

A horizontal line starts from the left edge of the slide, extends to the right, and then turns diagonally down and to the right, ending at a solid dark grey circle.

ALEKSANDAR POPOVIC

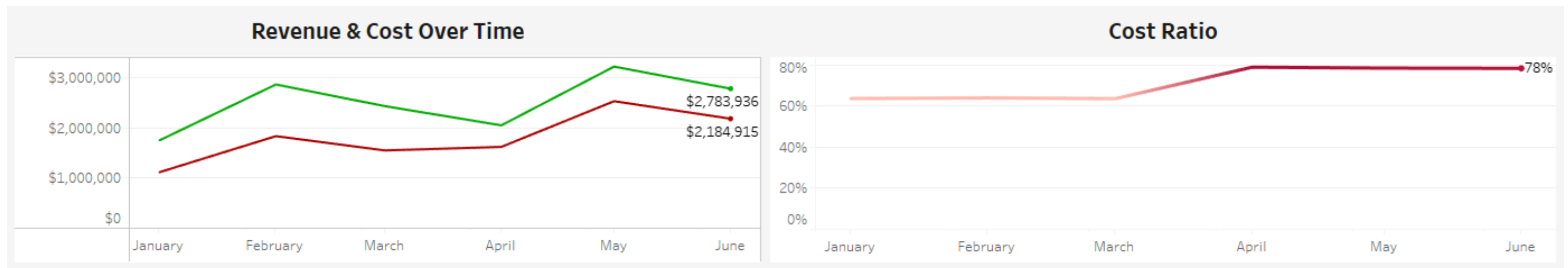
DATA ANALYSIS

TASK

On the right side of the slide, there are two large, stylized blue geometric shapes. The top one is a large triangle pointing to the left, with a white border. The bottom one is a smaller triangle pointing upwards, also with a white border.

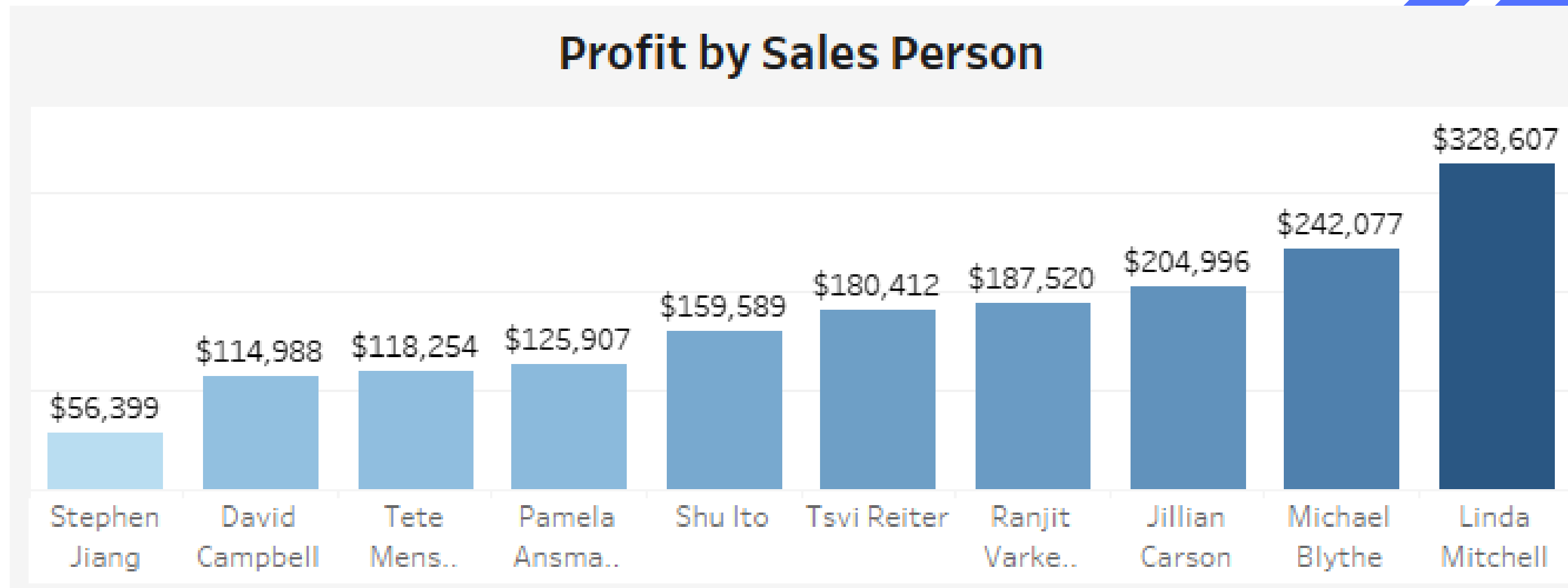
REVENUE AND COST

- DECREASE IN REVENUE IN APRIL 2008
- DRASTIC INCREASE IN COST MAY-JUNE 2008
- COST RATIO = TOTAL COST / TOTAL REVENUE
(RED=BAD=SMALLER PROFIT)
- INCREASE IN COST RATIO APRIL - JUNE 2008



SALES PERFORMANCE (APRIL - JUNE)

- STEPHEN JIANG UNDERPERFORMED IN THIS PERIOD
- AVERAGE SALESPERSON PROFIT 172K IN THIS PERIOD
- 5 PEOPLE FROM THE VIEW ARE BELOW AVERAGE



UNDERPERFORMING PRODUCTS (APRIL - JUNE)

- TOP 5 PRODUCTS THAT HAD LEAST PROFIT AMOUNT (EACH MONTH)

Underperforming Products						
Month of Order Date	Product Name					
April	Road-750 Black, 44	\$453				
	Touring-3000 Blue, 62	\$505				
	Touring-3000 Blue, 44	\$971				
	Mountain-500 Black, 52	\$2,251				
	Mountain-500 Black, 40	\$2,506				
May	Touring-3000 Blue, 62	\$633				
	Mountain-500 Black, 52	\$1,257				
	Mountain-500 Black, 40	\$1,415				
	Touring-3000 Blue, 44	\$1,529				
	Road-750 Black, 44	\$1,819				
June	Road-750 Black, 44	\$682				
	Touring-3000 Blue, 44	\$1,284				
	Mountain-500 Black, 52	\$1,557				
	Mountain-500 Black, 40	\$1,615				
	Touring-3000 Blue, 62	\$2,045				

COST RATIO BY PROVINENCE (APRIL - JUNE)

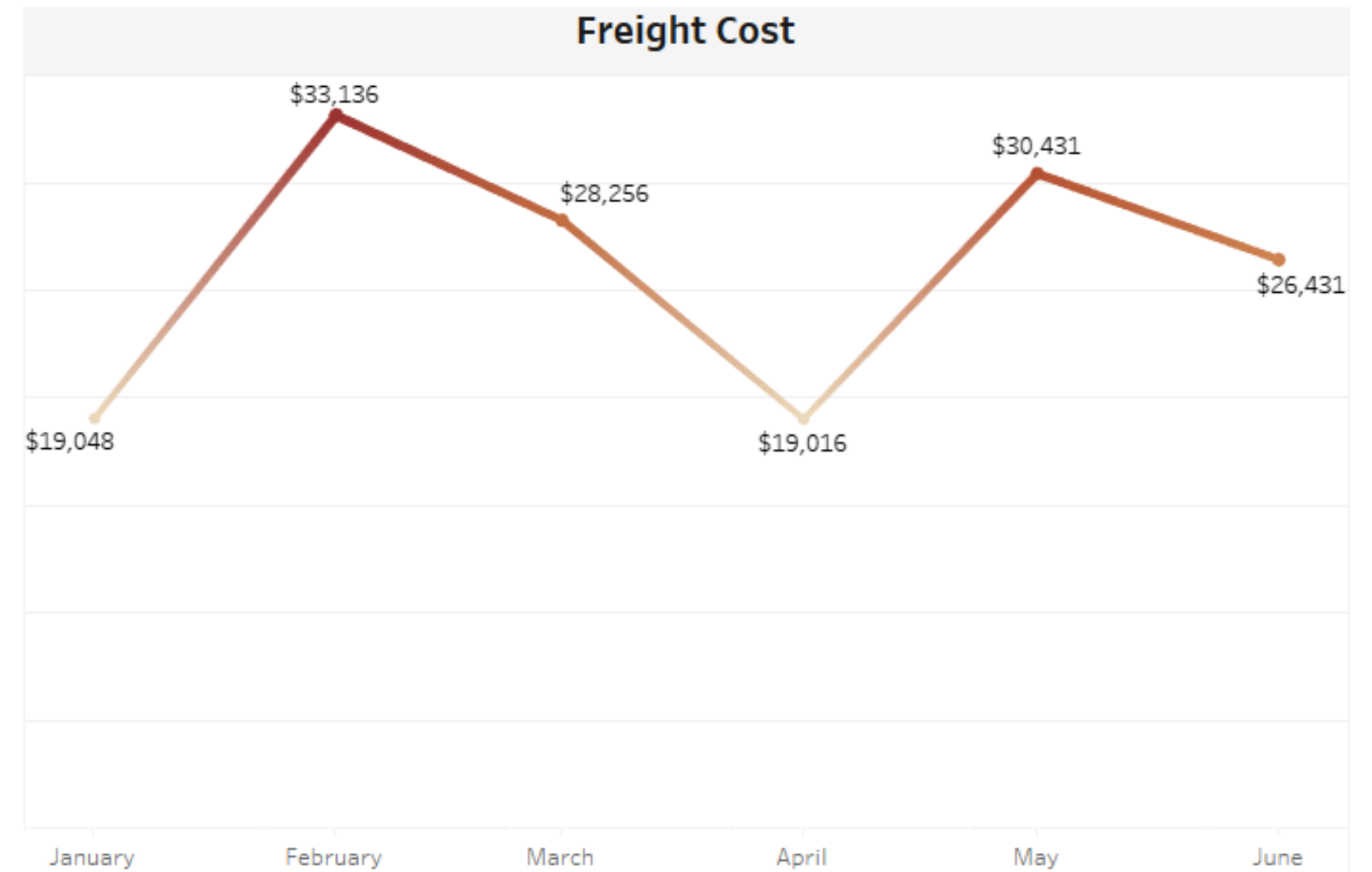
- TOP 10 COST RATIO BY PROVINENCE
- REDUCING SALES FOCUS ON THE HIGHEST COST RATIOS HERE CAN LEAD TO MORE PROFIT

Cost Ratio By Province

Garonne (Haute) France 85%	Virginia United States 82%	Oregon United States 81%	Seine Saint Denis France 80%
Hauts de Seine France 84%	South Dakota United States 82%	Seine (Paris) France 80%	Seine et Marne France 79%
New Hampshire United States 82%	Idaho United States 81%		

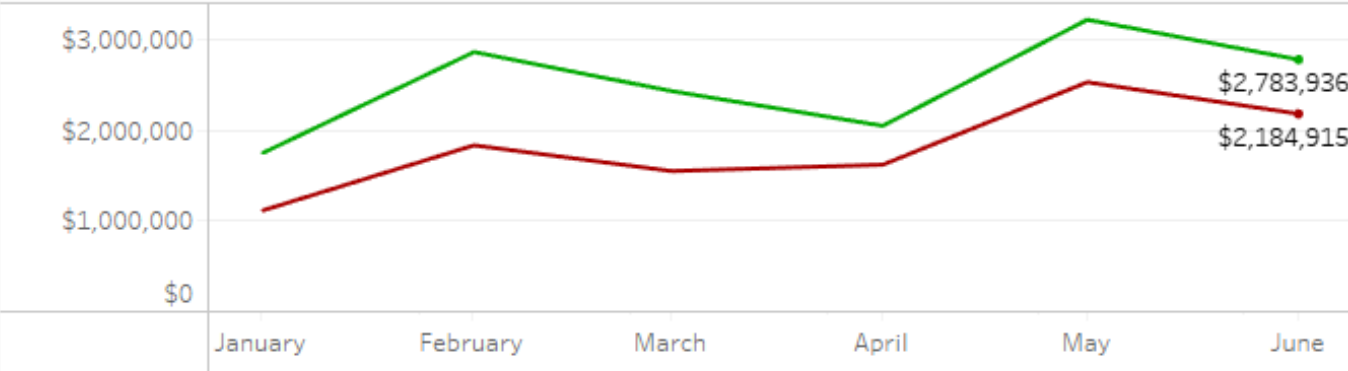
FREIGHT COST

- FREIGHT COST DID NOT HAVE A NOTABLE IMPACT IN PROFITS DECLINING
- HISTORICALLY FREIGHT COST GOES UP AND DOWN

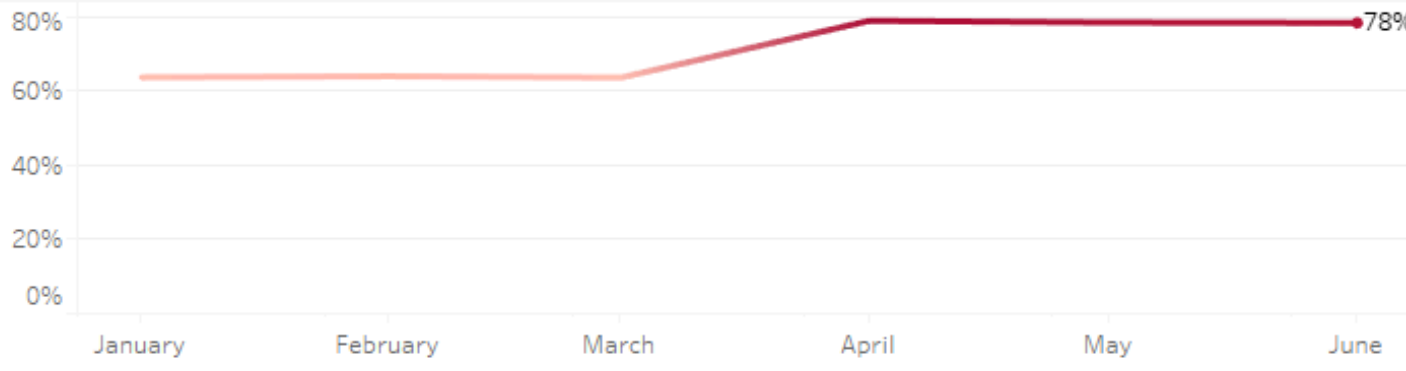


OVERALL DASHBOARD

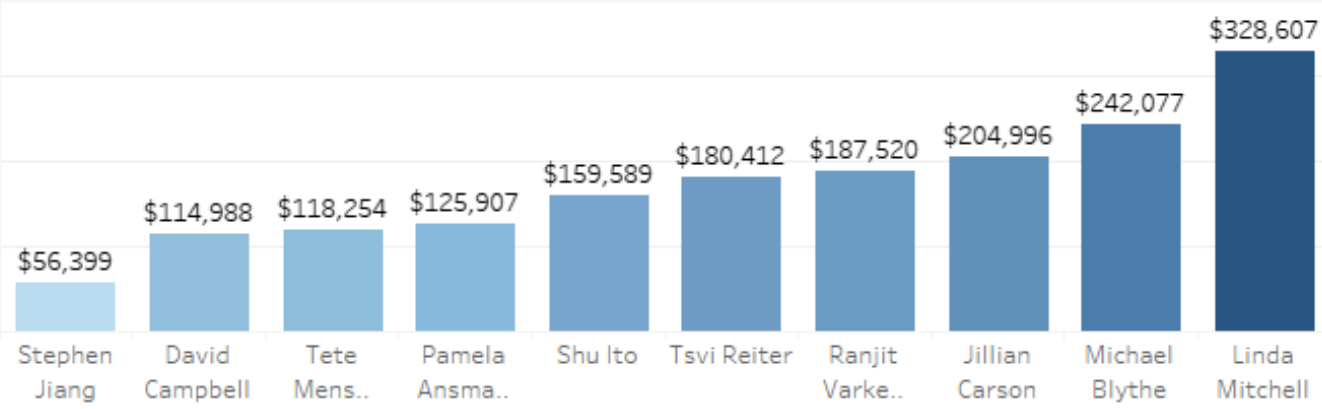
Revenue & Cost Over Time



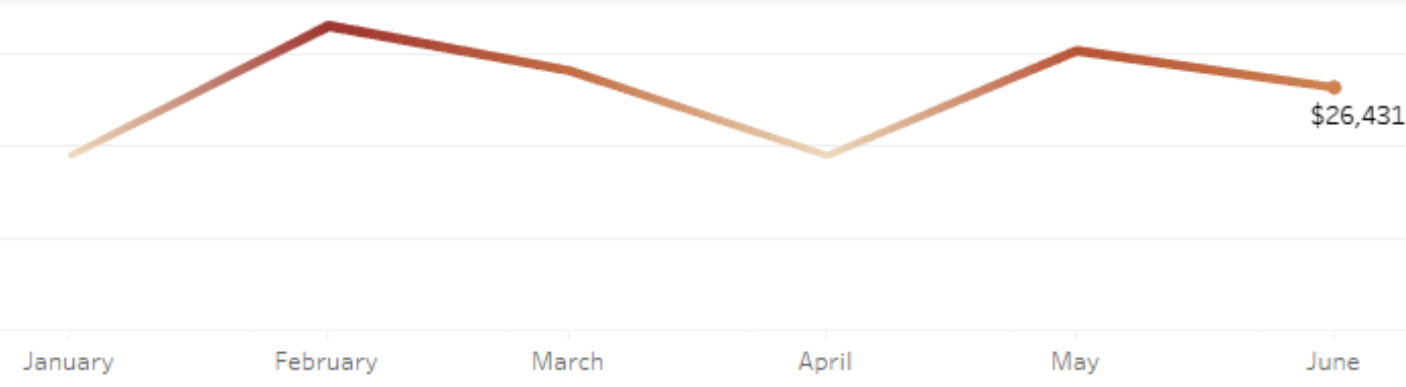
Cost Ratio



Profit by Sales Person



Freight Cost



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THANKS!