,691.69 |

Forecast Sales for the next month

274.26K

! SALES ALERT !

SIGNIFICANT DROP EXPECTED FOR NEXT MONTH!

-85.49

Growth rate (in percent)

| Category | Sum of Forecast_Total_Sales | Region |
|-----------------|--------------------------------|---------|
| Technology | 1,090,110.63 | South |
| Technology | 411,176.49 | Central |
| Furniture | 277,093.79 | West |
| Furniture | 116,690.22 | Central |
| Office Supplies | 102,807.86 | East |
| Furniture | 97,763.93 | South |
| Office Supplies | 96,331.55 | South |
| Technology | 92,638.67 | East |
| Furniture | 59,168.98 | East |
| Office Supplies | 50,414.09 | Central |
| Office Supplies | 40,516.44 | West |
| Technology | 14,950.07 | West |



REGIONAL CATEGORY
LEADERS AS PER FORECAST
DATA

- * South: Technology (\$1.09M)
- * Central: Technology (\$411K)
- * West: Furniture (\$277K)
- * East: Office Supplies (\$103K)