

Product Name	Sum of Order Quantity
All-Purpose Bike Stand	234
AWC Logo Cap	4151
Bike Wash - Dissolver	1706
Classic Vest, L	182
Classic Vest, M	182
Classic Vest, S	157
Fender Set - Mountain	3960
Half-Finger Gloves, L	840
Half-Finger Gloves, M	918
Half-Finger Gloves, S	886
Hitch Rack - 4-Bike	302
HL Mountain Tire	1305
HL Road Tire	795
Hydration Pack - 70 oz.	695
LL Mountain Tire	1560
LL Road Tire	1904
Long-Sleeve Logo Jersey, L	424
Long-Sleeve Logo Jersey, M	408
Long-Sleeve Logo Jersey, S	392
Long-Sleeve Logo Jersey, XL	381
ML Mountain Tire	2119
ML Road Tire	1723
Mountain Bottle Cage	3810
Mountain Tire Tube	5678
Mountain-100 Black, 38	26
Mountain-100 Black, 42	26
Mountain-100 Black, 44	31
Mountain-100 Black, 48	36
Mountain-100 Silver, 38	29
Mountain-100 Silver, 42	25
Mountain-100 Silver, 44	24
Mountain-100 Silver, 48	22
Total	84174

	Australia	Canada
	WB-H098	WB-H098

[illegible]

Territory Key from Territory table		
SalesTerritoryKey	Sum of OrderQuantity	Sum of ReturnQuantity
1	12513	270
2	40	
3	30	
4	17191	362
5	49	1
6	10894	238
7	7862	186
8	7950	163
9	17951	404
10	9694	204
Total	84174	1828

Territory key from Return table		
TerritoryKey	Sum of OrderQuantity	Sum of ReturnQuantity
1	84174	270
4	84174	362
5	84174	1
6	84174	238
7	84174	186
8	84174	163
9	84174	404
10	84174	204
Total	84174	1828

Territory key from sales table		
TerritoryKey	Sum of ReturnQuantity	Sum of OrderQuantity
1	270	84174
4	362	84174
5	1	84174
6	238	84174
7	186	84174
8	163	84174
9	404	84174
10	204	84174
Total	1828	84174

Territory Key from Territory table

SalesTerritoryKey	Sum of OrderQuantity	Sum of ReturnQuantity
1	12513	270
2	40	
3	30	
4	17191	362
5	49	1
6	10894	238
7	7862	186
8	7950	163
9	17951	404
10	9694	204
Total	84174	1828

Terittory key from Return table

TerritoryKey	Sum of OrderQuantity	Sum of ReturnQuantity
1	84174	270
4	84174	362
5	84174	1
6	84174	238
7	84174	186
8	84174	163
9	84174	404
10	84174	204
Total	84174	1828

Terittory key from sales table

TerritoryKey	Sum of ReturnQuantity	Sum of OrderQuantity
1	270	84174
4	362	84174
5	1	84174
6	238	84174
7	186	84174
8	163	84174
9	404	84174
10	204	84174
Total	1828	84174

SalesTerritoryKey	Sum of OrderQuantity	OrderQuantity_M
1	12513	12513
2	40	40
3	30	30
4	17191	17191
5	49	49
6	10894	10894
7	7862	7862
8	7950	7950
9	17951	17951
10	9694	9694
Total	84174	84174

TerritoryKey	Sum of ReturnQuantity	ReturnQuantity_M	QuantitySold_
1	270	270	84
4	362	362	84
5	1	1	84
6	238	238	84
7	186	186	84
8	163	163	84
9	404	404	84
10	204	204	84
Total	1828	1828	84



CategoryName	ReturnQuantity_M	QuantitySold_M	Return Rate
Accessories	1130	57809	1.95%
Bikes	429	13929	3.08%
Clothing	269	12436	2.16%
Total	1828	84174	2.17%

CategoryName	Average Retail Price
[-] Accessories	30.83
Bike Racks	108.00
Bike Stands	143.10
Bottles and Cages	7.19
Cleaners	7.16
Fenders	19.78
Helmets	30.68
Hydration Packs	49.49
Lights	28.19
Locks	22.50
Panniers	112.50
Pumps	20.24
Tires and Tubes	17.53
[-] Bikes	1,387.25
Mountain Bikes	1,473.31
Road Bikes	1,376.67
Touring Bikes	1,282.72
[-] Clothing	45.61
Bib-Shorts	80.99
Caps	7.78
Gloves	27.69
Jerseys	45.93
Shorts	57.85
Total	642.99

ProductName	Return Rate
Road-650 Red, 52	11.76%
Mountain-100 Silver, 44	8.33%
Touring-2000 Blue, 46	8.33%
Mountain-500 Black, 52	7.32%
Mountain-100 Black, 44	6.45%
Mountain-100 Black, 48	5.56%
Touring-3000 Blue, 54	5.56%
Road-650 Red, 48	5.33%
Mountain-500 Silver, 44	5.26%
Road-650 Red, 60	5.13%
Classic Vest, S	5.10%
Women's Mountain Shorts, L	5.09%
Touring-3000 Yellow, 44	5.08%
Road-150 Red, 44	5.04%
Touring-1000 Yellow, 50	4.79%
Road-650 Red, 44	4.62%
Road-650 Red, 58	4.62%
Mountain-100 Silver, 48	4.55%
Road-150 Red, 48	4.47%
Touring-3000 Yellow, 58	4.35%
Women's Mountain Shorts, S	4.24%
Road-750 Black, 48	4.23%
Mountain-500 Black, 40	4.17%
Mountain-500 Silver, 52	4.17%
Road-650 Red, 62	4.17%
Touring-3000 Blue, 50	4.17%
Touring-3000 Yellow, 62	4.17%
Total	2.17%

CategoryName	ReturnQuantity_M	QuantitySold_M	Return Rate	Total Return
Clothing	269	12436	2.16%	267
Bikes	429	13929	3.08%	427
Accessories	1130	57809	1.95%	1115
Total	1828	84174	2.17%	1809

CategoryName	OrderQuantity_M	TotalOrders	Bulk Order	Bike Return	Weekend Orders
Accessories	57809	16983	45413	429	16114
Bikes	13929	13929		429	3928
Clothing	12436	6976	7340	429	3517
Components				429	
Total	84174	25164	52753	429	23559

Start of Month	Total revenue_Measure	YTD Revenue
01-01-2016	3,89,183.27	3,89,183.27
01-01-2015	5,26,781.42	5,26,781.42
01-02-2016	4,26,746.65	8,15,929.92
01-02-2015	4,79,003.65	10,05,785.07
01-01-2017	11,46,939.33	11,46,939.33
01-03-2016	4,24,765.82	12,40,695.74
01-03-2015	5,79,092.53	15,84,877.60
01-04-2016	4,45,461.82	16,86,157.56
01-04-2015	5,88,027.67	21,72,905.27
01-05-2016	4,90,981.52	21,77,139.08
01-02-2017	12,05,315.44	23,52,254.77
01-06-2016	4,80,442.69	26,57,581.77
01-05-2015	5,93,393.35	27,66,298.62
01-06-2015	6,02,989.85	33,69,288.47
01-07-2016	7,33,820.27	33,91,402.04
01-03-2017	13,03,734.67	36,55,989.44
01-07-2015	4,37,503.44	38,05,791.90
01-08-2016	7,23,772.47	41,15,174.51
01-08-2015	4,82,807.49	42,89,599.40
01-09-2015	3,09,656.60	45,99,256.00
01-10-2015	3,63,848.99	49,63,104.98
01-09-2016	8,57,467.69	49,72,642.20
01-04-2017	13,75,030.64	50,31,920.08
01-11-2015	2,93,950.10	52,57,655.08
01-12-2015	5,07,385.50	57,64,440.58
01-10-2016	9,26,837.37	58,99,479.57
01-05-2017	15,91,587.57	66,22,607.65
01-11-2016	10,20,520.24	69,19,999.81
01-06-2017	16,44,286.42	82,66,894.07
01-12-2016	14,71,776.00	83,91,775.82
Total	2,24,23,110.46	82,66,894.06

Start of Month	Total revenue_Measure	Prev Month Revenue	Revenue Target
01-01-2015	5,26,781.42		
01-02-2015	4,79,003.65	5,26,781.42	5,79,459.00
01-03-2015	5,79,092.53	4,79,003.65	5,26,904.00
01-04-2015	5,88,027.67	5,79,092.53	6,37,000.00
01-05-2015	5,93,393.35	5,88,027.67	6,46,830.00
01-06-2015	6,02,989.85	5,93,393.35	6,52,732.00
01-07-2015	4,37,503.44	6,02,989.85	6,63,288.00
01-08-2015	4,82,807.49	4,37,503.44	4,81,253.00
01-09-2015	3,09,656.60	4,82,807.49	5,31,088.00
01-10-2015	3,63,848.99	3,09,656.60	3,40,622.00
01-11-2015	2,93,950.10	3,63,848.99	4,00,233.00
01-12-2015	5,07,385.50	2,93,950.10	3,23,349.00
01-01-2016	3,89,183.27	5,07,385.50	5,58,124.00
01-02-2016	4,26,746.65	3,89,183.27	4,28,107.00
01-03-2016	4,24,765.82	4,26,746.65	4,69,427.00
01-04-2016	4,45,461.82	4,24,765.82	4,67,242.00
01-05-2016	4,90,981.52	4,45,461.82	4,90,008.00
01-06-2016	4,80,442.69	4,90,981.52	5,40,079.00
01-07-2016	7,33,820.27	4,80,442.69	5,28,486.00
01-08-2016	7,23,772.47	7,33,820.27	8,07,202.00
01-09-2016	8,57,467.69	7,23,772.47	7,96,149.00
01-10-2016	9,26,837.37	8,57,467.69	9,43,214.00
01-11-2016	10,20,520.24	9,26,837.37	10,19,527.00
01-12-2016	14,71,776.00	10,20,520.24	11,22,572.00
01-01-2017	11,46,939.33	14,71,776.00	16,18,953.00
01-02-2017	12,05,315.44	11,46,939.33	12,61,633.00
01-03-2017	13,03,734.67	12,05,315.44	13,25,846.00
01-04-2017	13,75,030.64	13,03,734.67	14,34,108.00
01-05-2017	15,91,587.57	13,75,030.64	15,12,533.00
01-06-2017	16,44,286.42	15,91,587.57	17,50,746.00
Total	2,24,23,110.46	2,07,78,824.04	2,28,56,706.00

119

Product Models

14.46M

Total Cost

1809

All Returns

CategoryName	% all Return	
Accessories	61.64%	
Bikes	23.60%	
Clothing	14.76%	
Total	100.00%	

CategoryName	Bike_Return_2	Bike Return e
Accessories	427	429
Bikes	427	429
Clothing	427	429
Components	427	429
Total	427	429

TotalOrders by CategoryName



Date

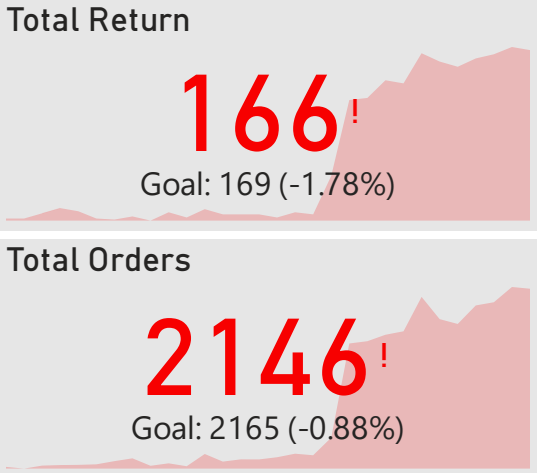
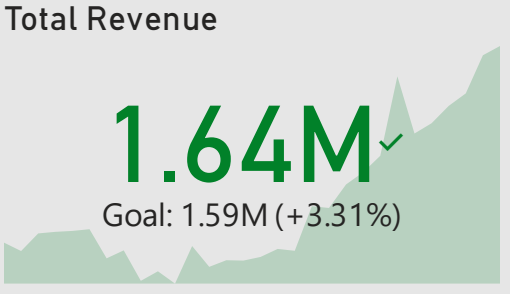
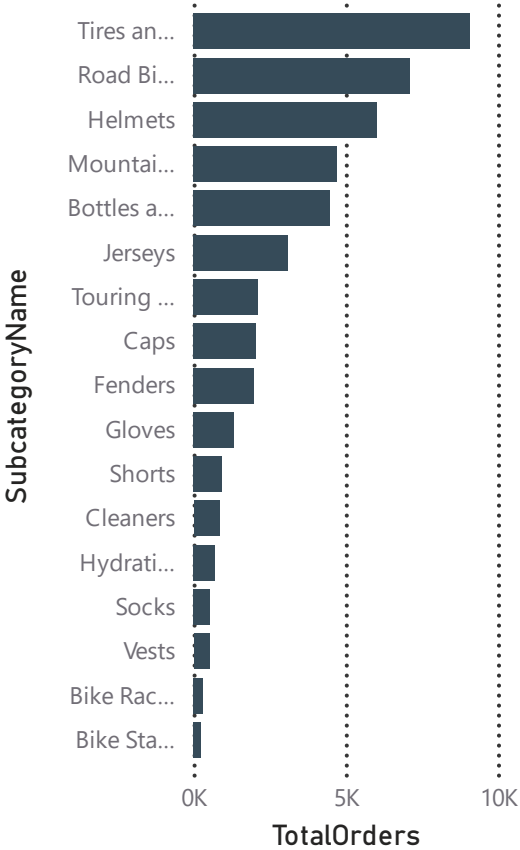
01-01-2015 30-06-2017

ProductName	TotalOrders	Return f
Water Bottle - 30 oz.	3983	1
Patch Kit/8 Patches	2952	1
Mountain Tire Tube	2846	1
Road Tire Tube	2173	1
Sport-100 Helmet, Red	2099	3
AWC Logo Cap	2062	1
Sport-100 Helmet, Blue	1995	3
Fender Set - Mountain	1975	1
Sport-100 Helmet, Black	1940	2
Mountain Bottle Cage	1896	2
Road Bottle Cage	1668	1
Touring Tire Tube	1364	1
HL Mountain Tire	1305	3
ML Mountain Tire	1059	1
LL Road Tire	957	2
ML Road Tire	868	1
Touring Tire	863	1
Bike Wash - Dissolver	850	1
HL Road Tire	795	3
LL Mountain Tire	788	2
Hydration Pack - 70 oz.	695	3
Mountain-200 Black, 46	606	2
Mountain-200 Black, 42	602	3
Mountain-200 Silver, 38	586	2
Total	25164	2

Product Details HERE



TotalOrders and Total Revenue by SubcategoryName



Water Bottle - 30 oz. Mountain-200 Black, ...

First ProductName First ProductName

Australia Canada France Germany United Kingdom United States

TotalOrders, Total Profit and Total revenue_Measure by Country





Fender Set - Mountain

First ProductName

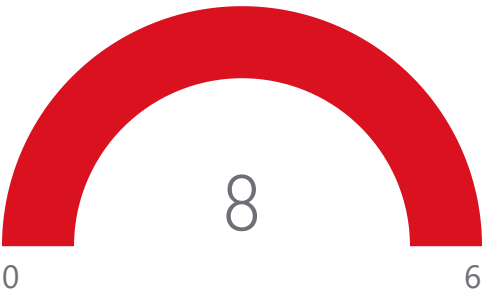
Total revenue_Measure and Revenue Target



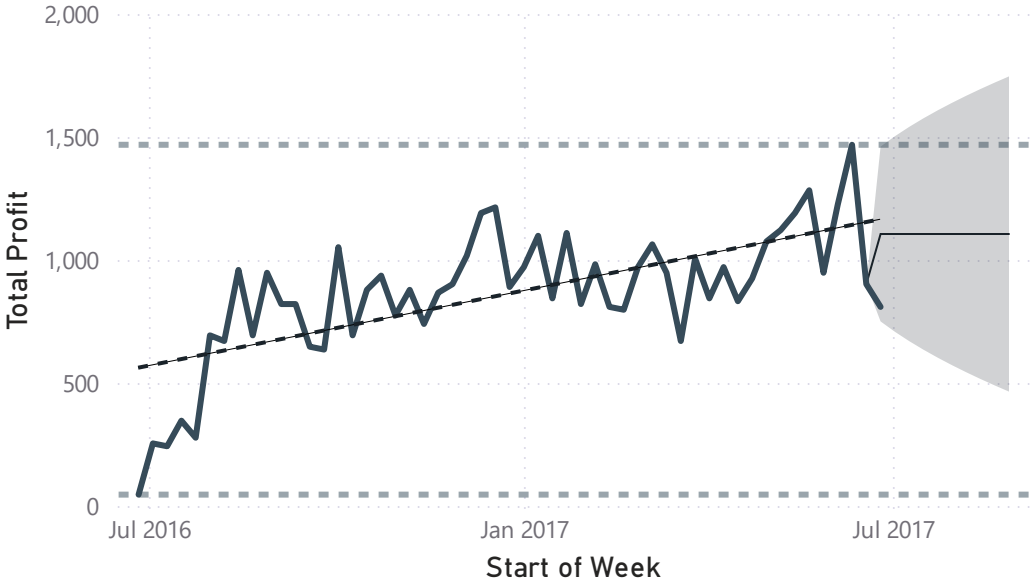
TotalOrders and Order target



Total Return and Prev Months Returns



Total Profit by Start of Week



Total Return by Year, Quarter, Month, Day and CategoryName

