

Supply Chain Management



Store

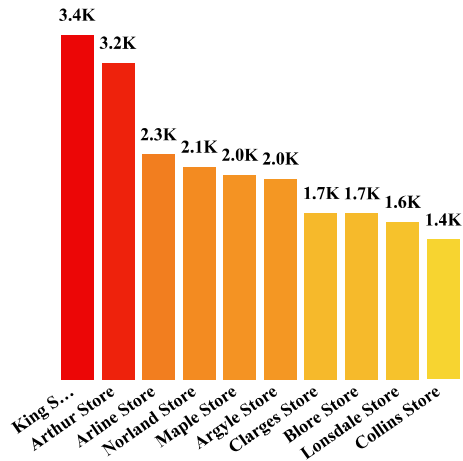


Sales



Profit

Orders From Top 10 Stores



Store_Names Monthly Rent

Store_Names	Monthly Rent
Blore Store	29800
King Store	29000
Norland Store	23200
Castlereagh Store	21200
Maple Store	19800
Abourne Store	19500
Abbots Store	17400
Edwin Store	17400
Argyle Store	17300
Walnut Store	16800
Garfield Store	16100
Enford Store	15700
Bush Store	15400
Total	1284700

Total Orders

150.75K

Total Profit

170.47M

2019

2020

2021

2022

2023

Total Sales

388.13M

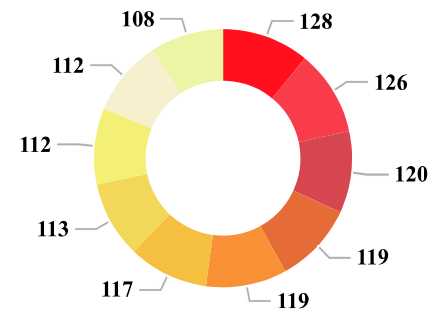
Total Stores

200

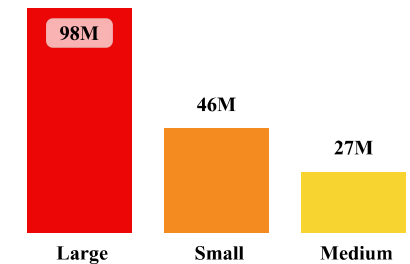
State wise maximum Total Profit

California 42M

City wise Employees

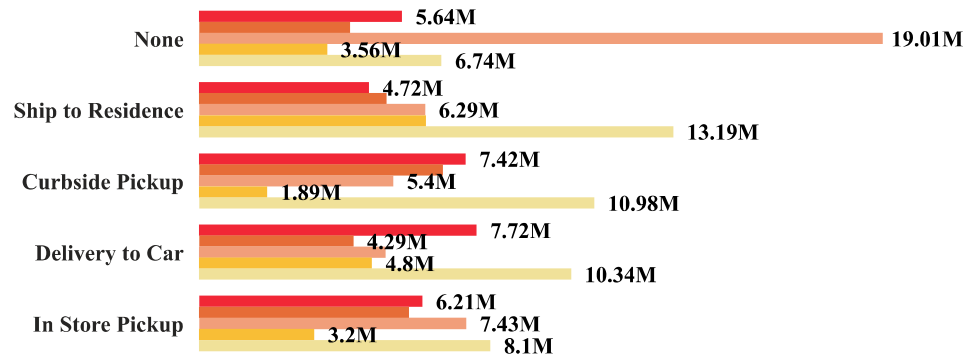


Total Profit by Store Size



Total Profit

Store Region ● East ● Midwest ● South ● Southwest ● West



■ Total Profit
□ Total Sales

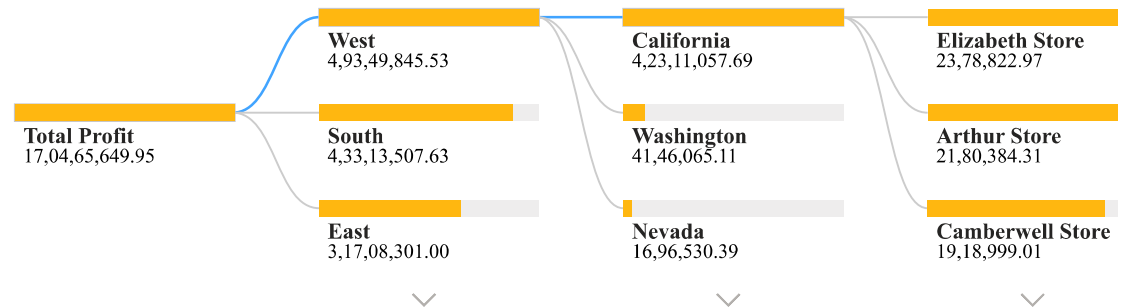
Store Region

West

Store State

California

Store_Names



Supply Chain Sales Analysis



Store

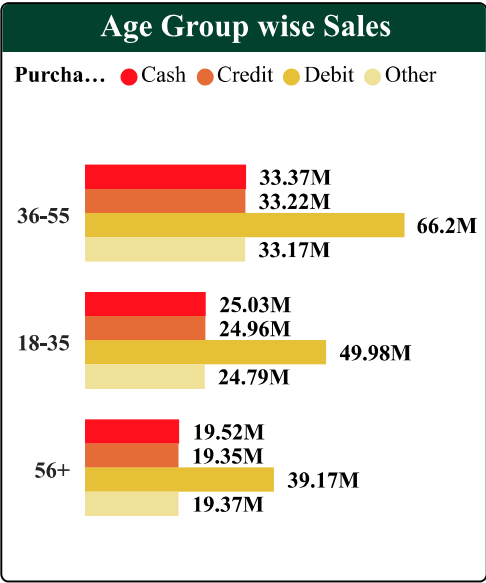


Sales



Profit

Cust State	Total Sales
California	9,52,38,770.00
Florida	3,34,84,972.00
Texas	2,60,05,901.00
Massachusetts	1,54,46,862.25
Alabama	1,47,75,563.00
Michigan	1,42,69,594.25
Virginia	1,32,78,042.50
North Carolina	1,31,69,444.75
Rhode Island	1,10,20,740.75
Ohio	1,05,35,188.25
Louisiana	1,02,86,986.25
Illinois	1,00,05,141.50
New York	98,96,109.50
Pennsylvania	92,32,502.00
Georgia	91,09,401.50
Total	38,81,33,203.75



Total Sales
388.13M

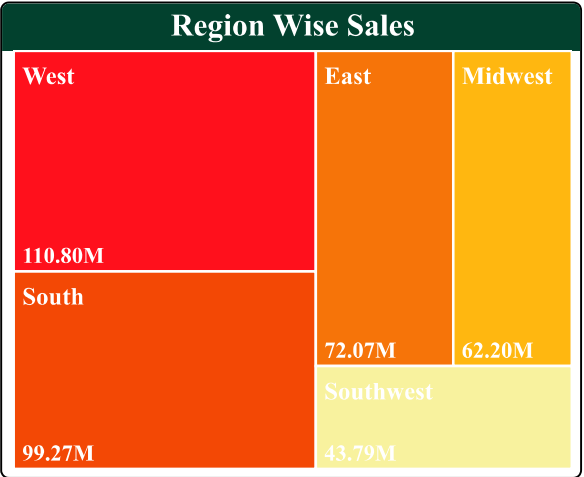
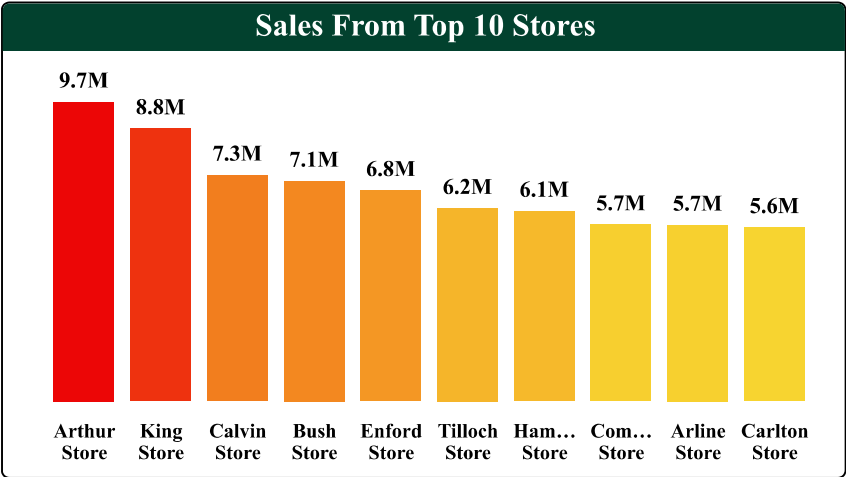
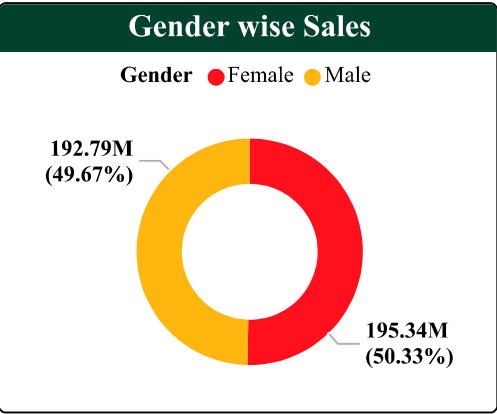
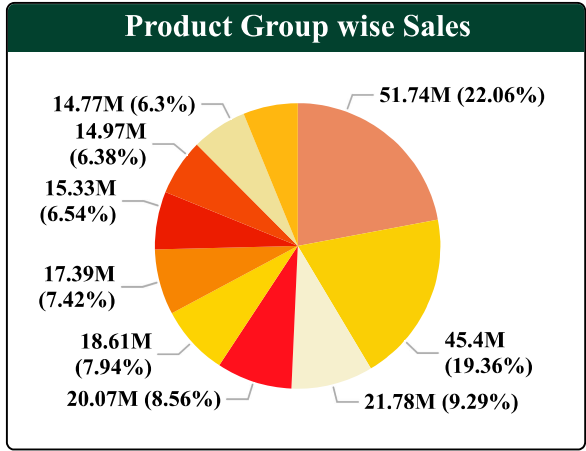
Total Orders
150.75K

2019	2020	2021	2022	2023
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Total Profit
170.47M

Total Stores
200

26.14M!
Goal: 96.72M (-72.97%)
2023





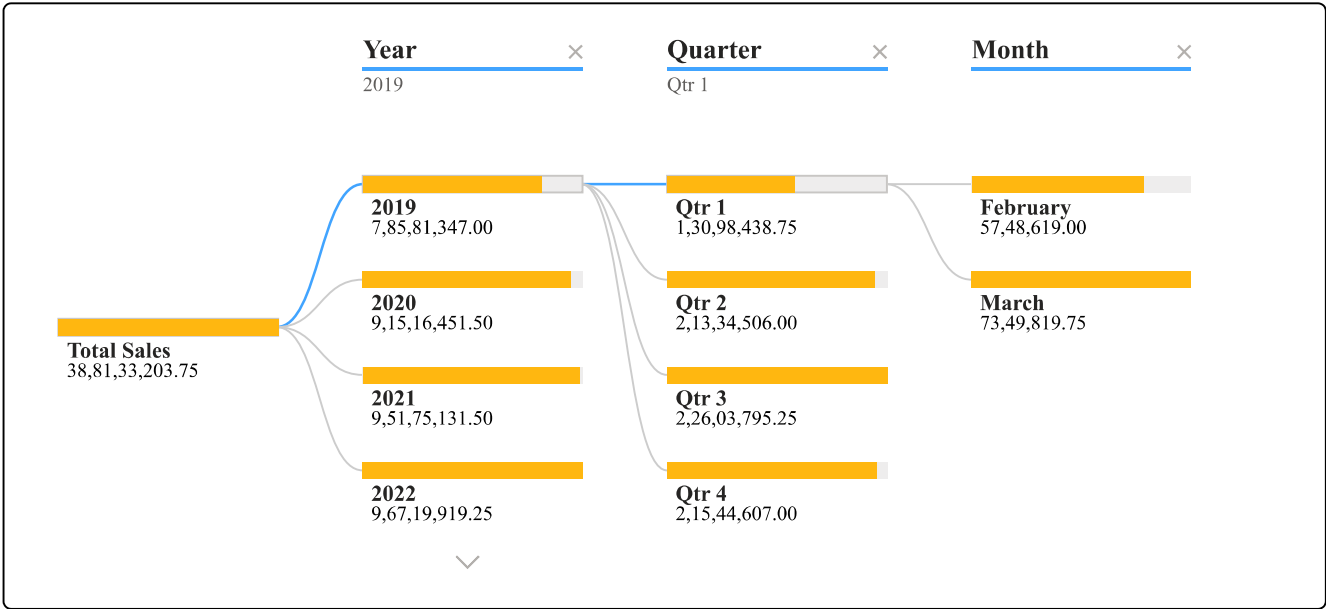
Acer

Product Name	Quantity	Total Sales	Price
1059-Finger & Hand Cymbals	7519	1,18,28,970.00	1,737.00
1087-Harmonica Holders	7367	71,02,602.00	1,075.50
1083-Hand Percussion Stands & Mounts	8268	61,49,757.25	839.50
1096-Knitting Needles	8115	29,00,880.75	398.50
1056-Felting Needles & Machines	2422	22,38,703.50	1,054.50
1069-Guitar Cases & Gig Bags	7184	18,60,048.00	288.00
99-2 in 1 Case for Apple® iPod® nano 7th Generation	842	17,66,922.00	2,440.50
1033-Craft Foil	703	17,30,938.50	2,734.50
1079-Hand Bells & Chimes	15108	16,24,620.00	120.00
1043-Decorative Tape	2842	15,48,180.00	634.50
Total	1966014	38,81,33,203.75	5,29,003.5

State	Total Sales
California	9,52,38,770.00
Florida	3,34,84,972.00
Texas	2,60,05,901.00
Massachusetts	1,54,46,862.25
Alabama	1,47,75,563.00
Michigan	1,42,69,594.25
Virginia	1,32,78,042.50
North Carolina	1,31,69,444.75
Rhode Island	1,10,20,740.75
Ohio	1,05,35,188.25
Louisiana	1,02,86,986.25
Illinois	1,00,05,141.50
Total	38,81,33,203.75

Year	Total Sales	PY sales	%YOY
2019	7,85,81,347.00		Infinity
2020	9,15,16,451.50	78581347.00	16.46%
2021	9,51,75,131.50	91516451.50	4.00%
2022	9,67,19,919.25	95175131.50	1.62%
2023	2,61,40,354.50	96719919.25	-72.97%
Total	38,81,33,203.75	361992849.25	7.22%

Product Family	Total Sales	Total Quantity
Hobbies & Creative Arts	9,04,12,836.50	336092
Smart Phones	5,40,57,420.25	274714
Audio	4,70,31,845.75	281029
Computers & Tablets	4,20,52,498.25	237311
TV & Home Theater	3,93,26,847.75	232733
Camera Accessories	3,59,19,333.50	209658
Cameras & Camcorders	2,98,47,558.25	131124
High Definition TV	1,45,75,285.00	80189
MP3 Player	1,27,61,540.00	71367
Printing	1,23,21,519.00	67904
Energy Star TV	64,78,509.00	22900
Refurbished MP3	29,99,598.00	20540
Party & Celebration	3,48,412.50	453
Total	38,81,33,203.75	1966014



Product Line	Total Sales
Arts & Crafts	3,50,42,227.75
Musical Instrument & Orchestra Accessories	3,44,69,526.75
Sprint	2,05,57,141.25
Total	38,81,33,203.75

Product Type	Total Sales
Arts & Entertainment	9,07,61,249.00
Computers	5,43,74,017.25
Entertainment	6,03,80,641.75
Mobiles	5,40,57,420.25
Total	38,81,33,203.75

Supply Chain Profit Analysis



Store



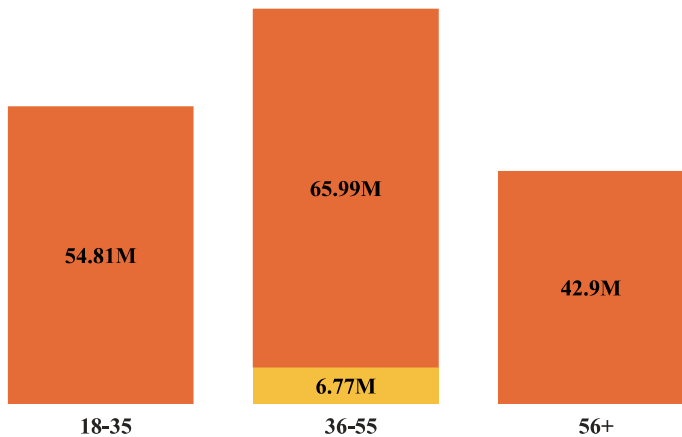
Sales



Profit

Customer Type wise Profit

Cust Type ● Company ● Individual



Total Sales

388.13M

Total Orders

150.75K

Total Profit

170.47M

Average Price

482.67

2019

2020

2021

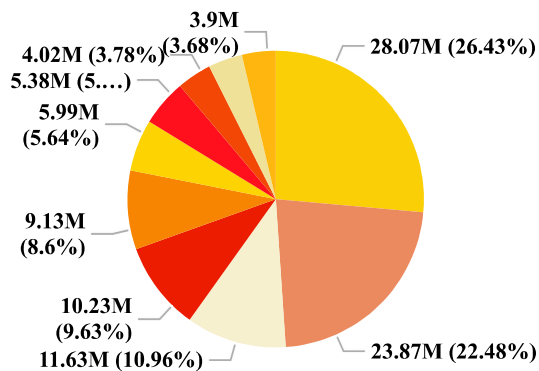
2022

2023

11.93M!

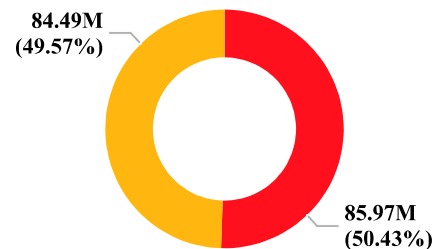
Goal: 42.49M (-71.92%)
2023

Product Group wise Profit

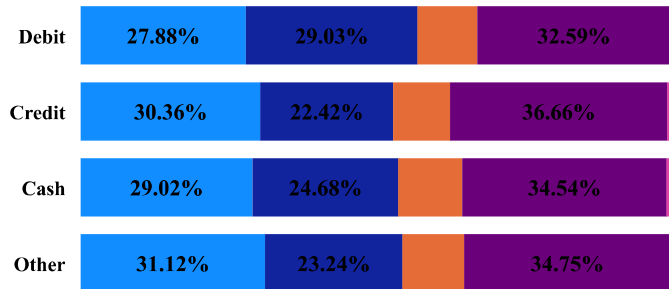


Gender wise Profit

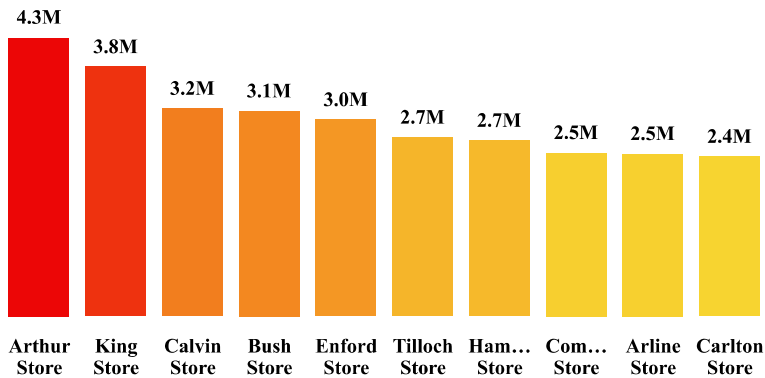
Gender ● Female ● Male



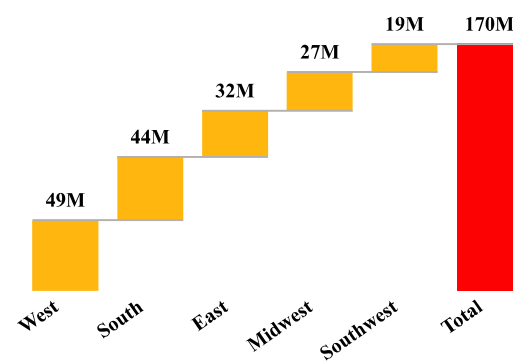
Sum of Profit by Purchase Method and Online Ordering



Profit From Top 10 Stores



Region Wise Profit





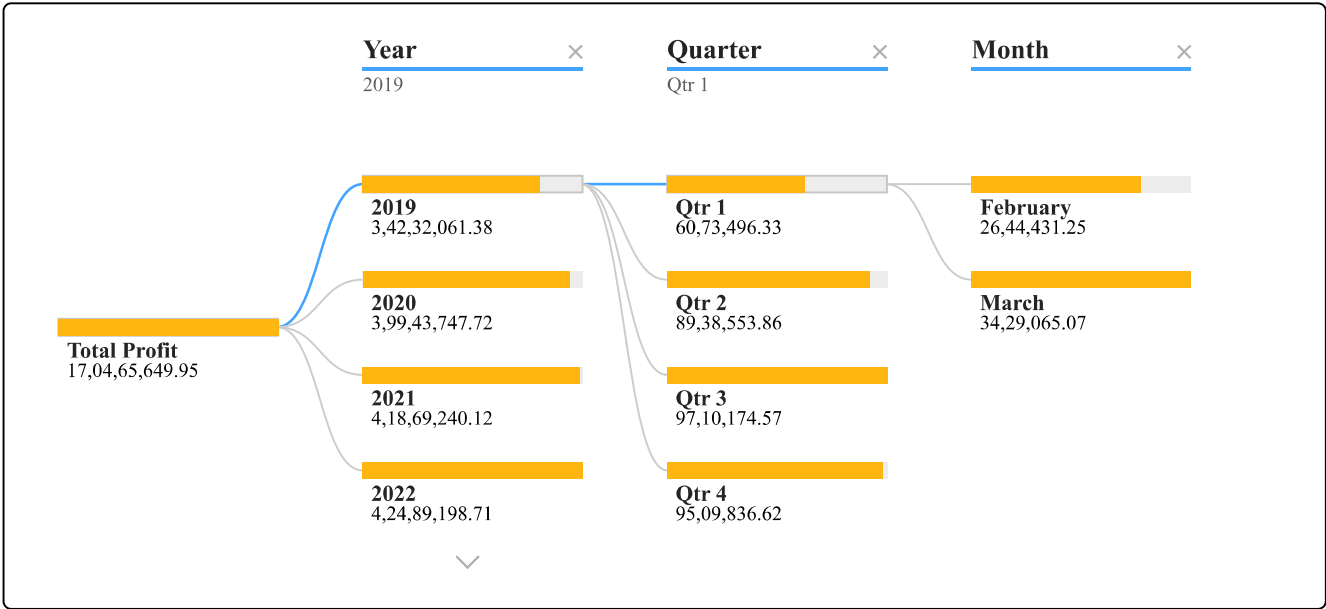
Acer

Product Name	Quantity	Total Profit	Price
1059-Finger & Hand Cymbals	7519	31,97,527.14	1,737.00
1087-Harmonica Holders	7367	19,02,398.62	1,075.50
1083-Hand Percussion Stands & Mounts	8268	16,50,459.61	839.50
643-29" LED Curved HD 21:9 Ultrawide Monitor Black	659	9,32,735.19	2,440.50
920-iPhone 6s 16GB Rose Gold (Verizon Wireless)	2887	8,05,377.66	398.50
147-iPhone 6s Plus 128GB Gold (AT&T)	745	7,91,931.96	1,548.00
1096-Knitting Needles	8115	7,79,430.24	398.50
149-Galaxy S6 edge+ 4G LTE with 64GB Memory Cell Phone Black	1352	7,36,589.45	823.50
Total	1966014	17,04,65,649.95	

State	Total Profit
California	4,20,42,319.25
Florida	1,47,36,927.87
Texas	1,15,11,677.03
Massachusetts	68,56,295.14
Alabama	64,94,226.56
Michigan	61,71,816.70
Virginia	58,93,867.61
North Carolina	57,29,835.48
Rhode Island	48,52,750.90
Ohio	45,40,910.90
Louisiana	44,95,874.34
New York	43,78,989.12
Total	17,04,65,649.95

Year	Total Profit	PY Profit	%YOY
2019	3,42,32,061.38		Infinity
2020	3,99,43,747.72	3,42,32,061.38	16.69%
2021	4,18,69,240.12	3,99,43,747.72	4.82%
2022	4,24,89,198.71	4,18,69,240.12	1.48%
2023	1,19,31,402.02	4,24,89,198.71	-71.92%
Total	17,04,65,649.95	15,85,34,247.93	7.53%

Product Family	Total_Profit	Total Quantity
Hobbies & Creative Arts	2,42,73,753.84	336092
Audio	1,57,49,583.30	281029
Smart Phones	4,20,70,556.58	274714
Computers & Tablets	2,80,65,977.11	237311
TV & Home Theater	79,42,835.90	232733
Camera Accessories	1,88,61,199.77	209658
Cameras & Camcorders	1,56,69,373.58	131124
High Definition TV	29,41,792.93	80189
MP3 Player	42,68,706.93	71367
Printing	82,23,851.79	67904
Energy Star TV	13,02,616.84	22900
Refurbished MP3	10,02,703.94	20540
Party & Celebration	92,697.45	453
Total	17,04,65,649.95	1966014



Product Line	Sum of Profit
4K Ultra	29,41,792.93
Accessories	52,28,115.22
Arts & Crafts	93,95,873.81
AT&T	1,16,33,394.52
Bluetooth Speakers	46,80,636.63
Collectibles	17,31,390.11
Total	17,04,65,649.95

Product Type	Sum of Profit
Mobiles	4,20,70,556.58
Computers	3,62,89,828.90
Photography	3,45,30,573.34
Arts & Entertainment	2,43,66,451.29
Total	17,04,65,649.95