

SALES

INSIGHT BY

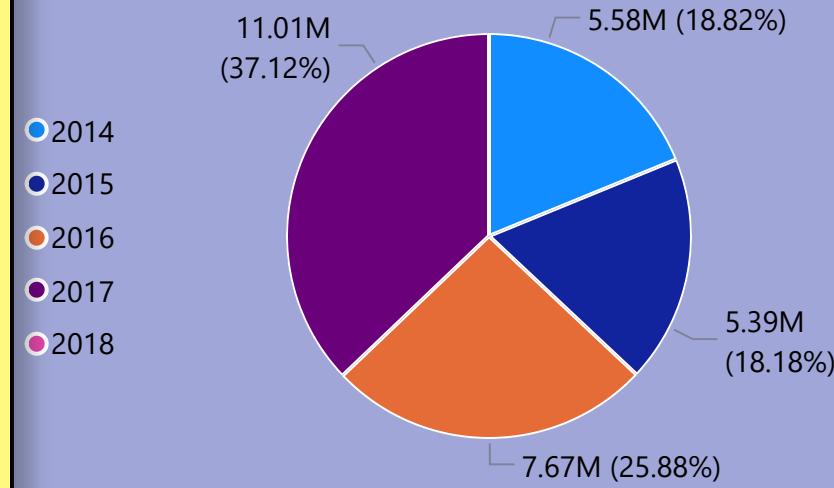
TIME,

CATEGORY

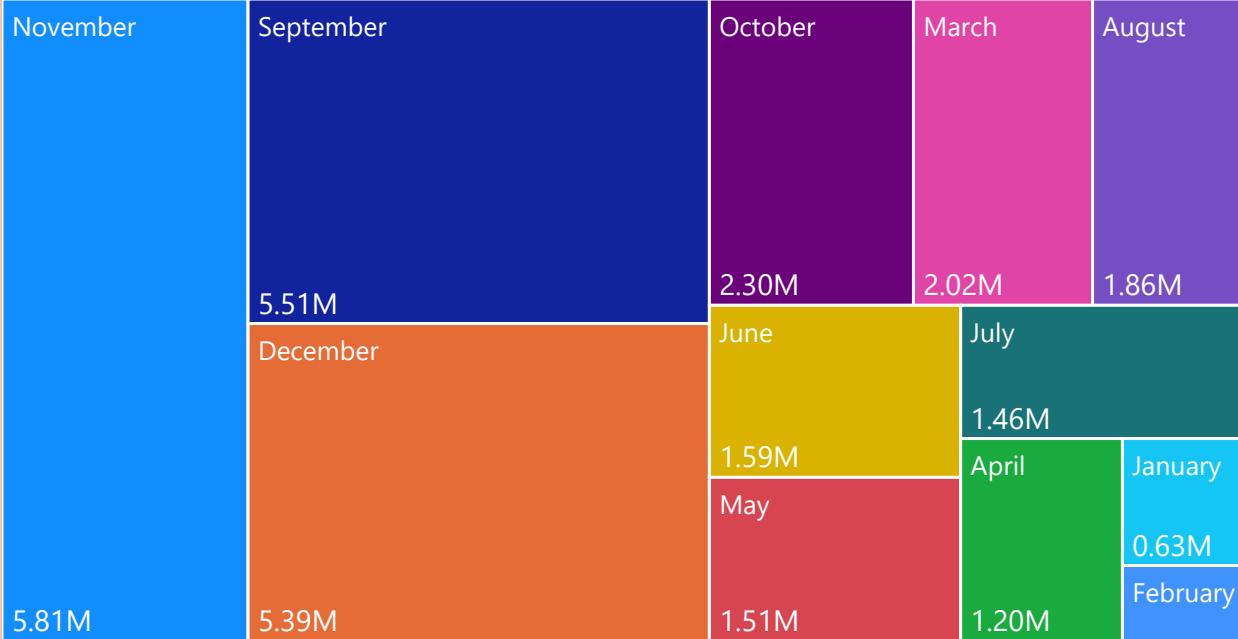
AND REGION

- Category**
- Furniture
 - Office Supplies
 - Technology
- Region**
- Central
 - East
 - South
 - West

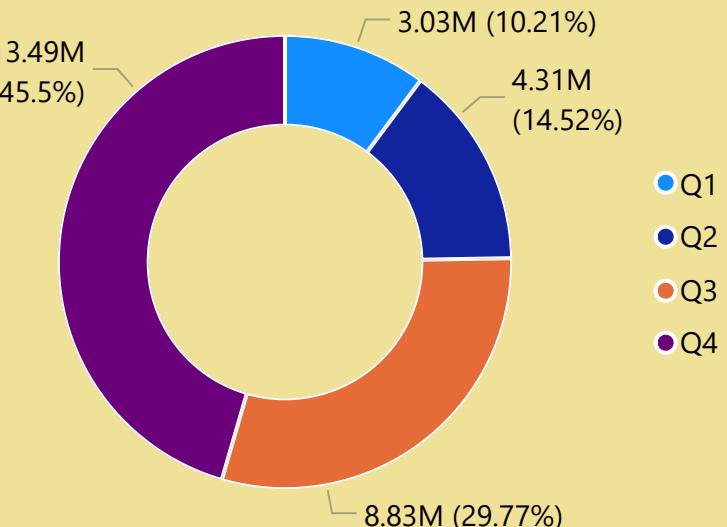
Sum of Actual Sales by Year



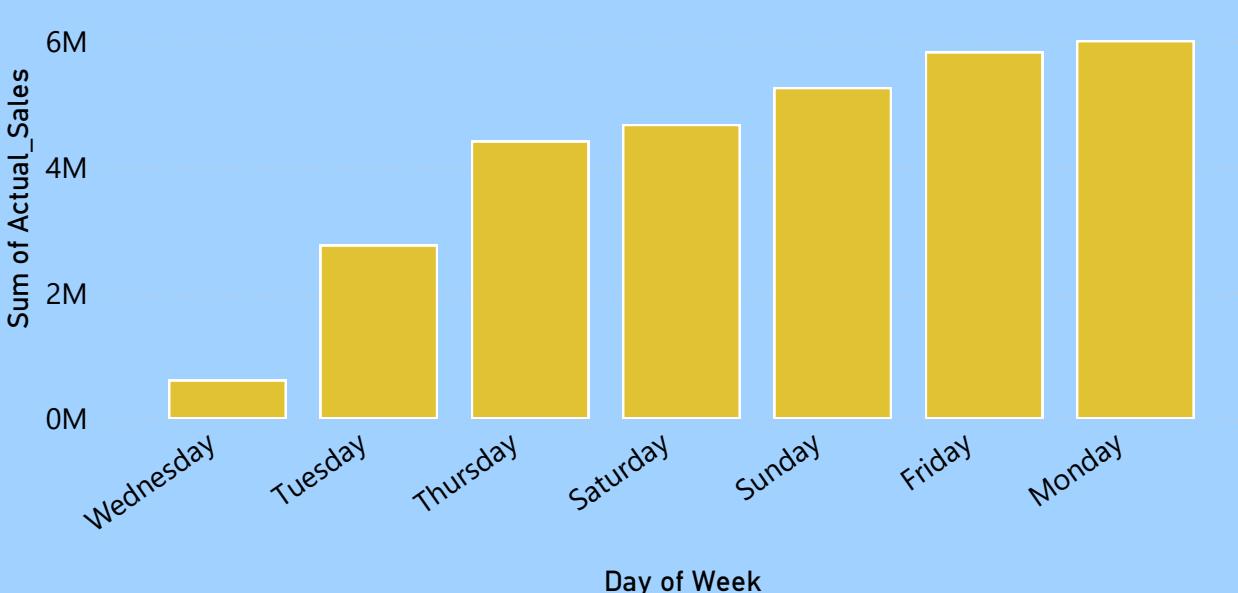
Sum of Actual Sales by Month



Sum of Actual Sales by Quarter



Sum of Actual Sales by Day of Week



29.65M

TOTAL ACTUAL SALES

32.37M

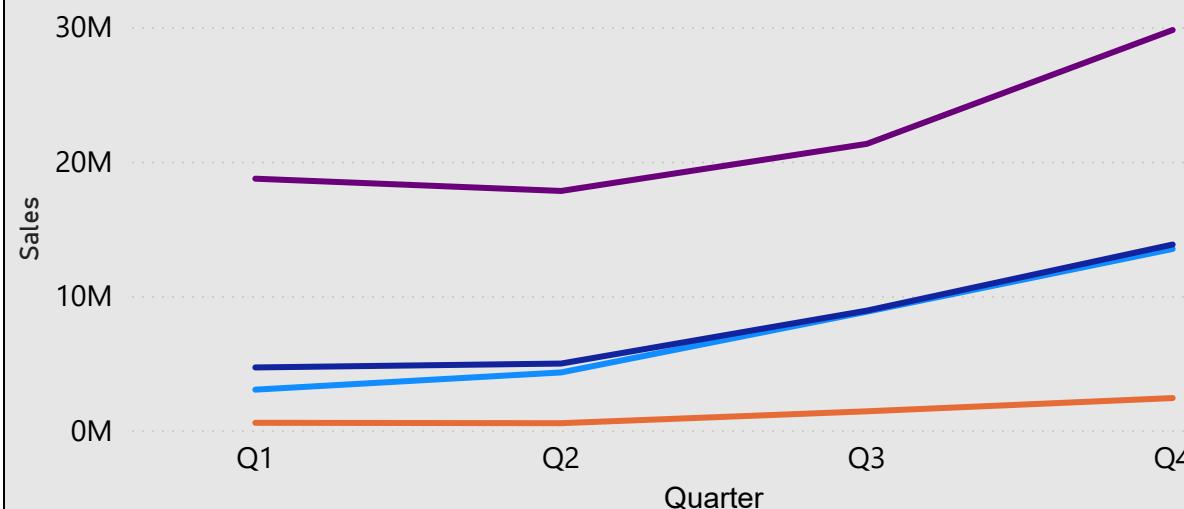
TOTAL FORECAST SALES

91.60

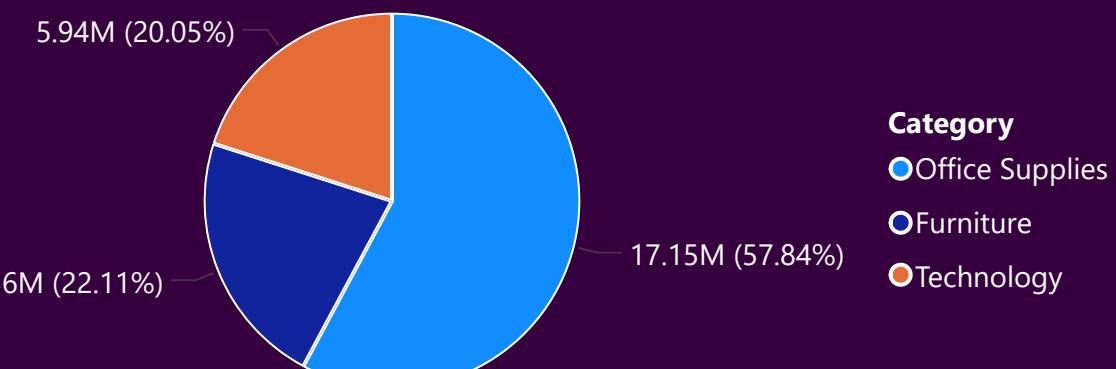
FORECAST ACCURACY %

Quarterly Sales Trend: Actual vs. Forecast

● Sum of Actual_Sales ● Sum of Forecast_Sales ● Sum of Forecast_Lower ● Sum of Forecast_Upper

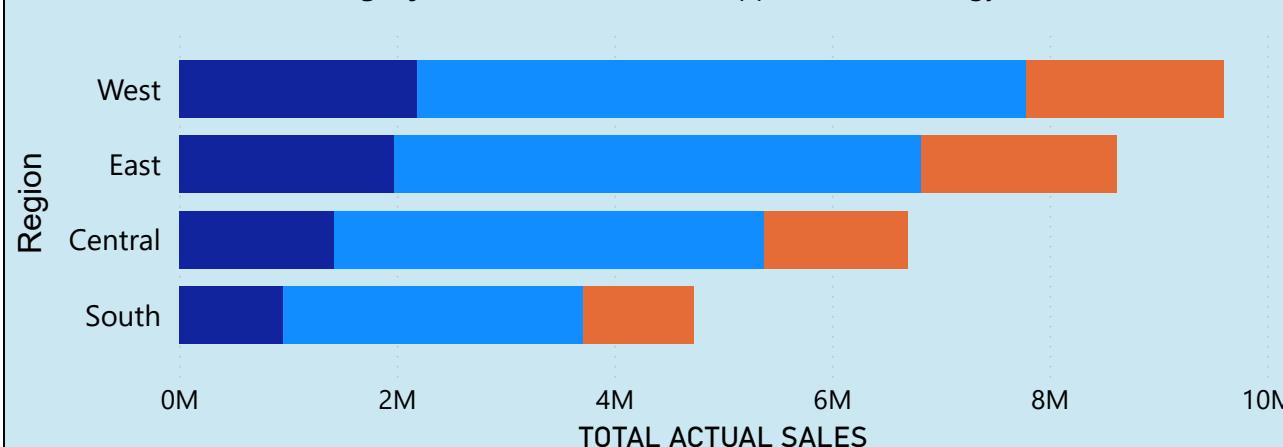


Sum of Actual_Sales by Category



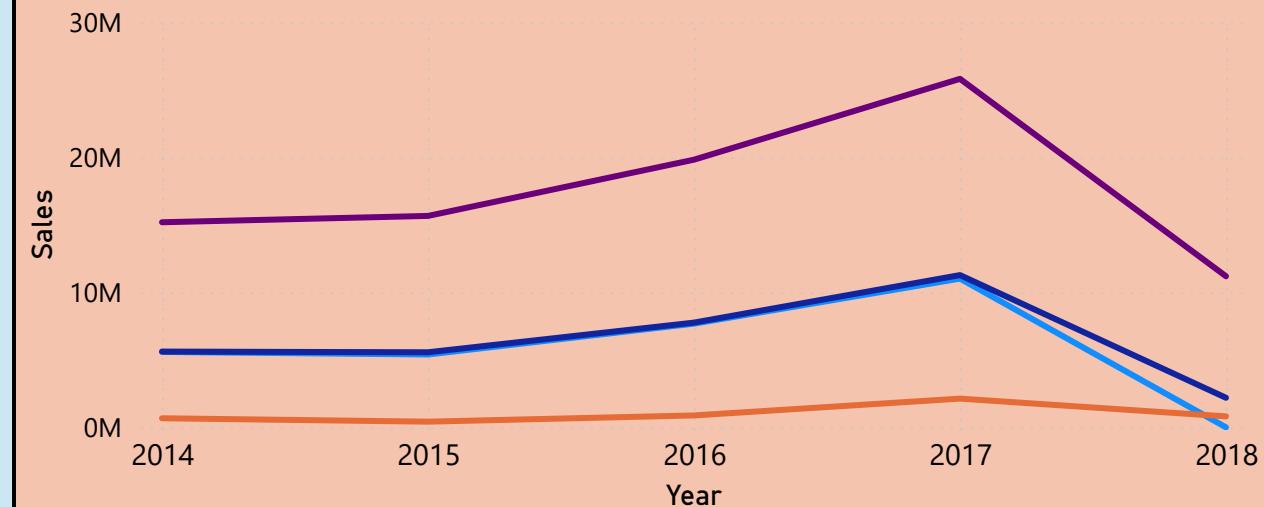
TOTAL ACTUAL SALES by Region and Category

Category ● Furniture ● Office Supplies ● Technology



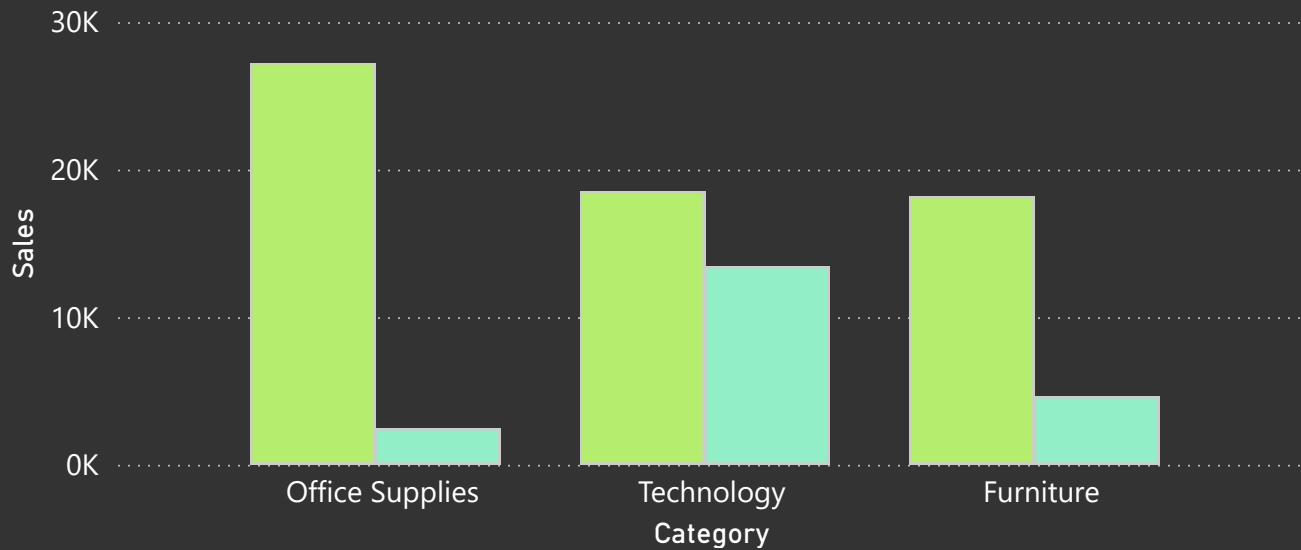
Yearly Sales Trend: Actual vs. Forecast

● Sum of Actual_Sales ● Sum of Forecast_Sales ● Sum of Forecast_Lower ● Sum of Forecast_Upper



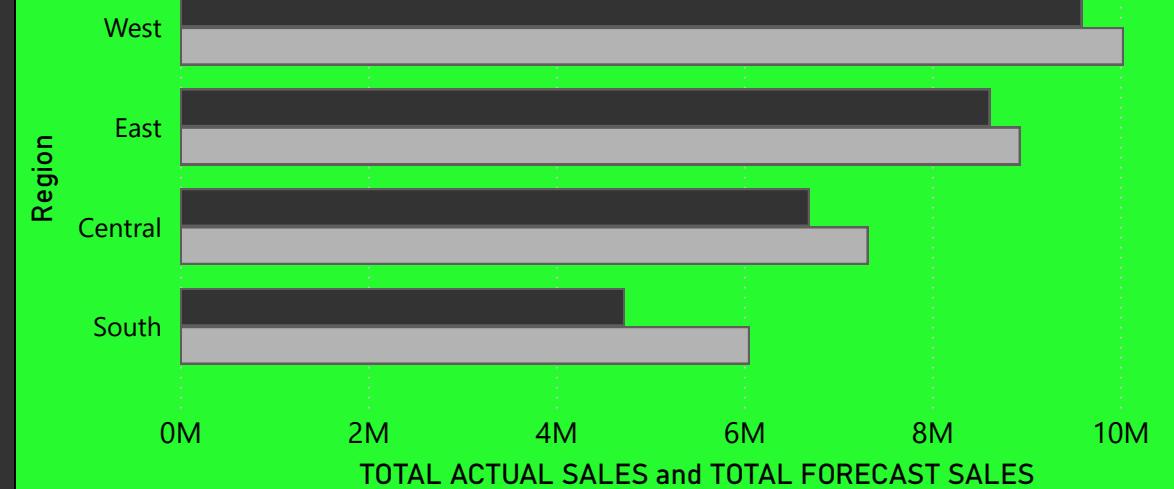
Category Comparision: Historical vs. Forecasting Sales

● Sum of Historical_Avg_Sales ● Sum of Forecast_Avg_Sales

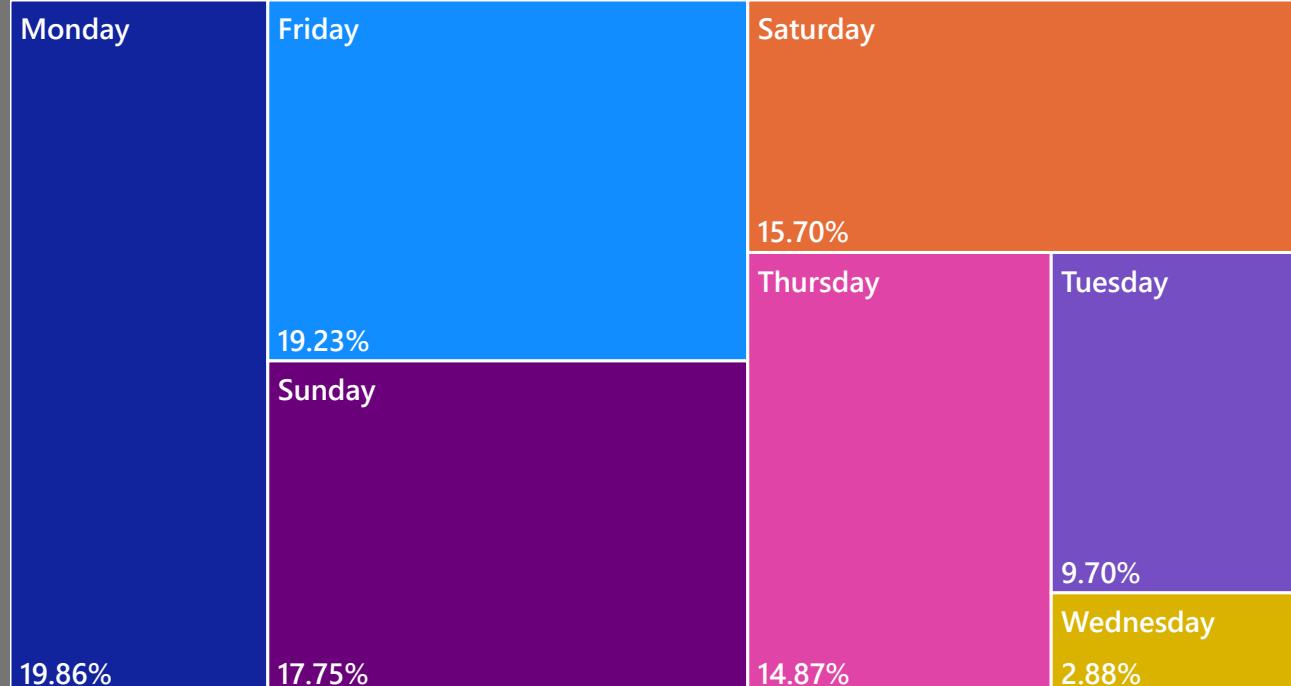


TOTAL ACTUAL SALES and TOTAL FORECAST SALES by Region

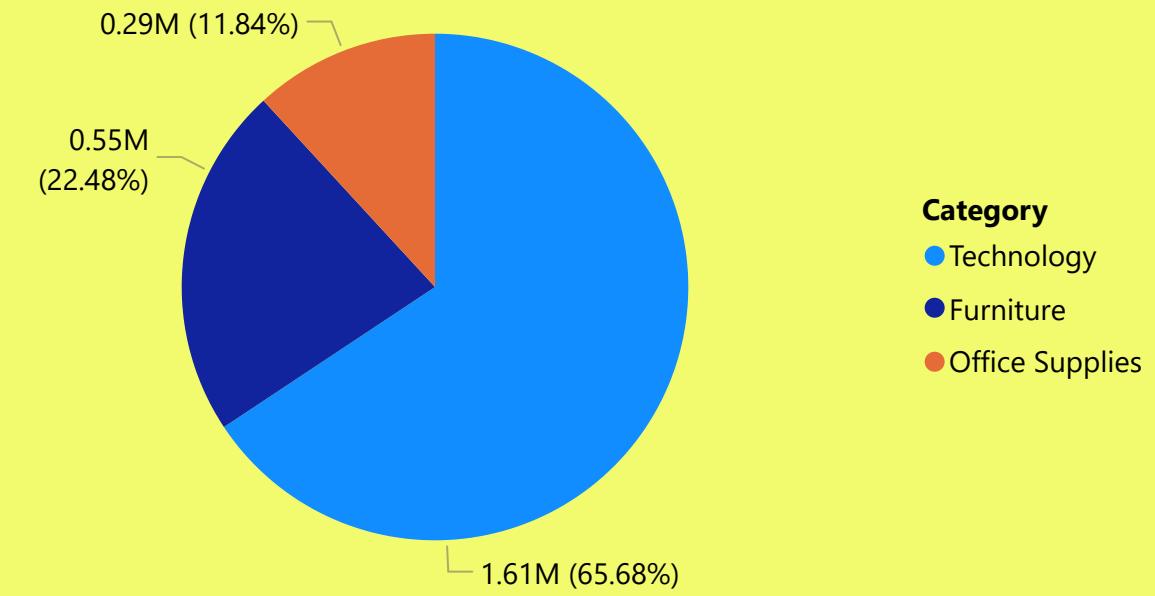
● TOTAL ACTUAL SALES ● TOTAL FORECAST SALES



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)