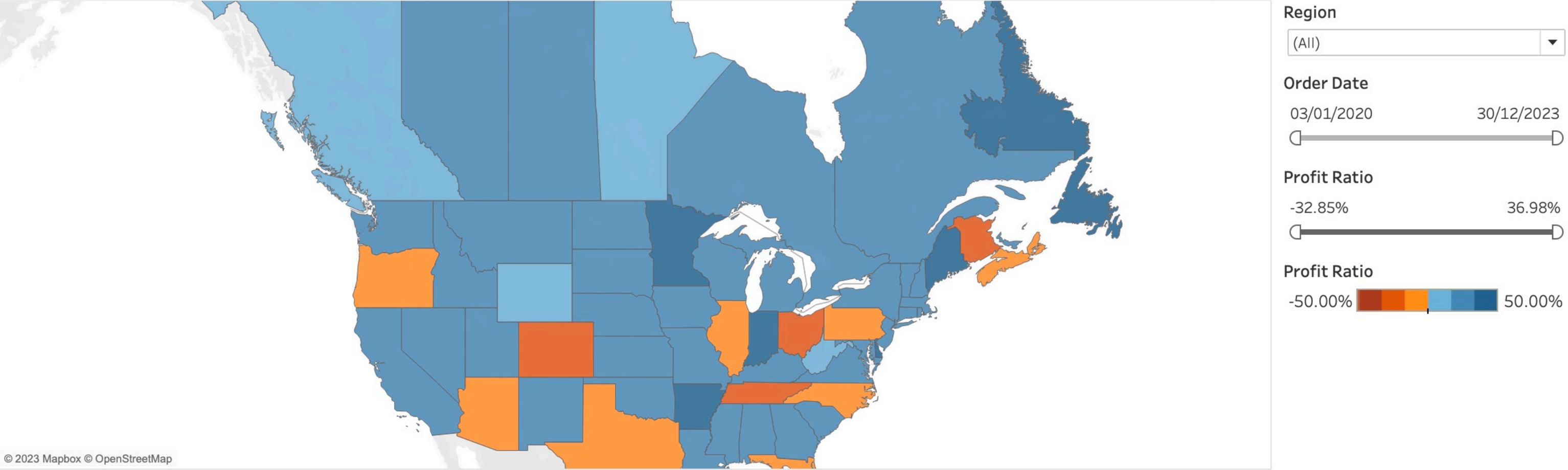
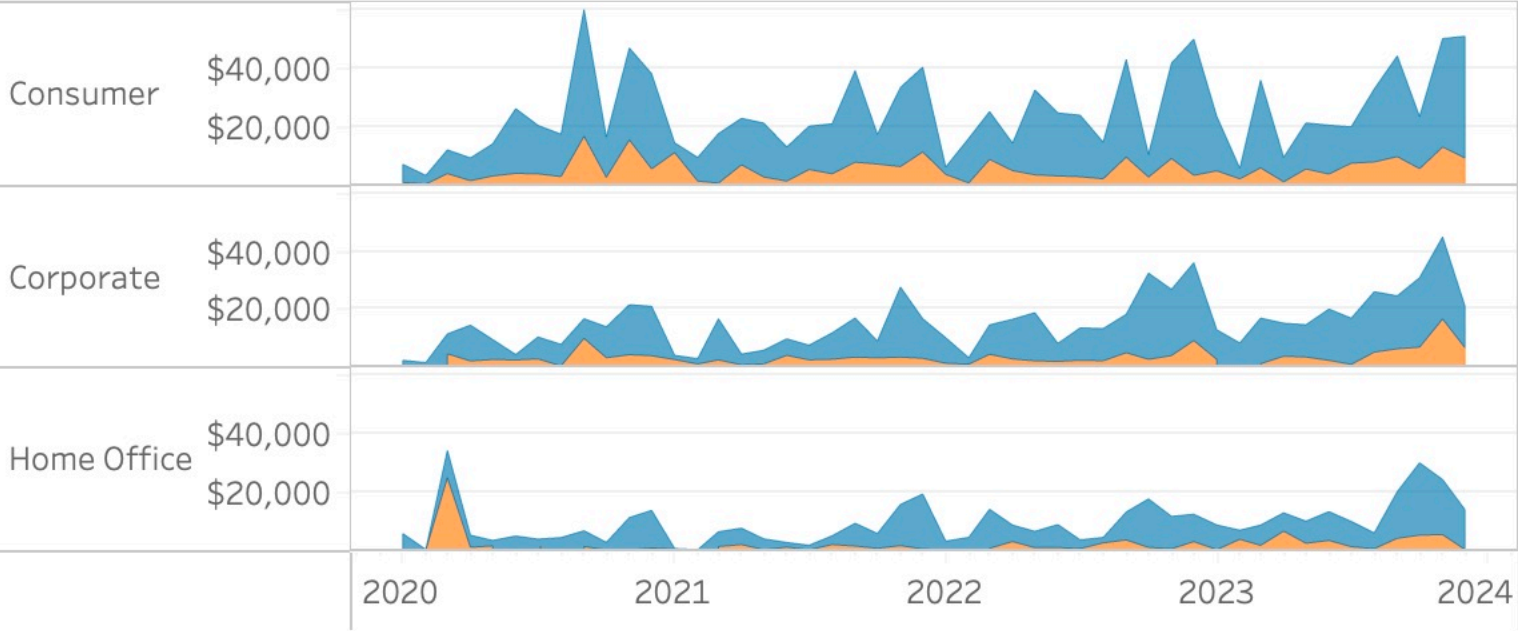


# Executive Overview - Profitability (All)

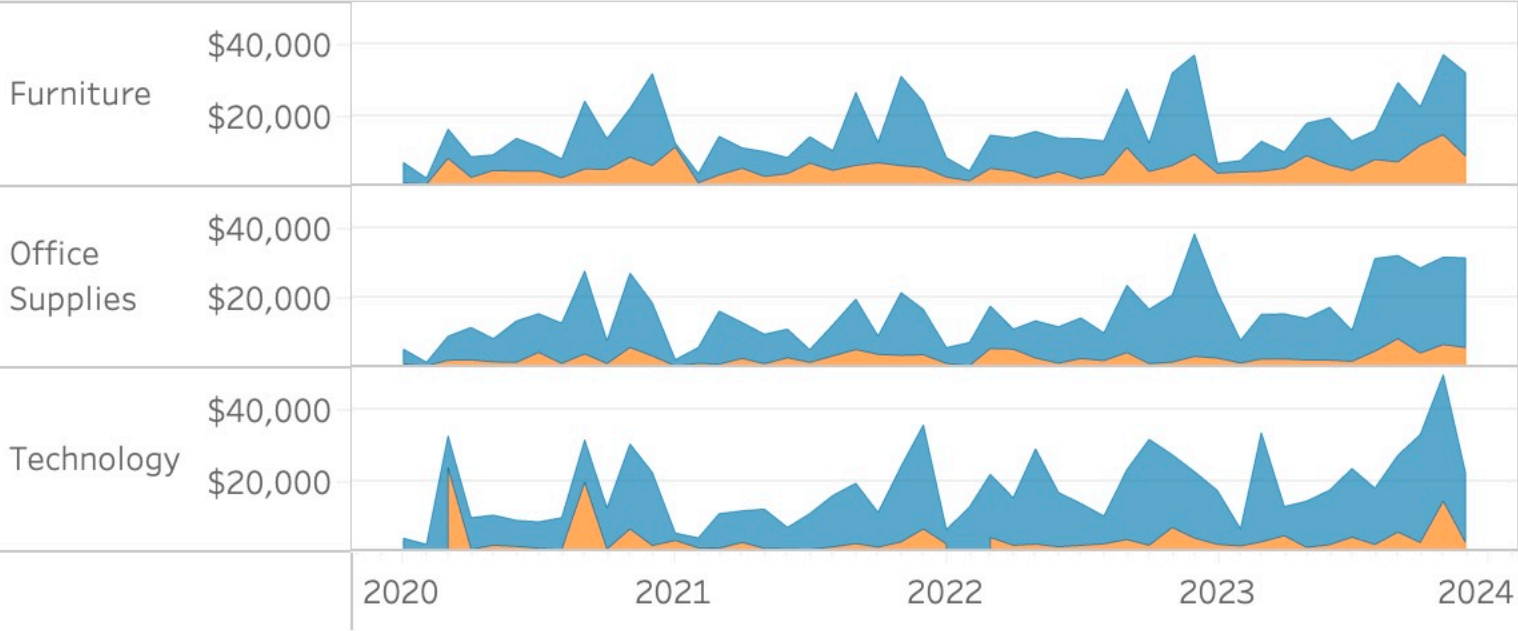
Sales	Profit	Profit Ratio	Profit per order	Sales per Customer	Avg. Discount	Quantity
\$2,326,534	\$292,297	12.6%	\$57.19	2,908	15.54%	38,654



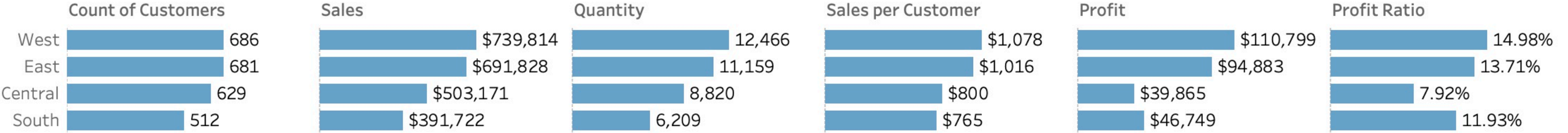
Monthly Sales by Segment - States/Provinces: <State/Province>



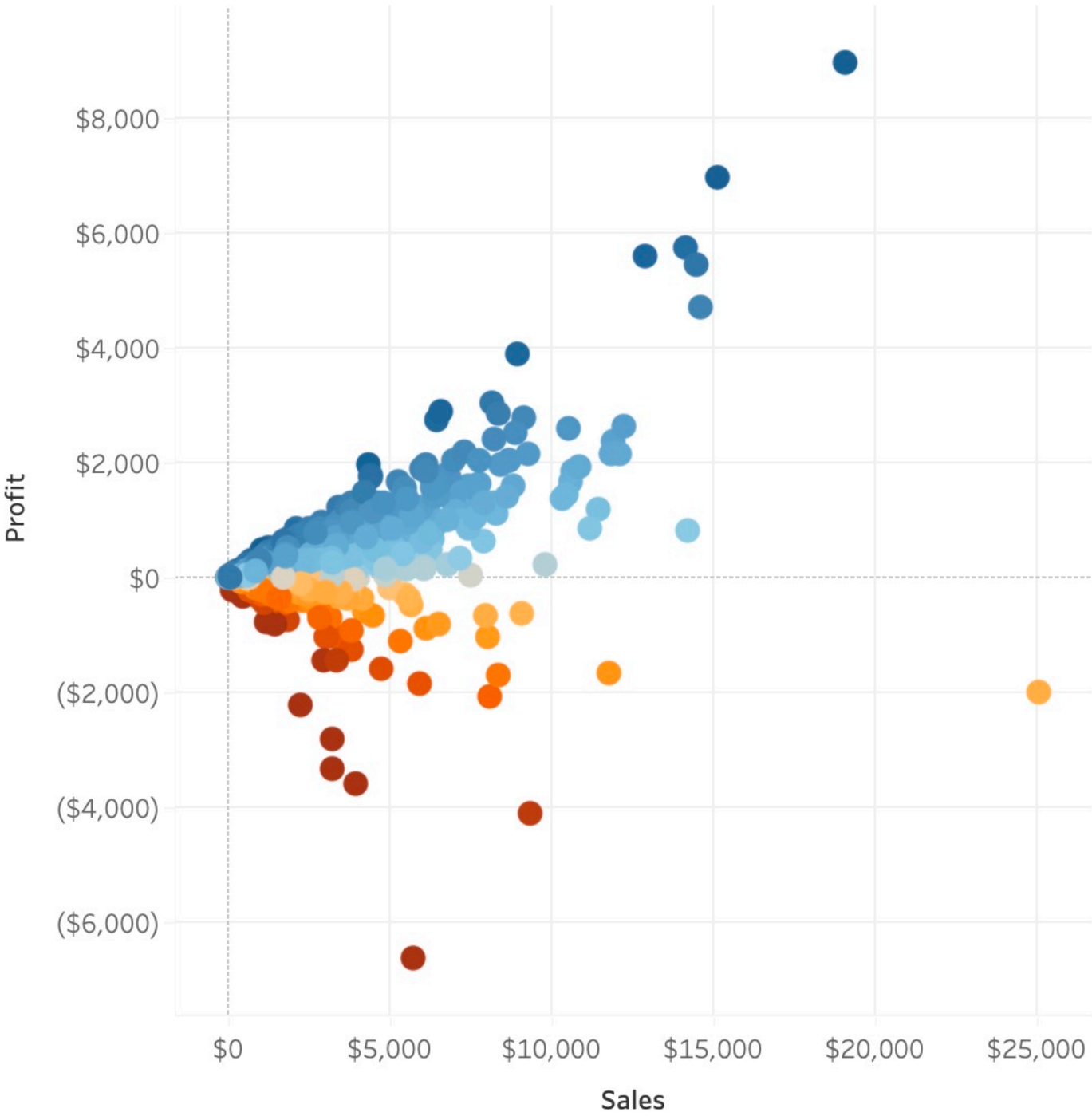
Monthly Sales by Product Category - States/Provinces: All



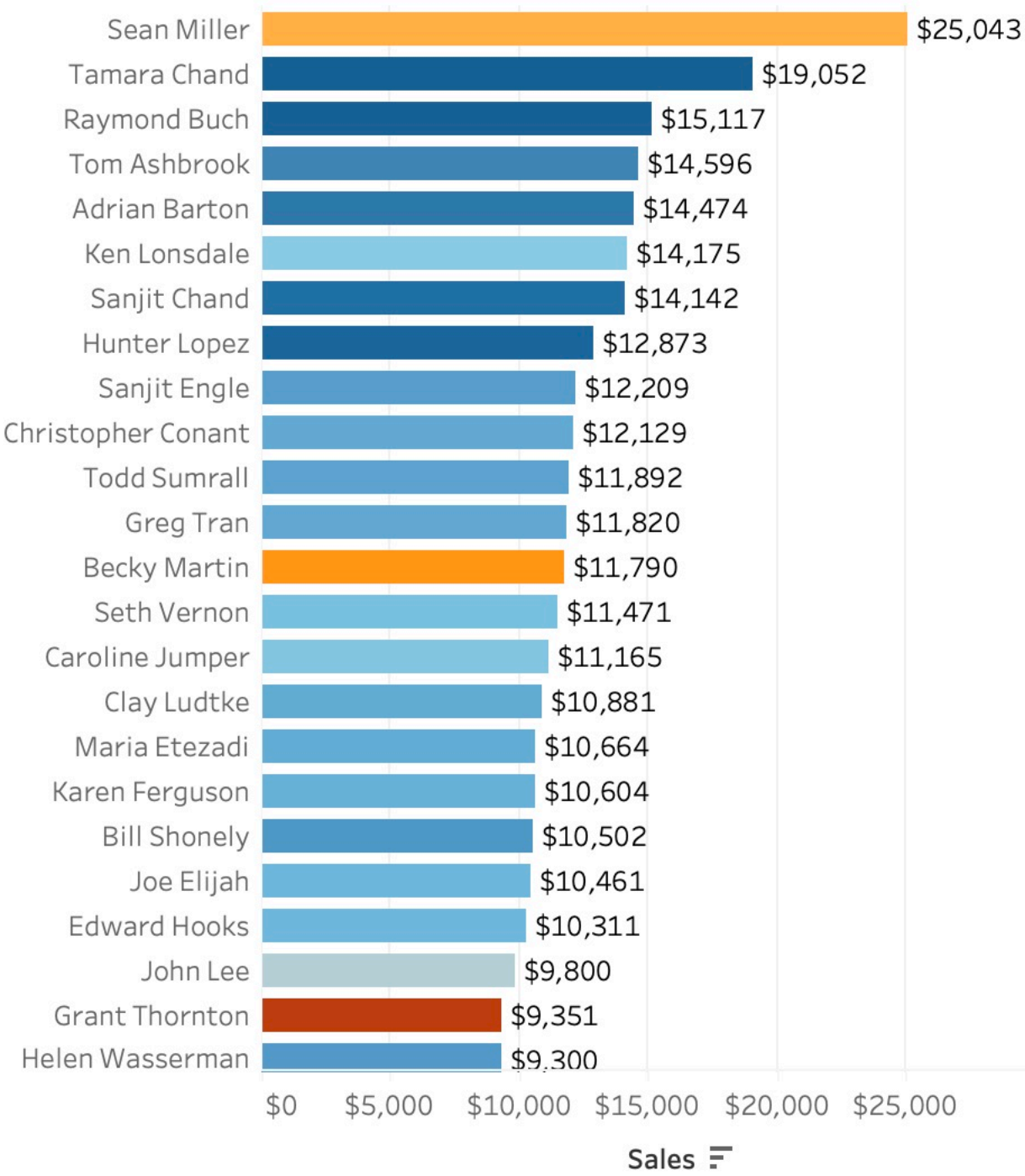
# Customer Analysis



Sales and Profit by Customer



CustomerRank



Year

(All)

Category

☒ (All)  
☒ Furniture  
☒ Office Supp...  
☒ Technology

Segment

☒ (All)  
☒ Consumer  
☒ Corporate  
☒ Home Office

Profit Ratio

-50.0%50.0%



# Product Drilldown

## Sales by Product Category

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Furniture	2020	\$6,308	\$1,840	\$15,817	\$7,945	\$8,505	\$13,206	\$10,821	\$7,320	\$23,816	\$13,136	\$21,763	\$31,648
	2021	\$11,805	\$3,134	\$13,743	\$10,476	\$9,419	\$7,714	\$13,674	\$9,639	\$26,273	\$12,027	\$30,881	\$23,546
	2022	\$7,688	\$3,926	\$14,116	\$13,291	\$15,160	\$13,231	\$13,116	\$12,483	\$27,327	\$11,889	\$31,784	\$36,970
	2023	\$6,029	\$6,866	\$12,369	\$9,323	\$17,483	\$19,009	\$12,476	\$15,442	\$29,097	\$22,246	\$37,057	\$31,917
Office Supplies	2020	\$4,858	\$1,072	\$8,606	\$11,155	\$7,872	\$13,027	\$15,121	\$12,388	\$27,487	\$7,298	\$26,862	\$18,267
	2021	\$1,822	\$5,368	\$15,892	\$12,559	\$9,185	\$10,648	\$4,720	\$11,894	\$19,337	\$8,673	\$21,218	\$16,355
	2022	\$5,313	\$6,794	\$17,347	\$10,647	\$13,050	\$11,334	\$13,915	\$9,561	\$23,311	\$16,403	\$20,487	\$38,210
	2023	\$21,287	\$7,408	\$14,931	\$15,072	\$13,763	\$16,986	\$10,304	\$31,069	\$31,946	\$28,334	\$31,479	\$31,256
Technology	2020	\$3,353	\$1,609	\$32,511	\$9,195	\$9,943	\$8,436	\$8,004	\$9,210	\$31,367	\$11,979	\$30,201	\$22,093
	2021	\$4,835	\$3,449	\$10,344	\$11,161	\$11,643	\$6,435	\$10,371	\$15,525	\$19,017	\$10,707	\$23,874	\$35,632
	2022	\$5,830	\$12,259	\$21,568	\$14,891	\$28,833	\$16,372	\$13,269	\$9,672	\$22,883	\$31,540	\$27,141	\$22,323
	2023	\$16,943	\$6,027	\$33,429	\$12,383	\$13,910	\$17,061	\$23,210	\$17,619	\$27,022	\$32,895	\$49,919	\$22,002

Region

(All)

Central

East

South

West

Sales

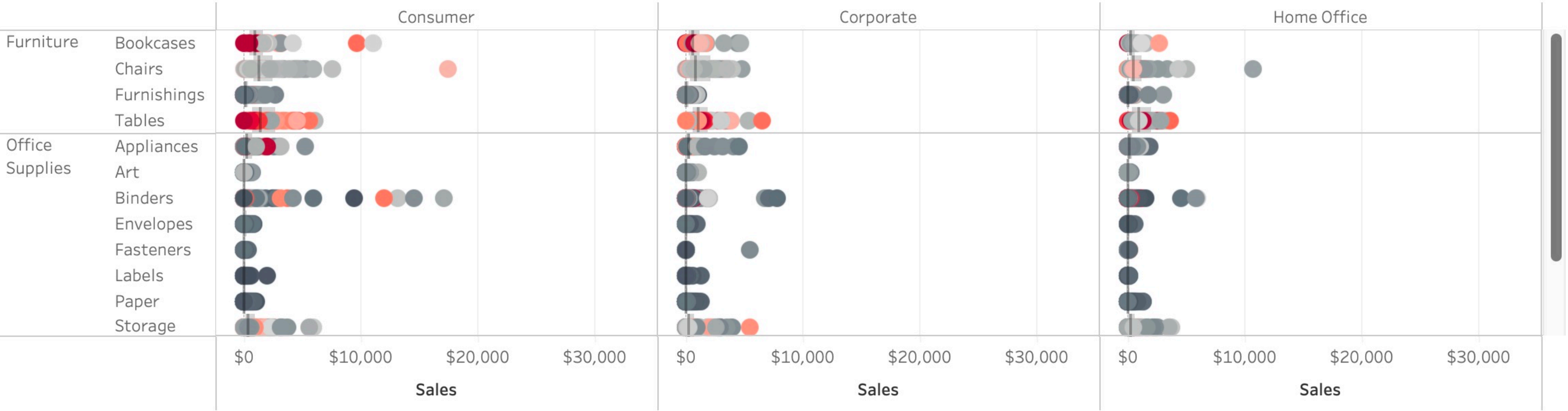
\$1,072\$49,919

Profit Ratio

-50.0%50.0%

## Sales and Profit by Product Names

Year: All, Month: All, Product Category: All



# Sales Commission Model

Enter new quota, commission rate and base salary to estimate sales and compensation

New Quota

\$500K

Base Salary

\$50,000

Sort by

Names

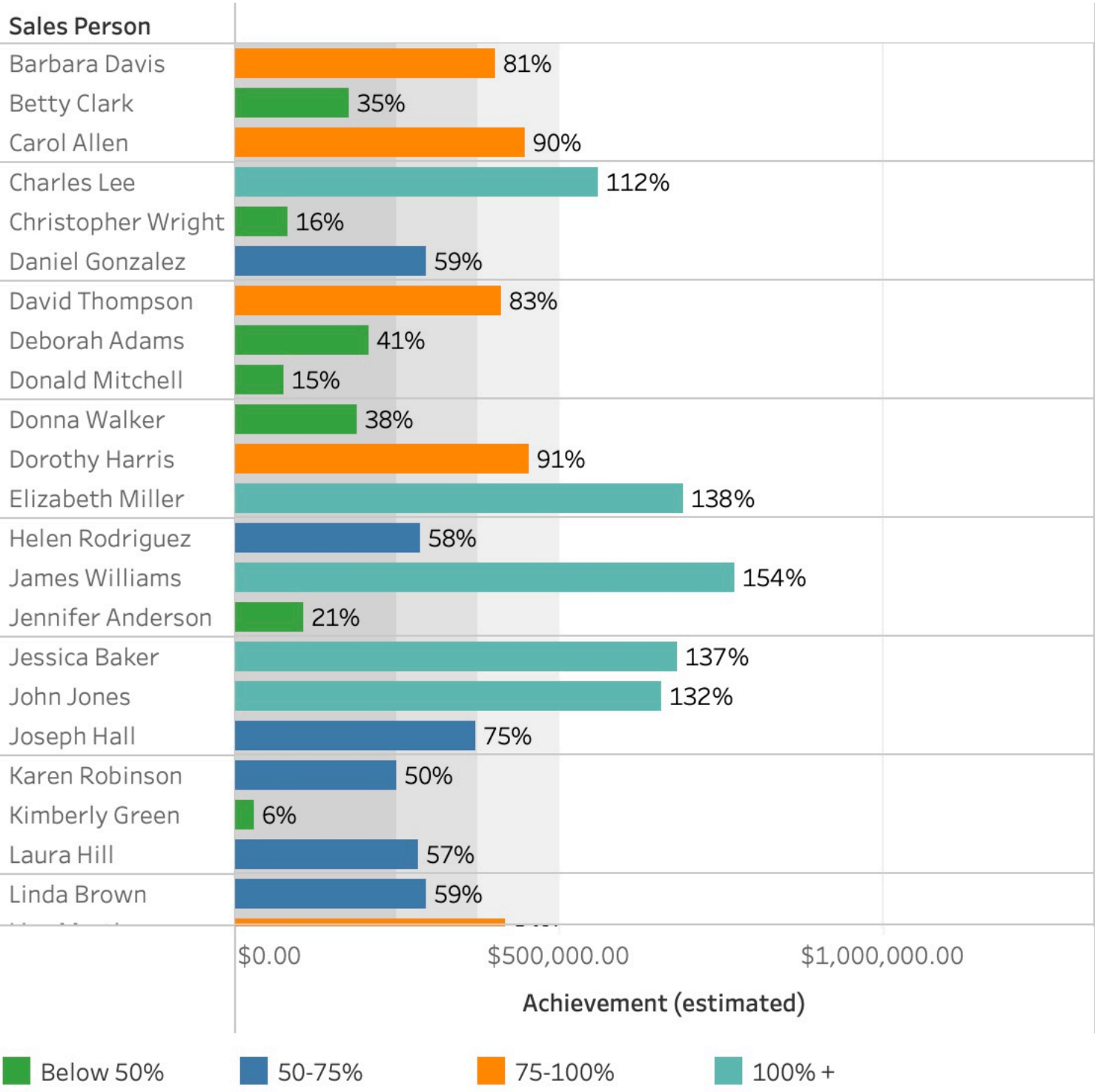
Commission Rate

18.5%

<

>

Estimated Quota Attainment Results with These Assumptions



Total Compensation with These Assumptions

