

# Seen Retails : Overview

Month

All

State

All

Payment Method

All

Total Revenue

45M

MOM0%

Number of Orders

10K

MOM0%

Number of Customers

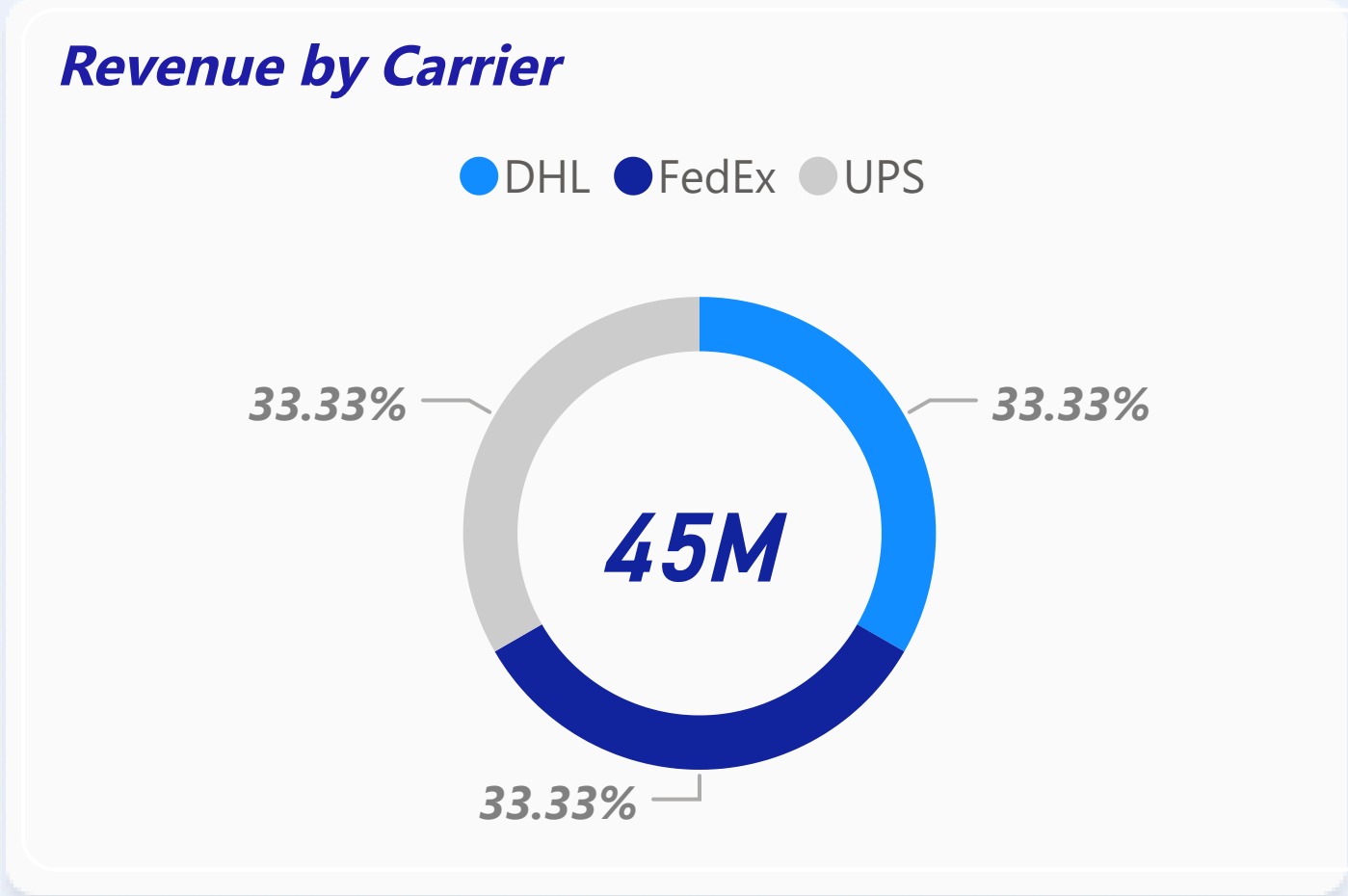
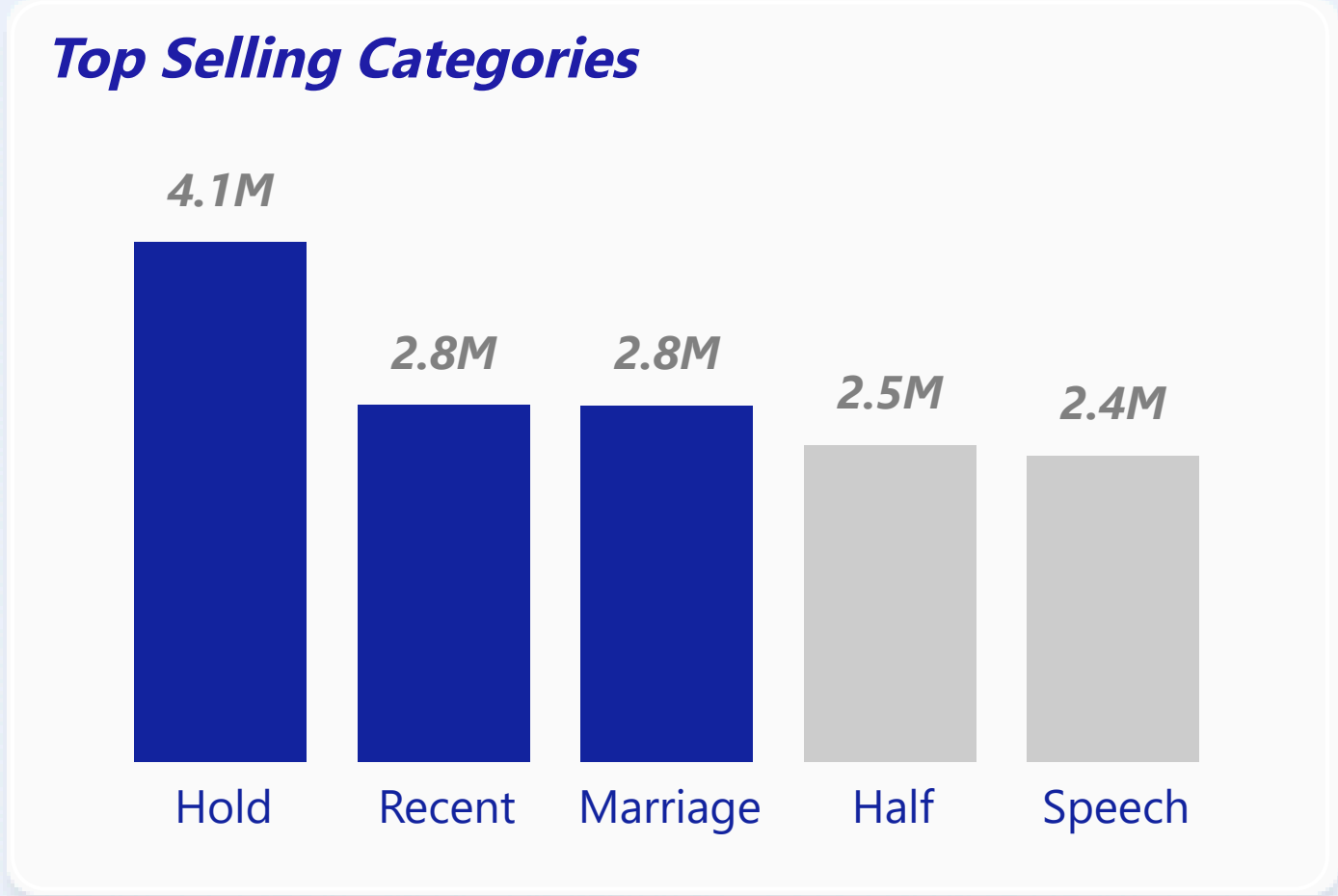
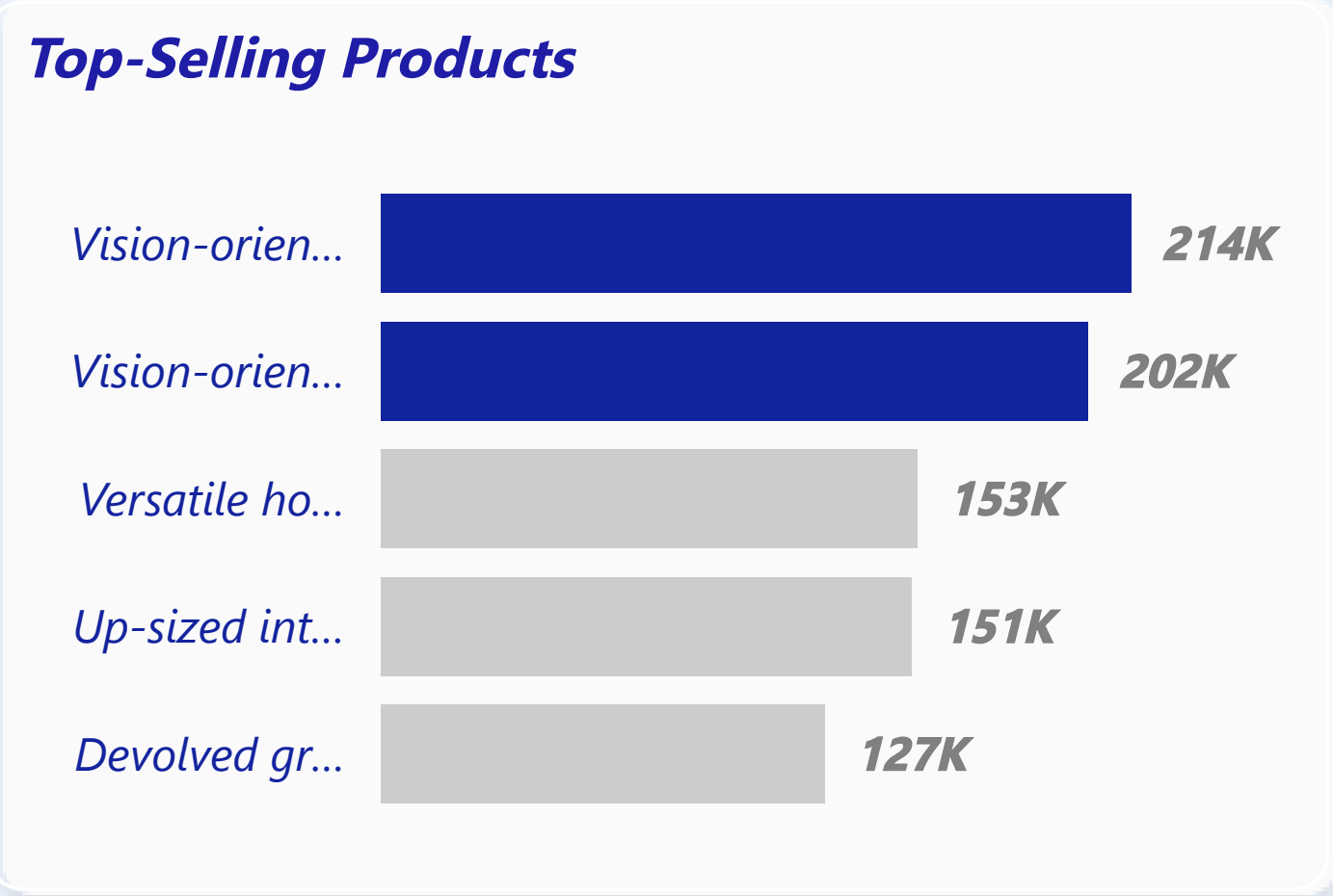
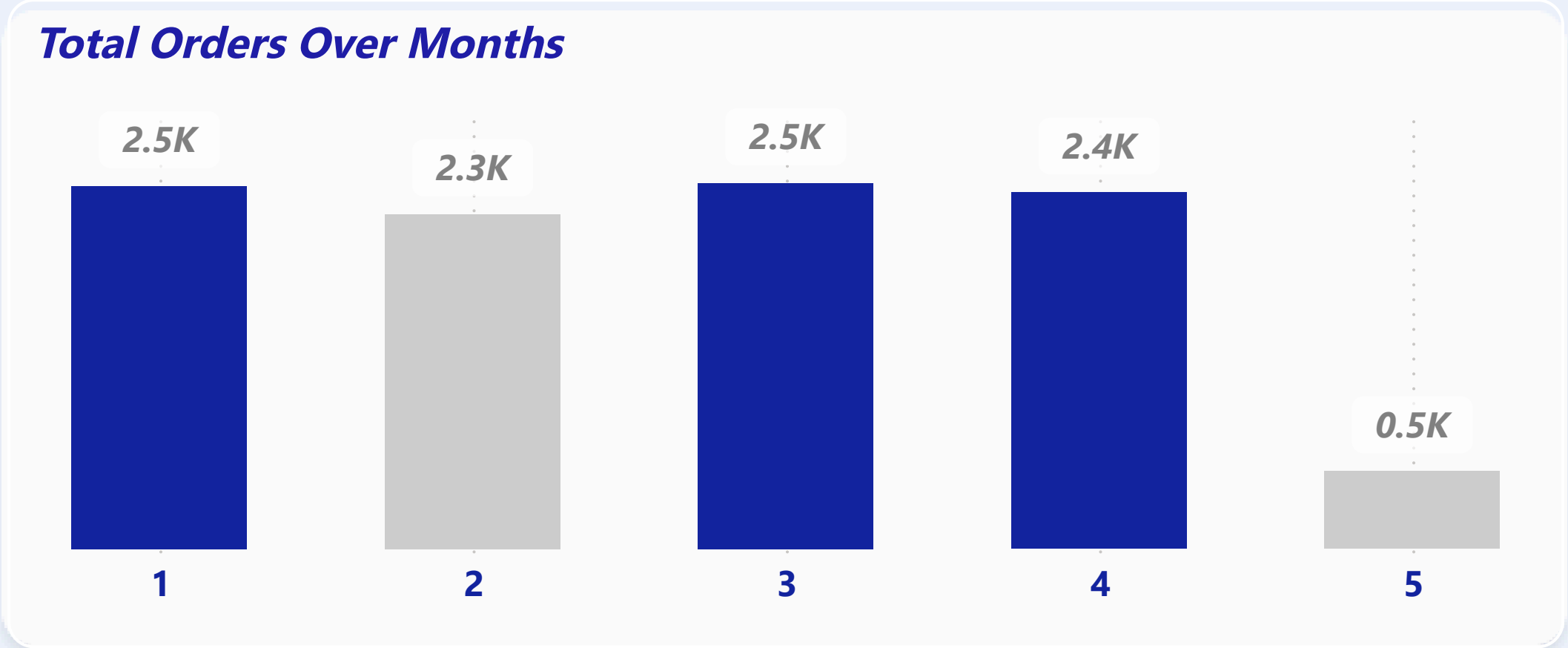
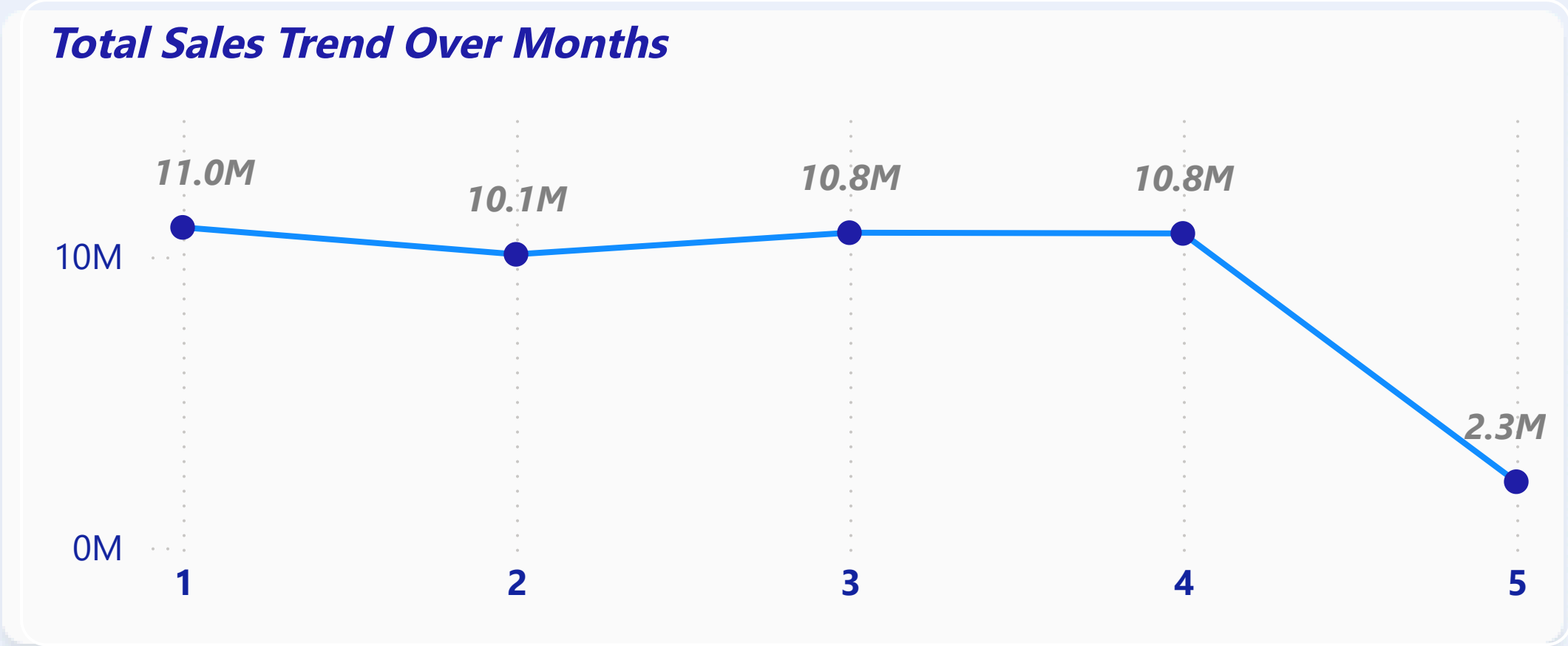
249

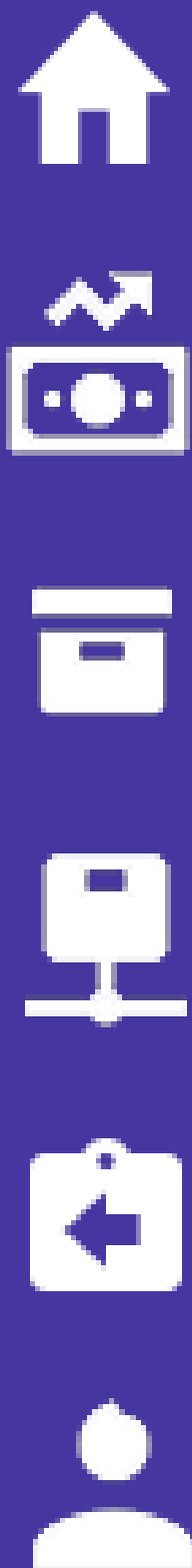
MOM0%

Total Returns

51

MOM0%





# Seen Retails : Sales Analysis

Month

All

State

All

Payment Method

All

Total Revenue

45M

MOM0%

Total Quantity

92K

Avg Order Value

4.41K

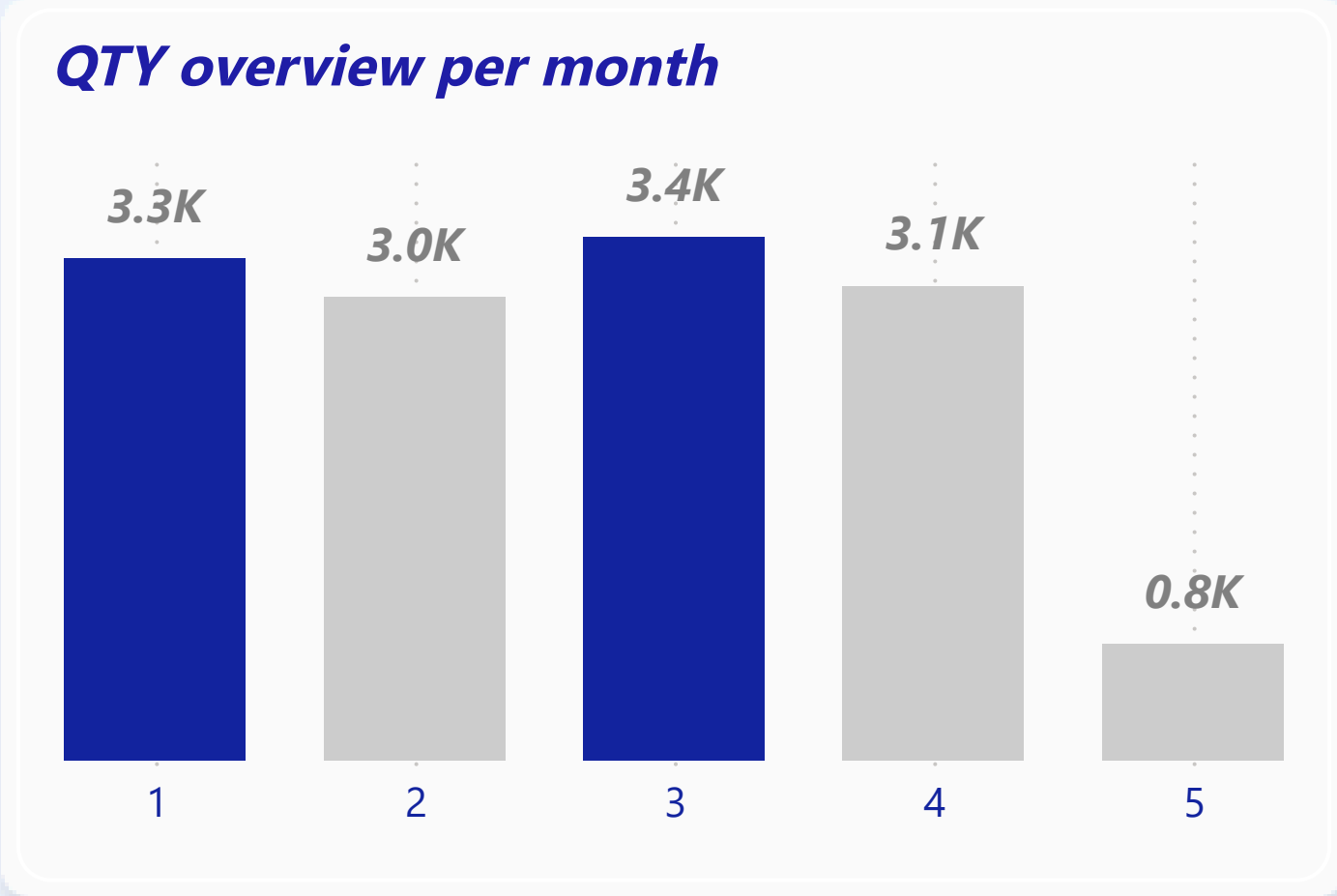
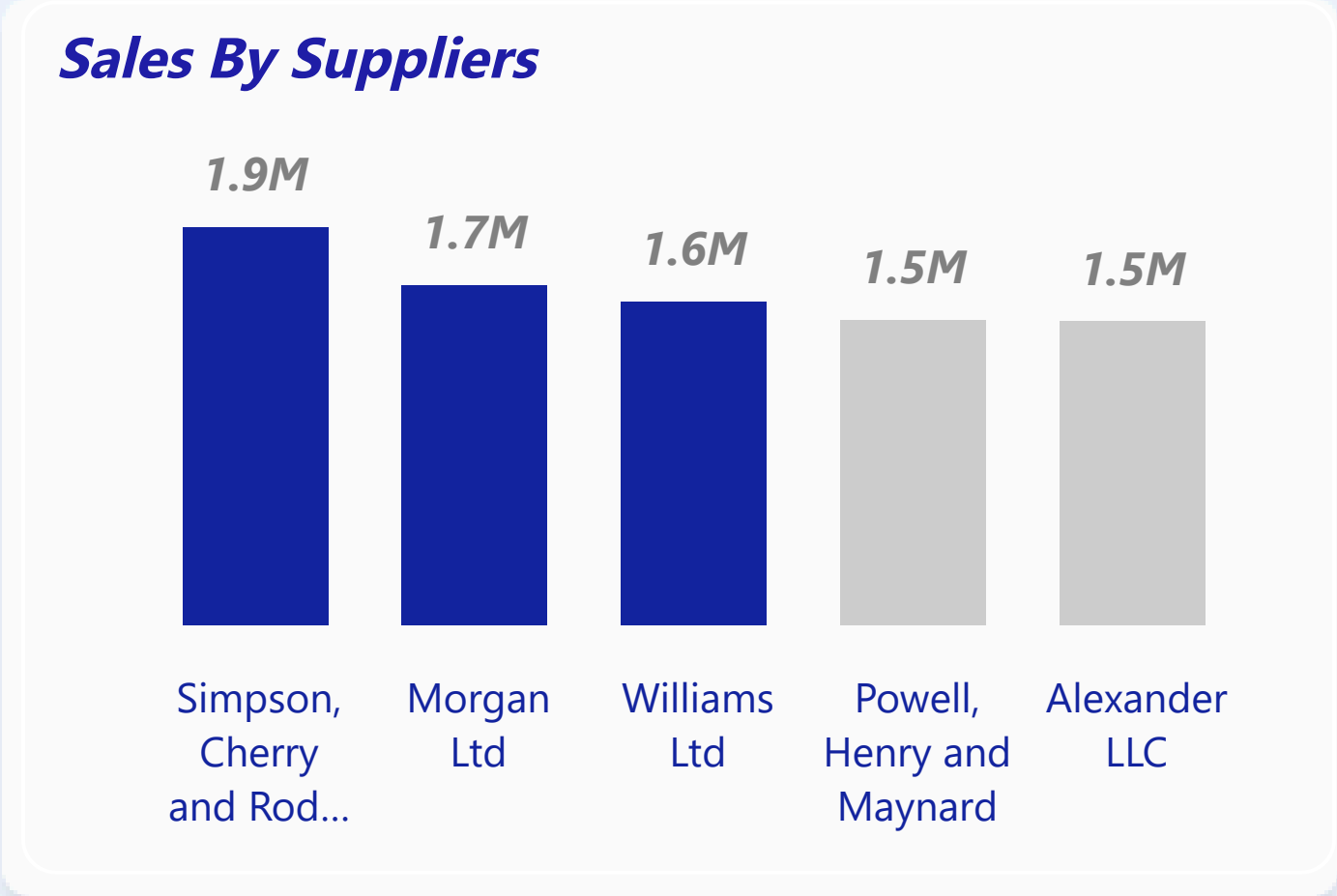
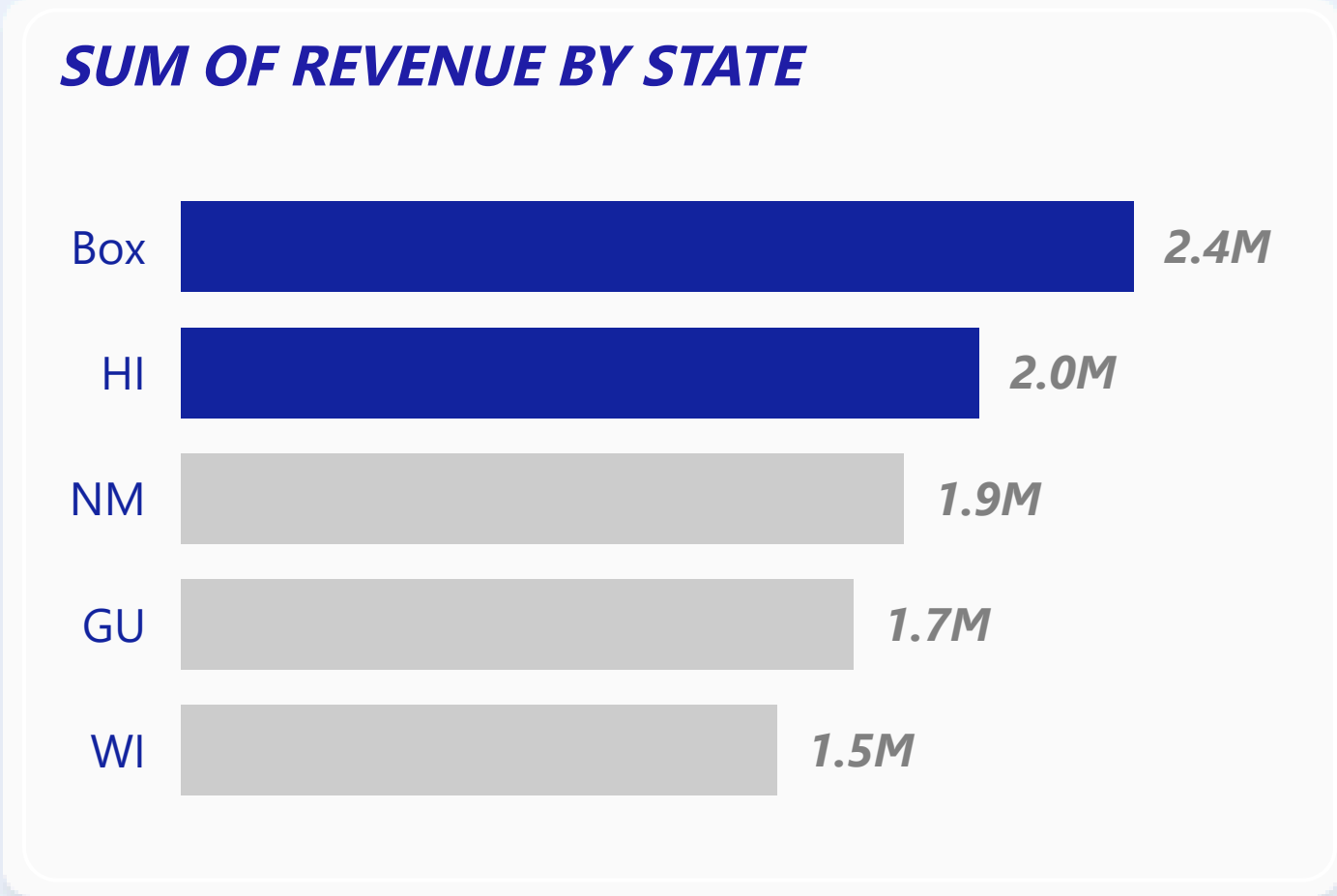
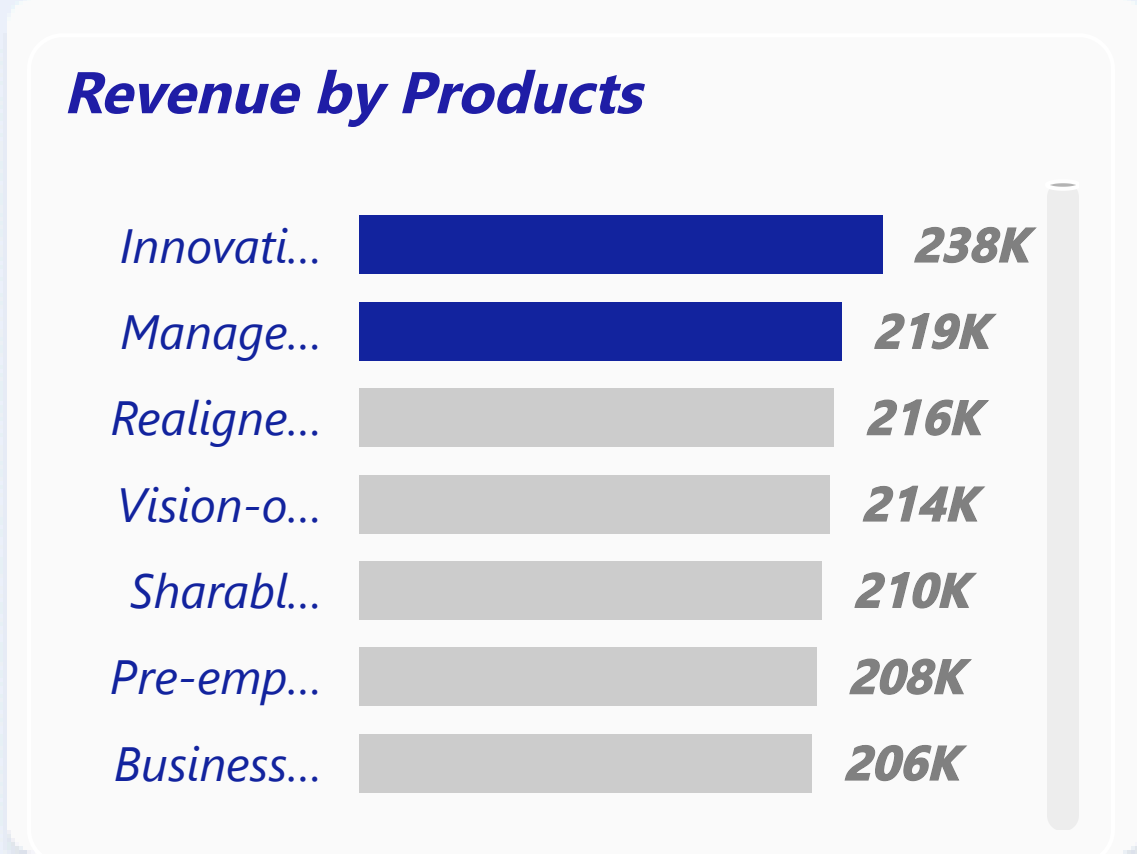
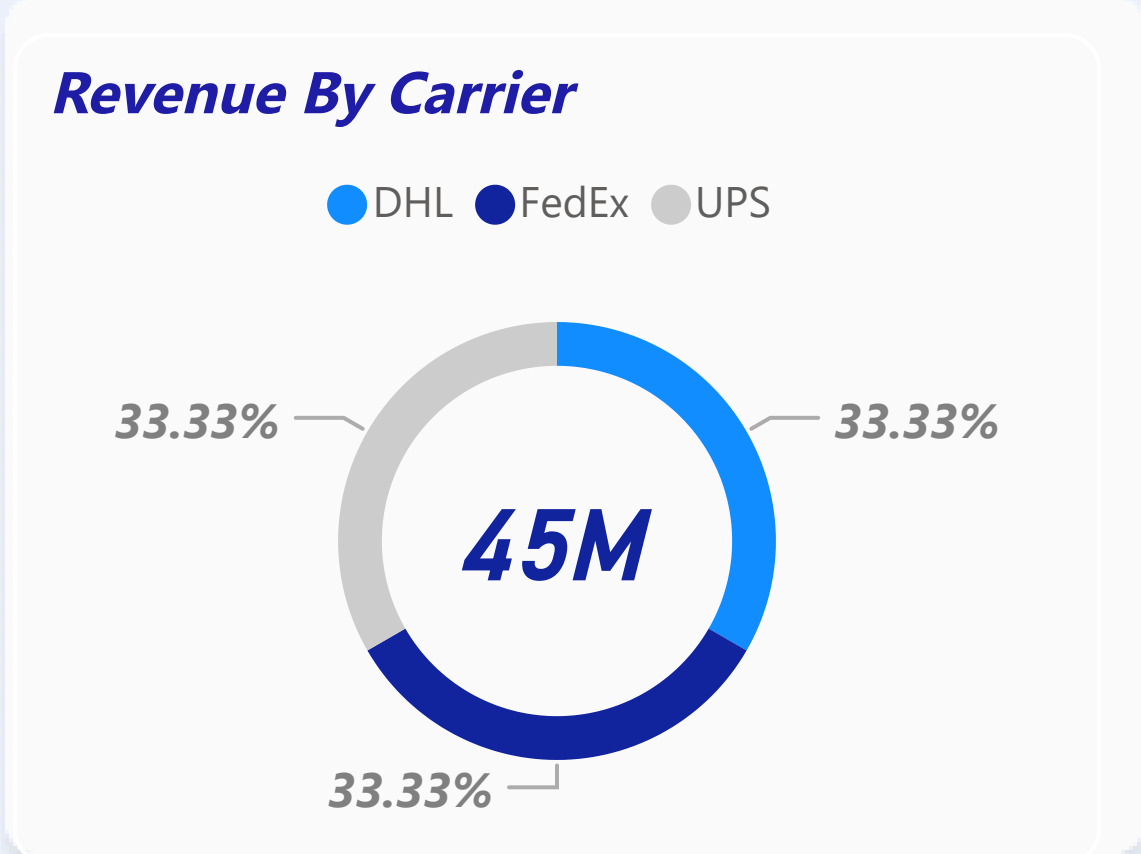
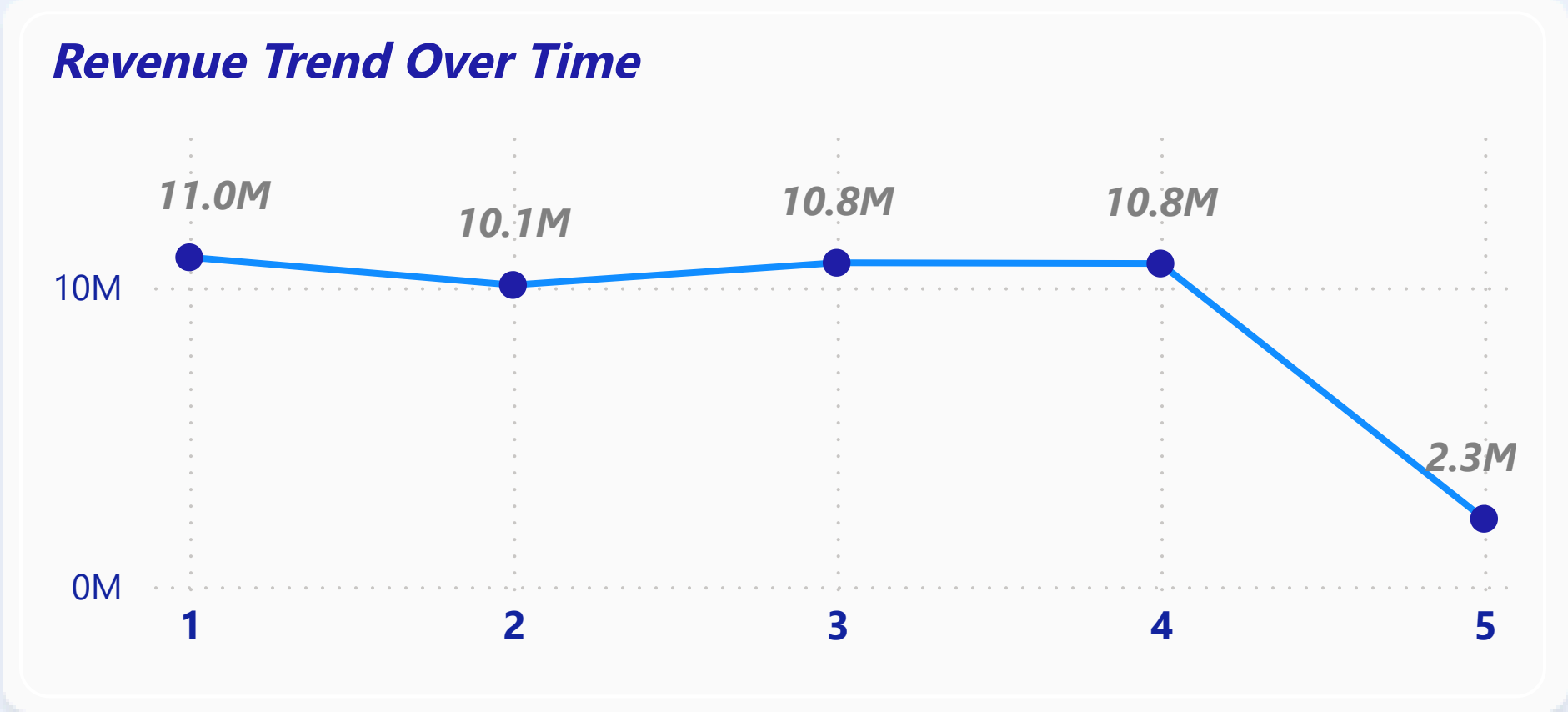
Num of Returns

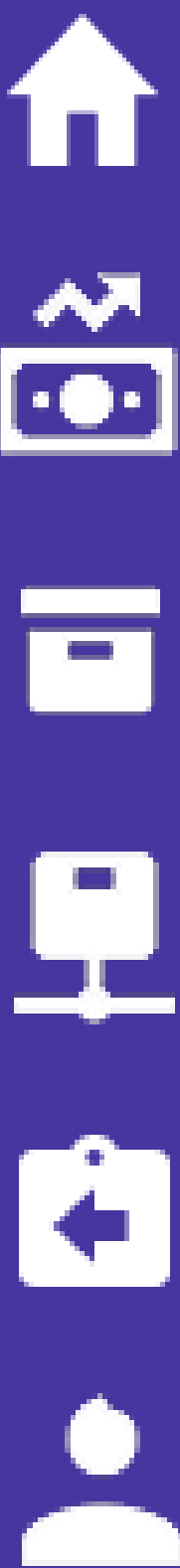
51

MOM0%

Return Rate

1.31%





# Seen Retails : Product Performance

Month

All

State

All

Payment Method

All

Number of Products

600

Number of Categories

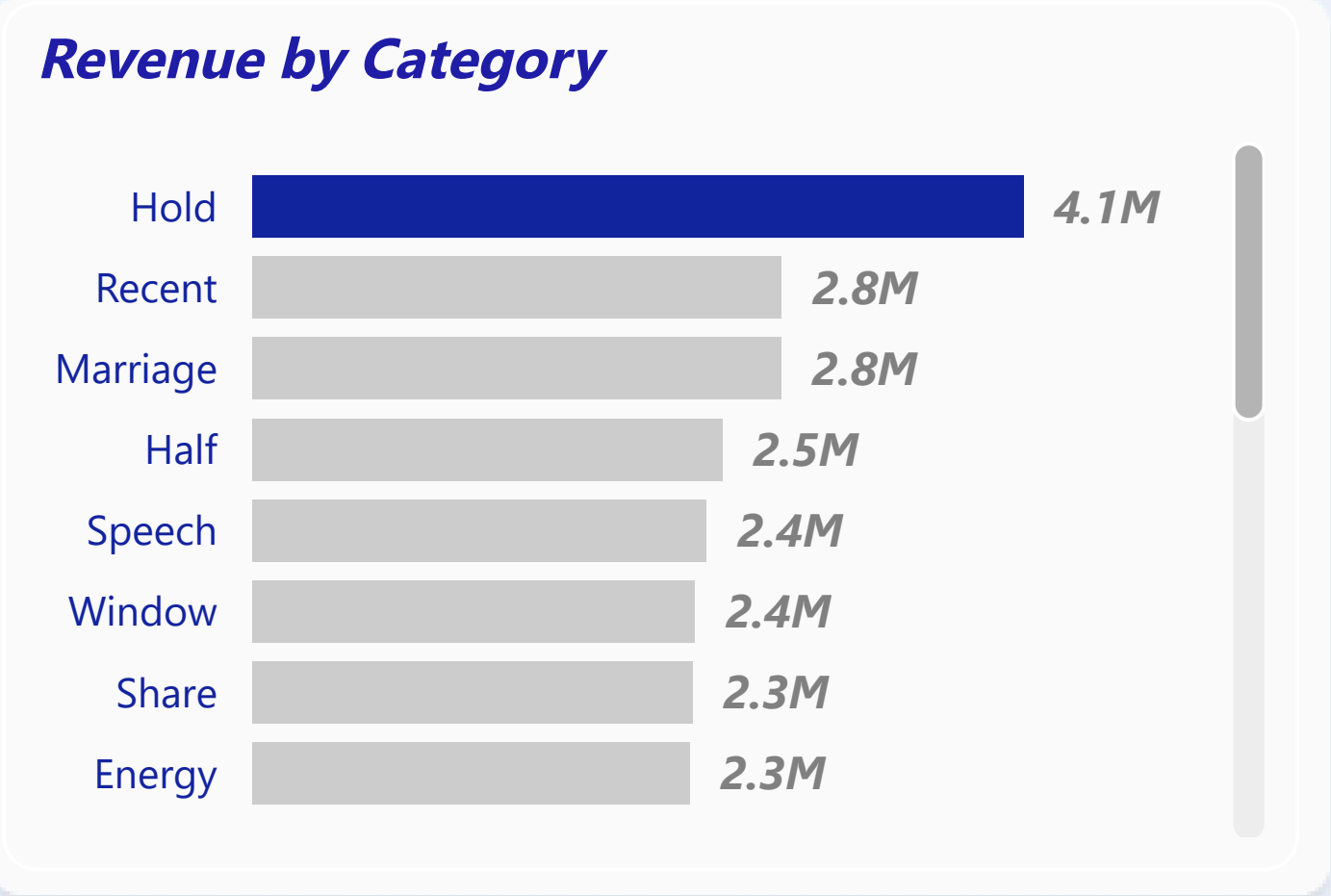
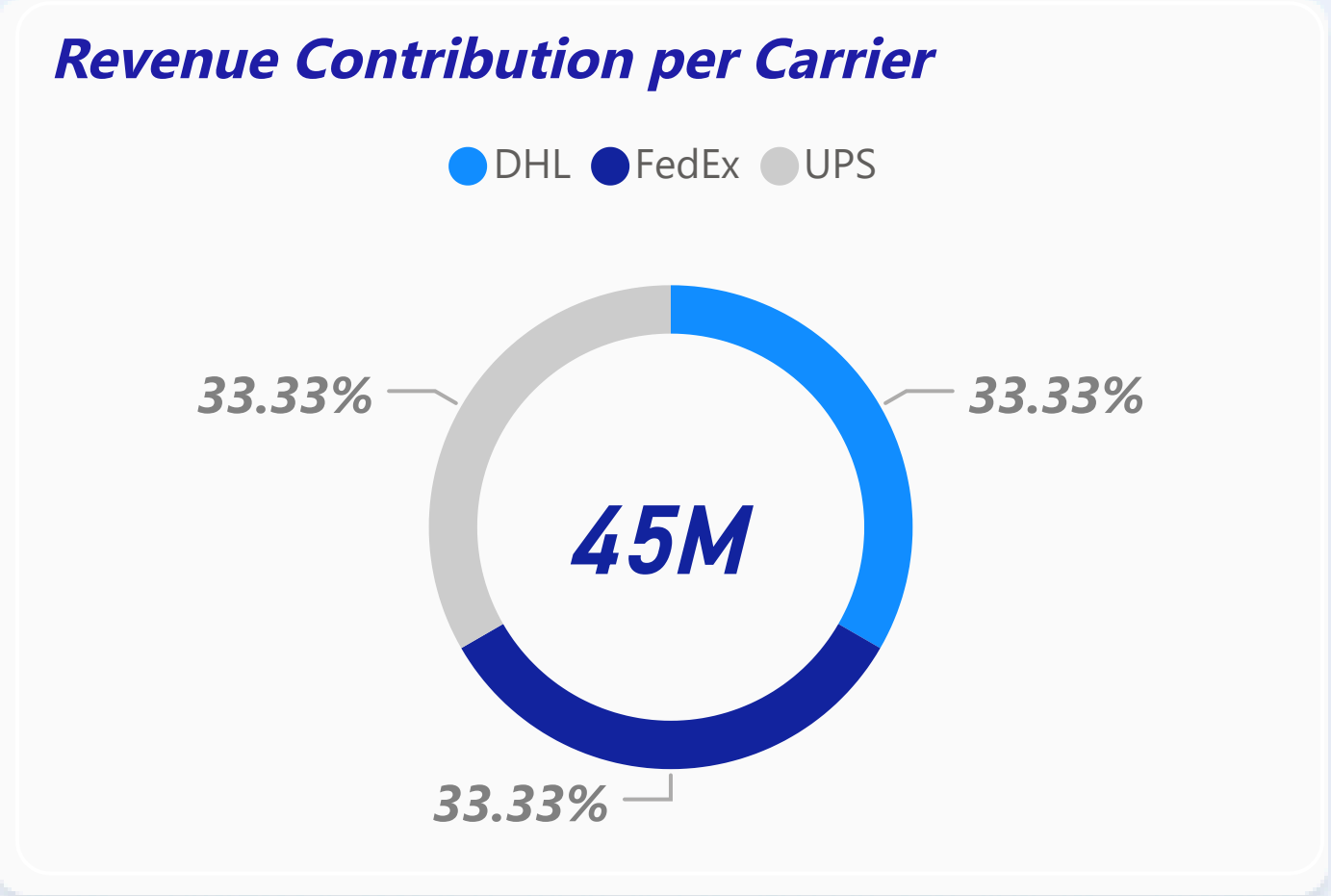
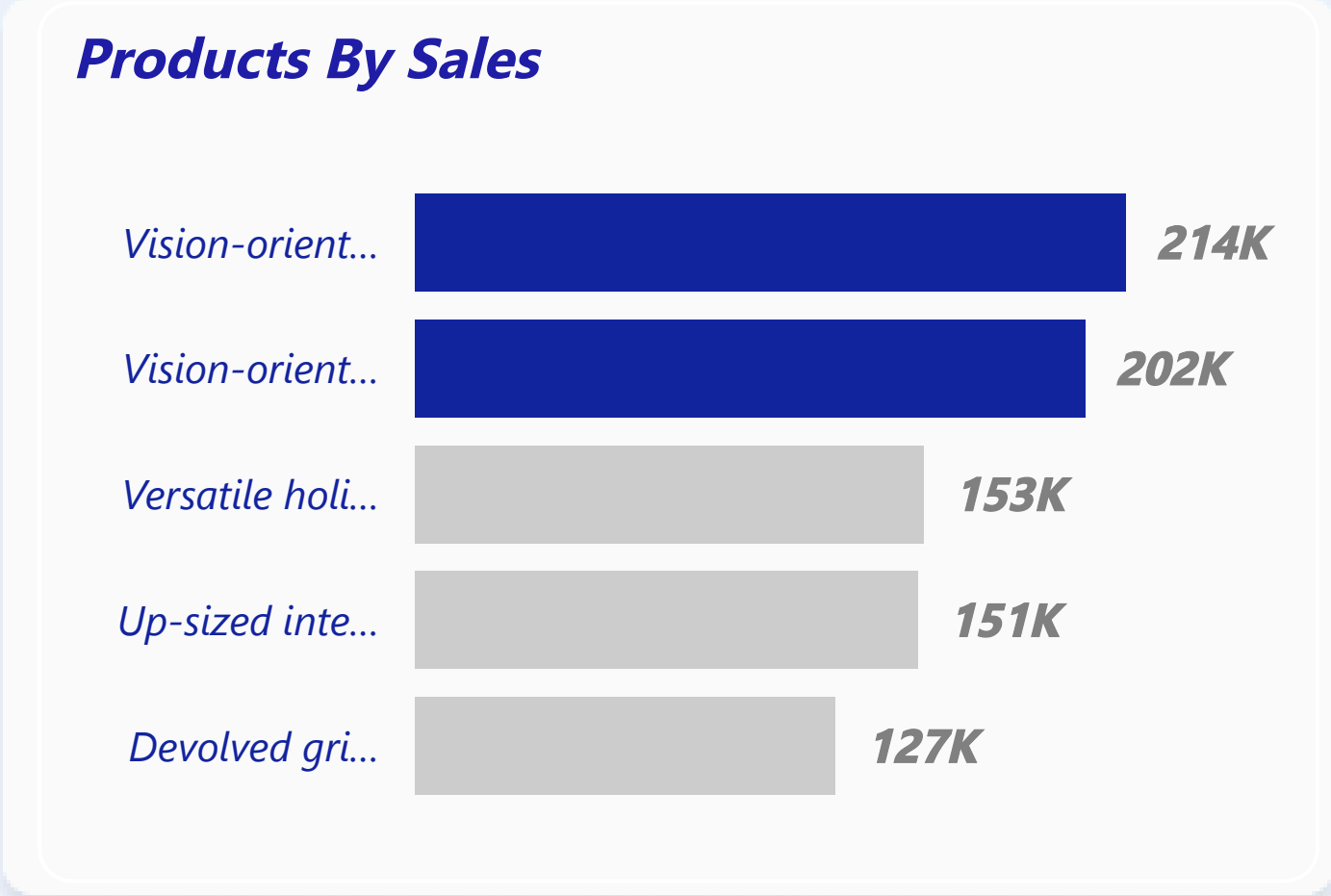
20

Number of Suppliers

50

Avg DOS

28

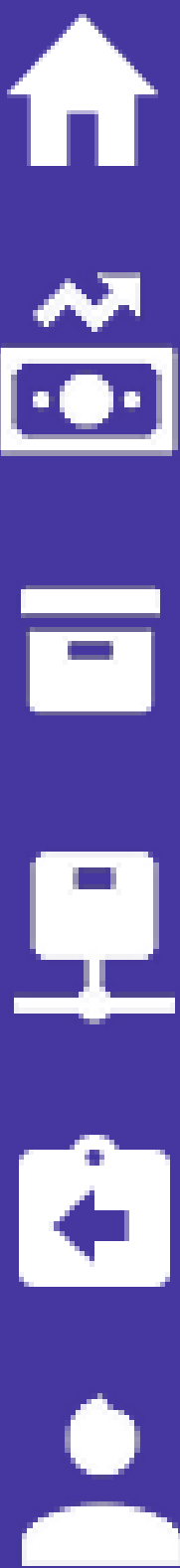


Revenue by Suppliers Over Months

| supplier_name                 | cancelled | delivered | pending | processing | shipped |
|-------------------------------|-----------|-----------|---------|------------|---------|
| Simpson, Cherry and Rodriguez | 0.41M     | 0.38M     | 0.39M   | 0.39M      | 0.38M   |
| Morgan Ltd                    | 0.32M     | 0.30M     | 0.36M   | 0.36M      | 0.33M   |
| Williams Ltd                  | 0.29M     | 0.33M     | 0.36M   | 0.31M      | 0.29M   |
| Powell, Henry and Maynard     | 0.32M     | 0.26M     | 0.30M   | 0.30M      | 0.31M   |
| Alexander LLC                 | 0.27M     | 0.27M     | 0.31M   | 0.32M      | 0.31M   |
| Ramos, White and Foley        | 0.28M     | 0.30M     | 0.30M   | 0.28M      | 0.26M   |
| Total                         | 8.87M     | 8.87M     | 9.31M   | 8.98M      | 8.92M   |

Top Wishlisted Products & DOS

| product_name                          | stock_quantity | DOS PerProduct |
|---------------------------------------|----------------|----------------|
| Adaptive 5thgeneration solution       | 253            | 28             |
| Adaptive disintermediate matrices     | 253            | 28             |
| Adaptive empowering alliance          | 253            | 28             |
| Adaptive intangible Graphic Interface | 253            | 28             |
| Advanced 6thgeneration adapter        | 253            | 28             |
| Advanced analvzing knowledge user     | 253            | 28             |
| Total                                 |                | 28             |



Seen Retails : Logistic & Fullfilment

Month

All

State

All

Payment Method

All

Total Orders

10,200

Avg shipping Days

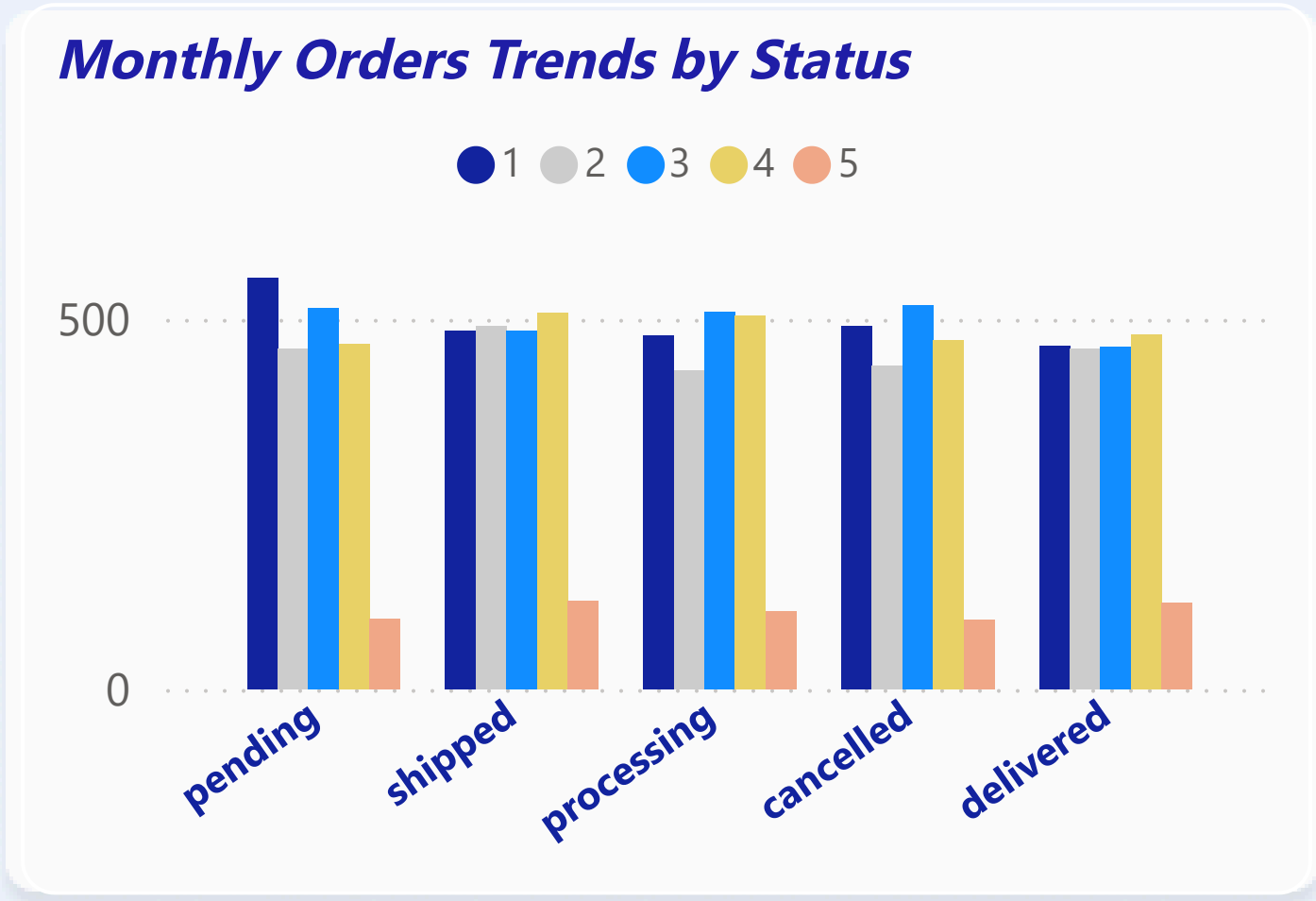
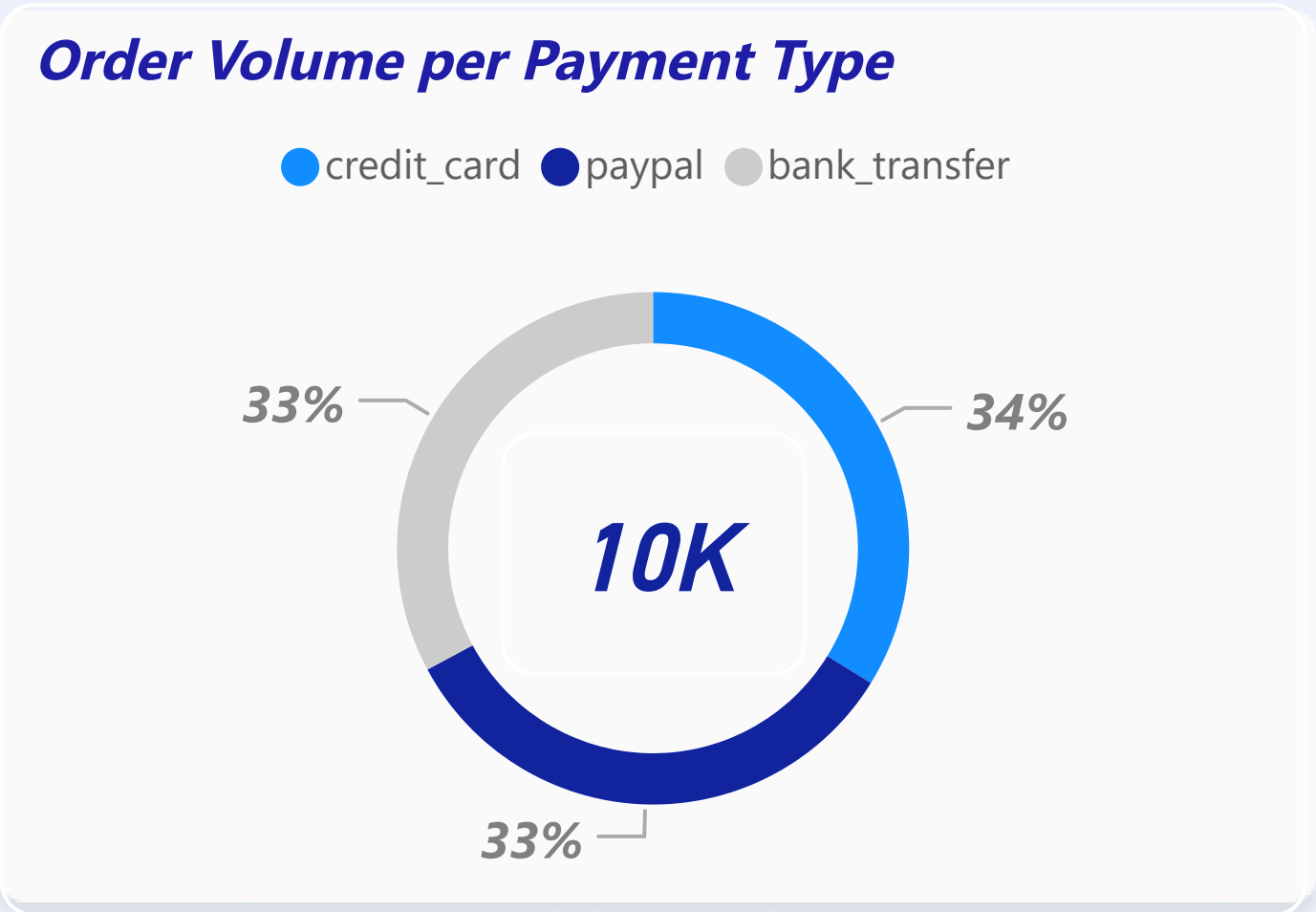
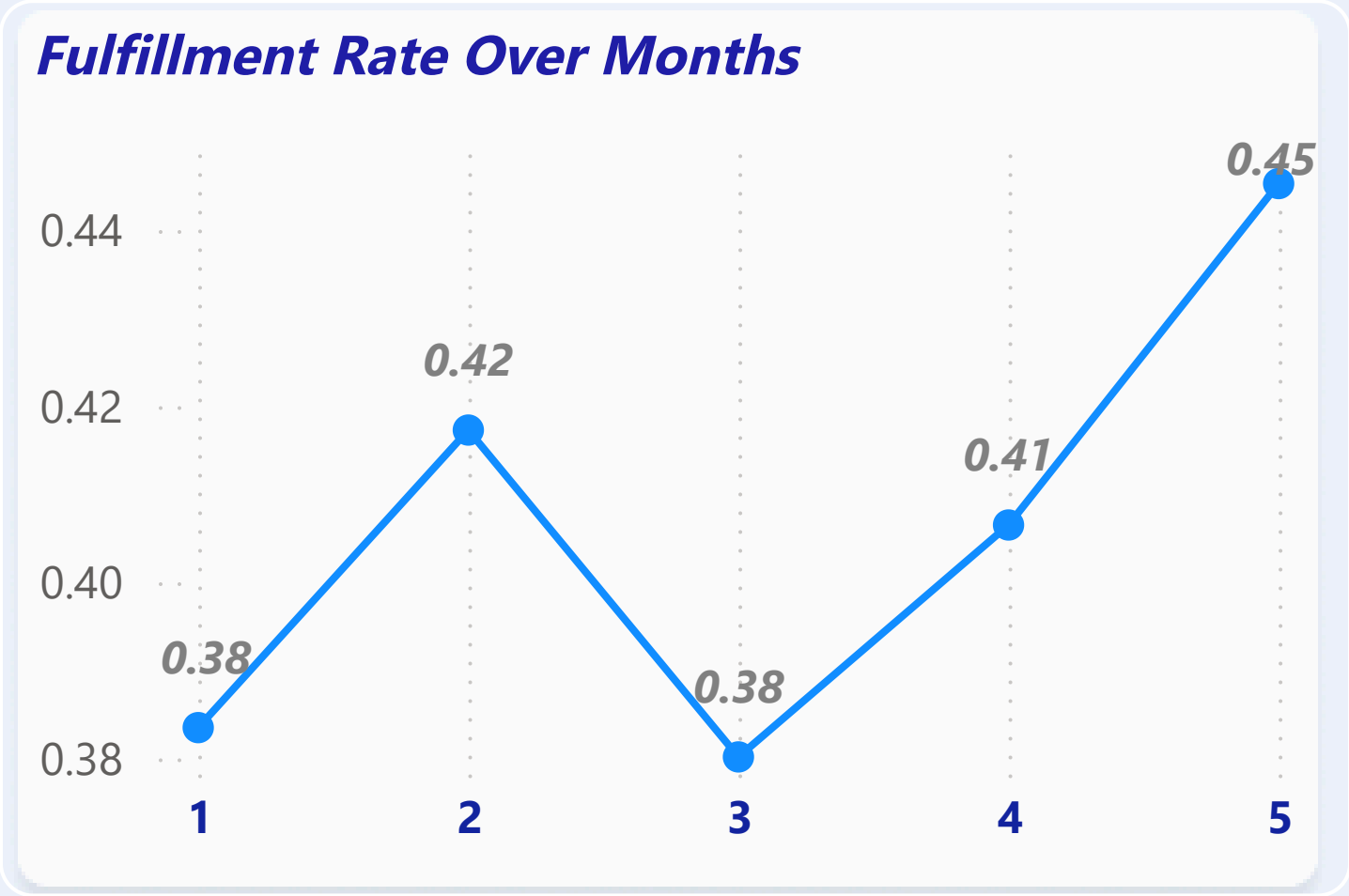
1.00

Out of Stock Products

1

Number of Carriers

3



Shipping Performance by Carrier

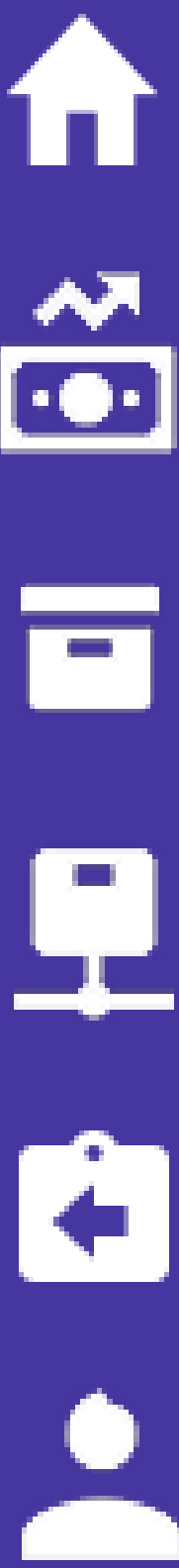
| carrier | Orders Shipped | Orders Delivered |
|---------|----------------|------------------|
| DHL     | 6194           | 658              |
| FedEx   | 6194           | 639              |
| UPS     | 6194           | 686              |
| Total   | 6194           | 1983             |

status Performance by Carrier

| status     | Delivered | Shipped | carrier |
|------------|-----------|---------|---------|
| cancelled  | 1983      |         |         |
| delivered  | 1983      |         | DHL     |
| delivered  | 1983      |         | FedEx   |
| delivered  | 1983      |         | UPS     |
| pending    | 1983      |         |         |
| processing | 1983      |         |         |
| Total      | 1983      | 6194    |         |

Low Stock Products – Action Needed

| product_name                          | STOCK QTY | DOS | supplier_name   |
|---------------------------------------|-----------|-----|-----------------|
| Adaptive 5thgeneration solution       | 194       | 28  | Ramos, White ar |
| Adaptive disintermediate matrices     | 189       | 28  | Ramos, White ar |
| Adaptive empowering alliance          | 20        | 28  | Morrison and Sc |
| Adaptive intangible Graphic Interface | 143       | 28  | Gilmore-Merritt |
| Advanced 6thgeneration adapter        | 160       | 28  | Alexander LLC   |
| Advanced analyzing knowledge user     | 15        | 28  | Scott-Young     |
| Total                                 | 91881     | 28  |                 |



# Seen Retails : Return Analysis

Month

All

State

All

Payment Method

All

TOTAL Orders

10,200

TOTAL RETURNS

103

Return Rate

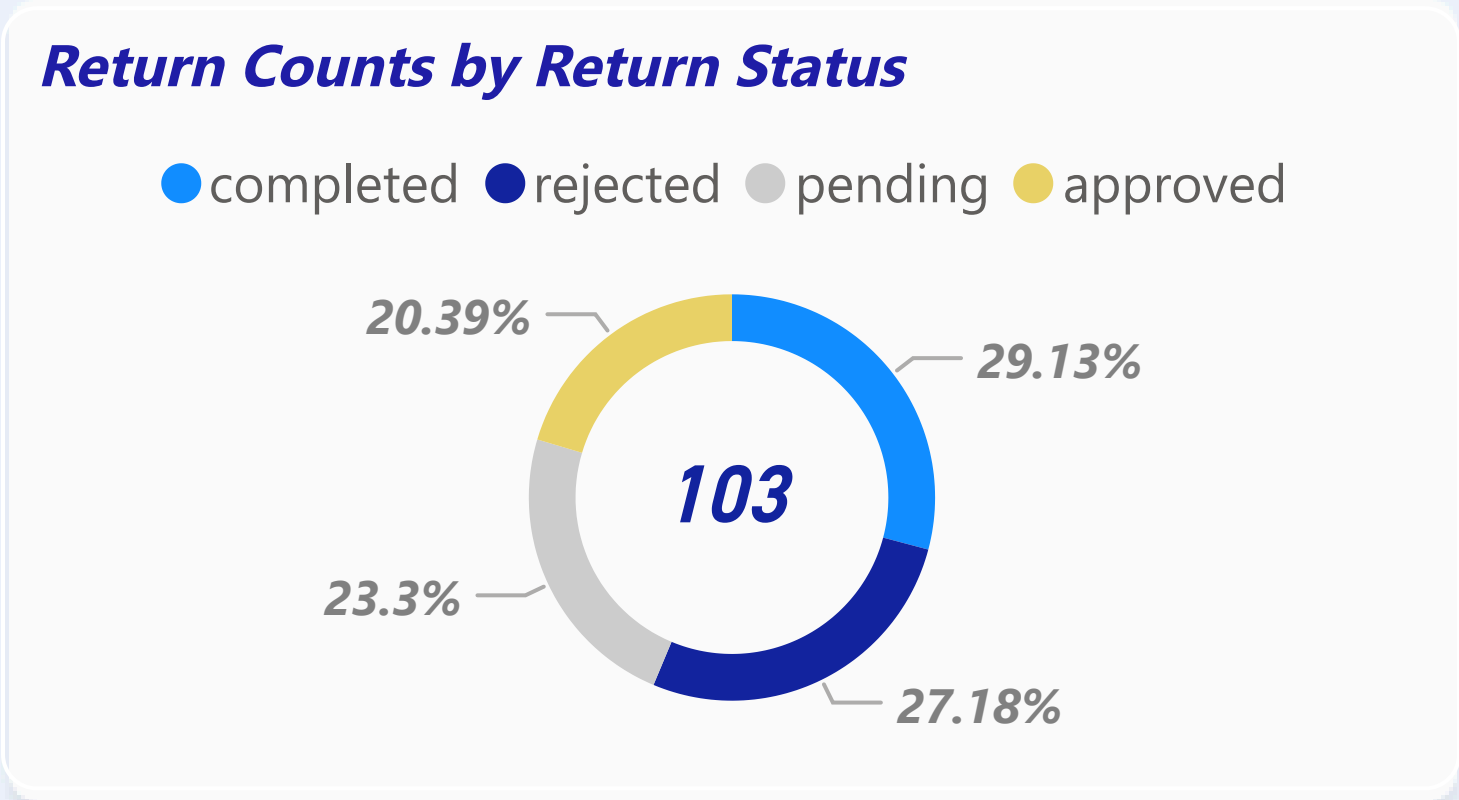
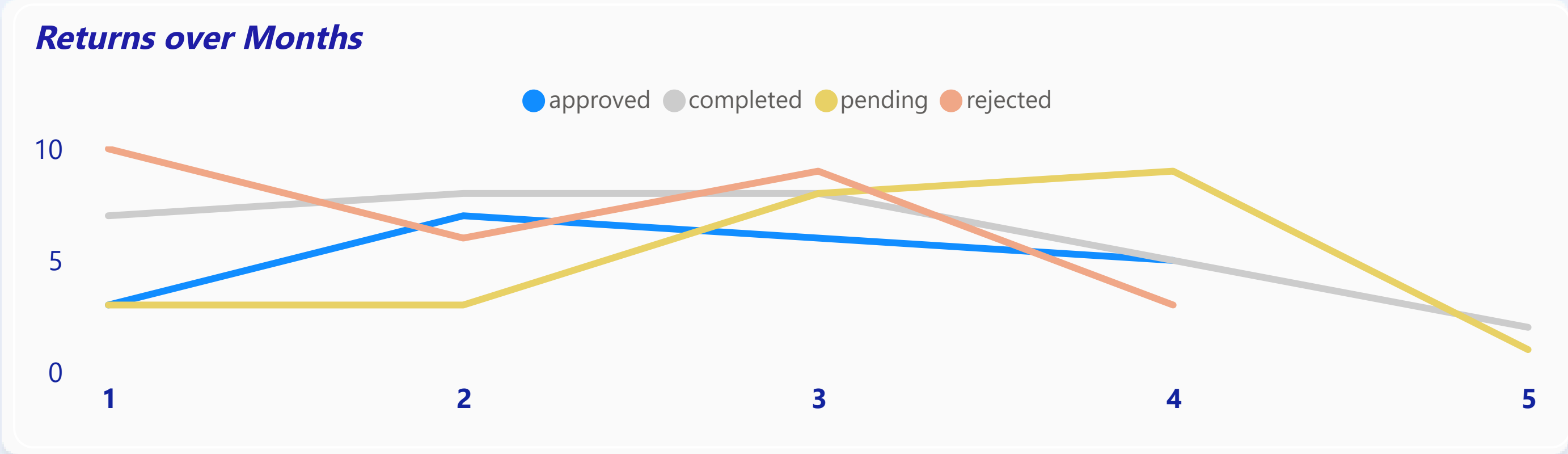
1.31%

Disc / Order %

21.09%

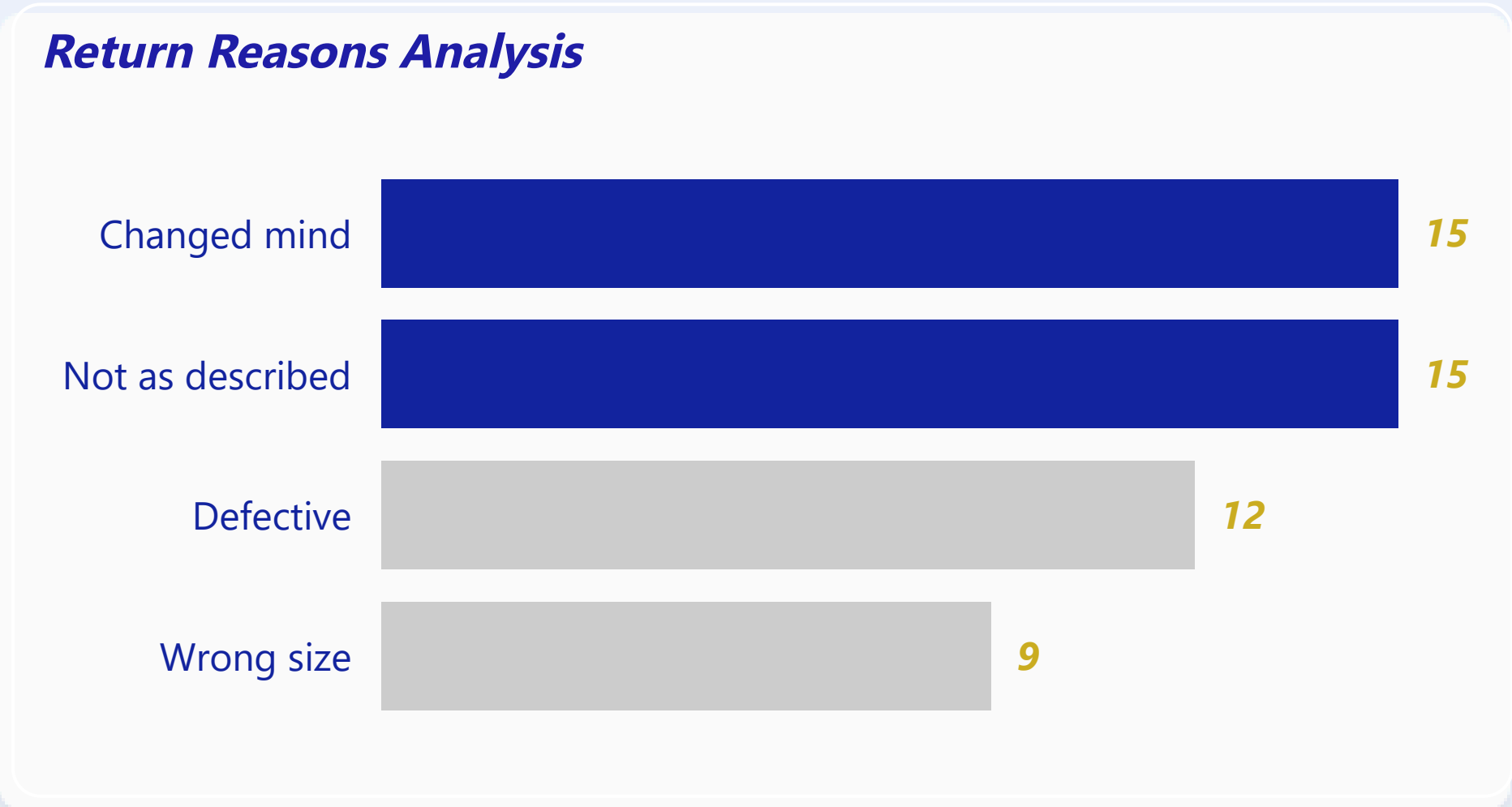
loss from returns

241.96K

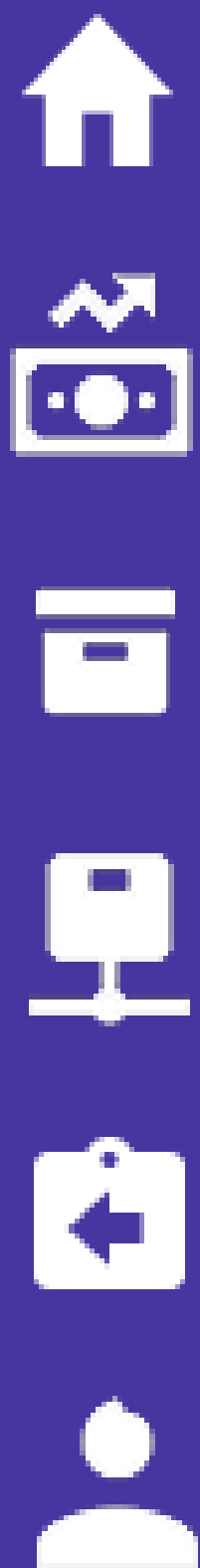


Monthly Return Revenue Losses with Reasons

| state_code | return_status | ReturnMonthMeasure | reason           | LossFromReturn |
|------------|---------------|--------------------|------------------|----------------|
| HI         | approved      | February           | Changed mind     | 14,838.73      |
| HI         | completed     | March              | Changed mind     | 14,838.73      |
| OR         | approved      | January            | Not as described | 14,241.19      |
| OR         | completed     | March              | Not as described | 14,241.19      |
| SD         | approved      | March              | Defective        | 13,102.49      |
| GU         | approved      | March              | Not as described | 12,831.50      |
| GU         | completed     | May                | Not as described | 12,831.50      |
| AZ         | approved      | February           | Not as described | 9,527.20       |
| Total      |               | May                |                  | 241,959.39     |







# Seen Retails : Customer Insights

Month

All

State

All

Payment Method

All

Number of Customers

250

MOM0%

Avg Session Length

62

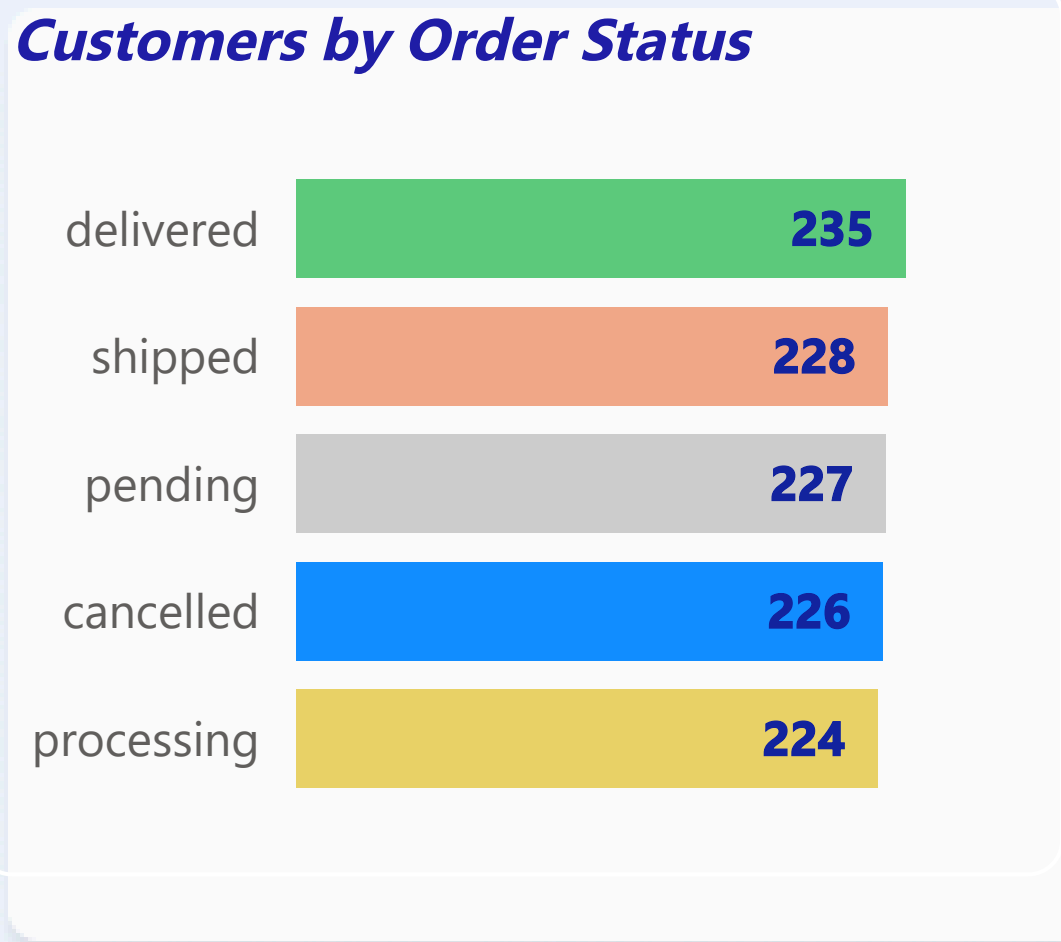
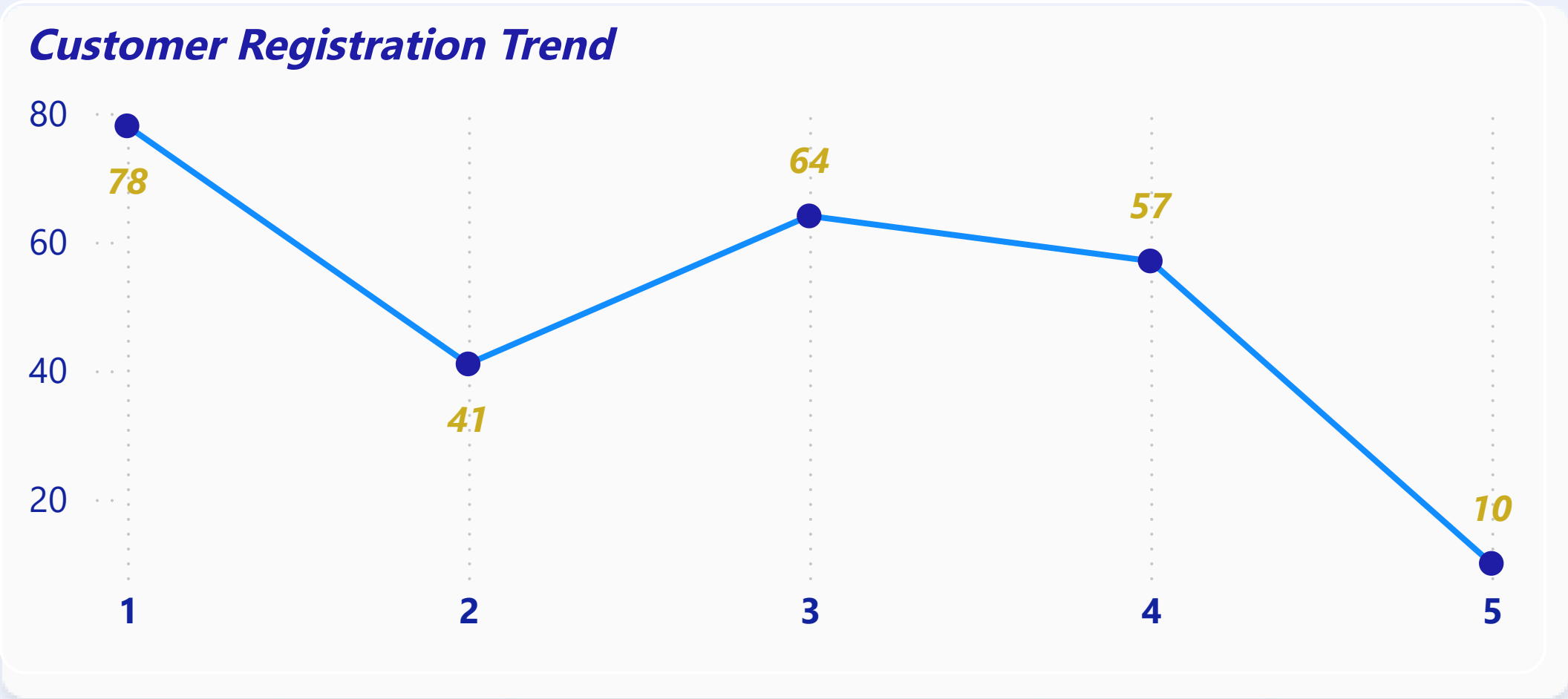
Avg Revenue Per customer

180K

CLT433K

Avg Orders per Customer

41



Customer Purchase Summary

| full_name       | Order Count | product_id | revenue       | CLT        |
|-----------------|-------------|------------|---------------|------------|
| Ryan Chang      | 73          | 222        | 302,643.41    | 771,978.71 |
| Robyn Reed      | 68          | 218        | 307,115.89    | 719,103.46 |
| Suzanne Bennett | 68          | 221        | 297,327.19    | 719,103.46 |
| Zachary Aguirre | 66          | 216        | 329,685.39    | 697,953.35 |
| Mark Spence     | 65          | 185        | 265,418.79    | 687,378.30 |
| Dana Farrell    | 64          | 194        | 308,903.76    | 676,803.25 |
| Total           | 10200       | 30668      | 44,943,966.02 | 433,194.85 |