

Total Sales

\$ 733.2K

▲ 20.4% vs PY

Measure Names

■ CY Sales

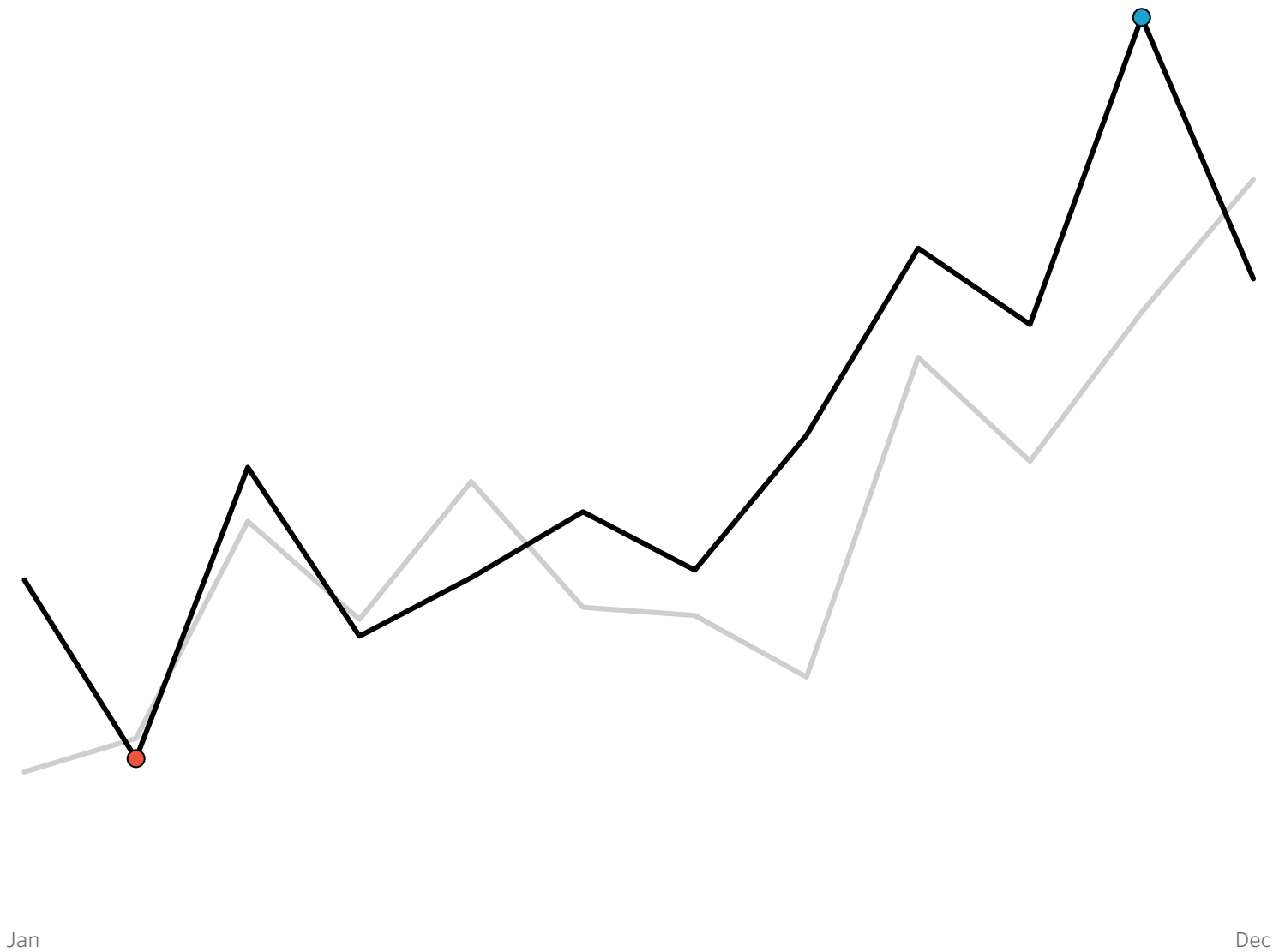
■ PY Sales

Min/Max Sales

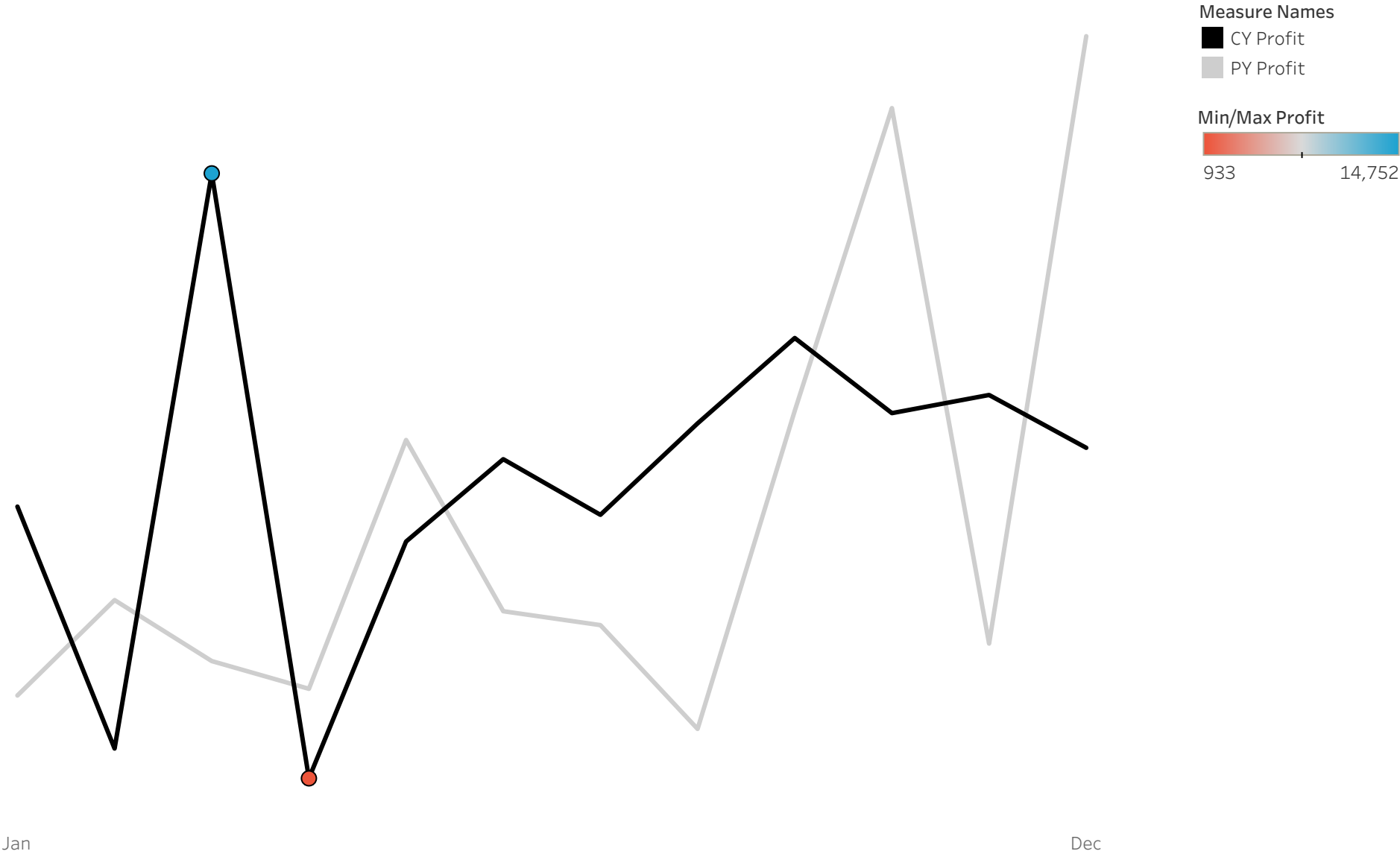


20,301

118,448



Total Profit
\$ 93.4K
▲ 14.2% vs PY



Total Quantity

12K

▲ 26.8% vs PY

Measure Names

■ CY Quantity

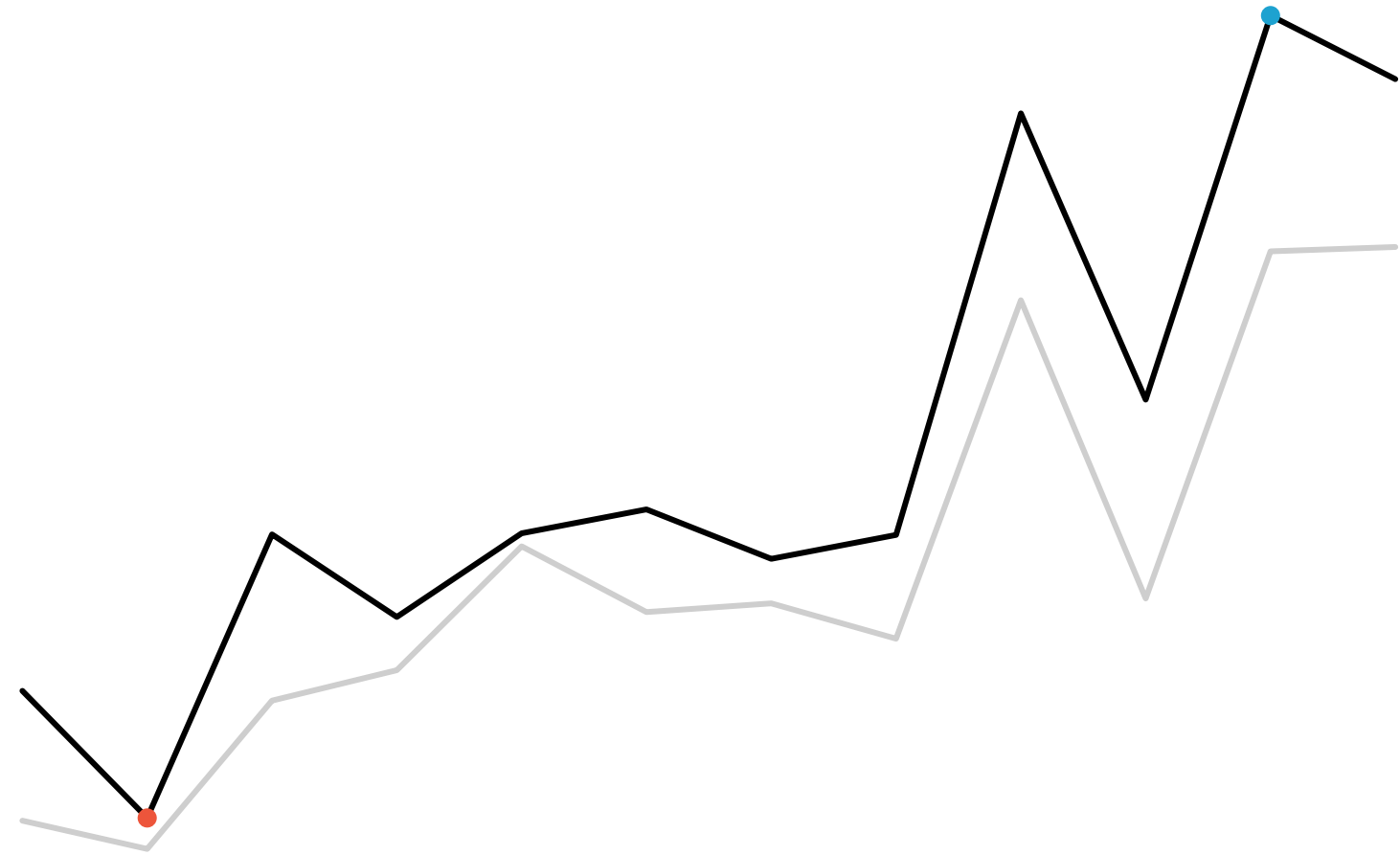
■ PY Quantity

Min/Max Quantity



363

1,840



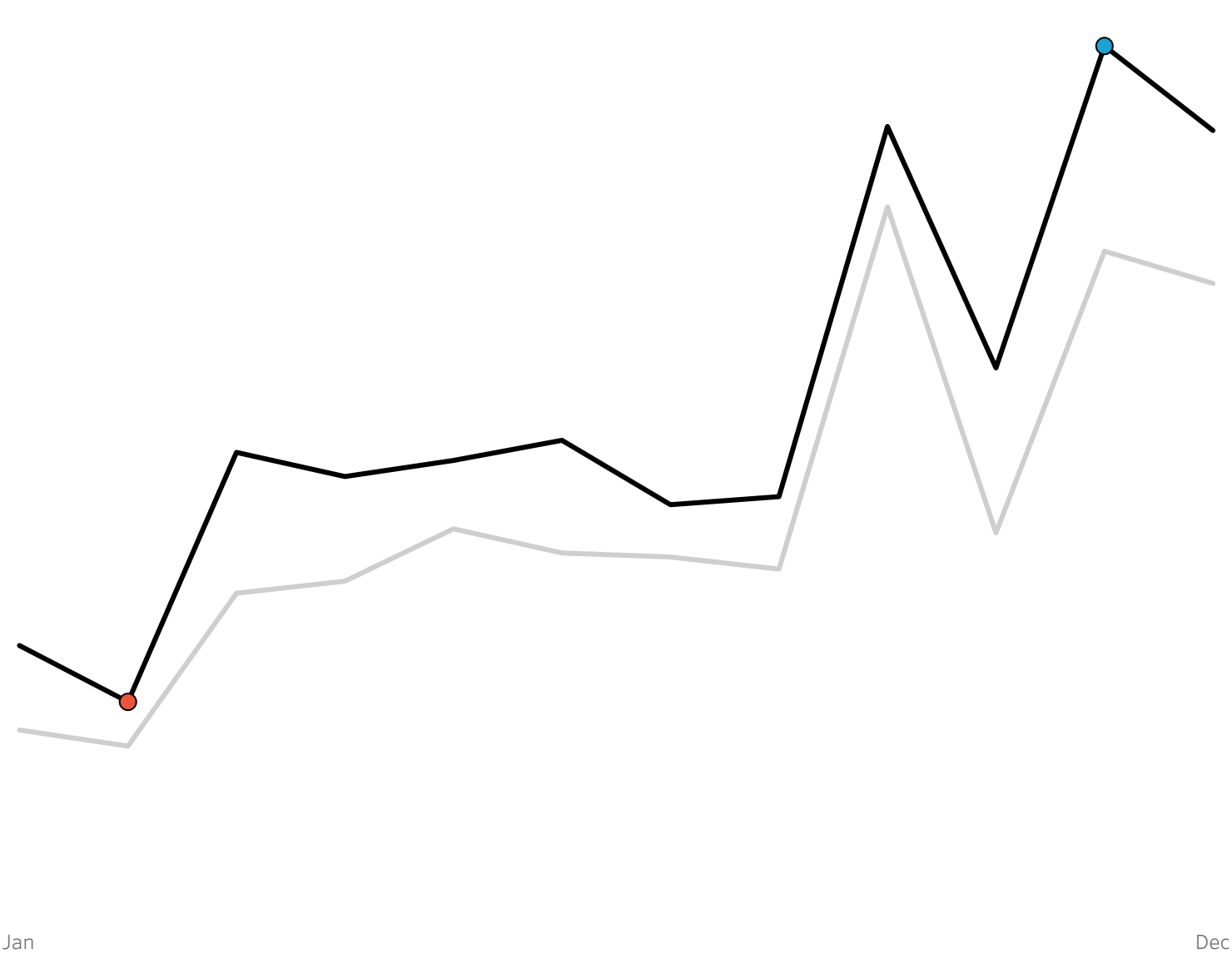
Jan

Dec

Total Customers

693

▲ 8.6% vs PY



Measure Names

- Distinct count of CY Customers
- Distinct count of PY Customers

Min/Max Customers

53 216

Total Orders

1,687

▲ 28.3% vs PY

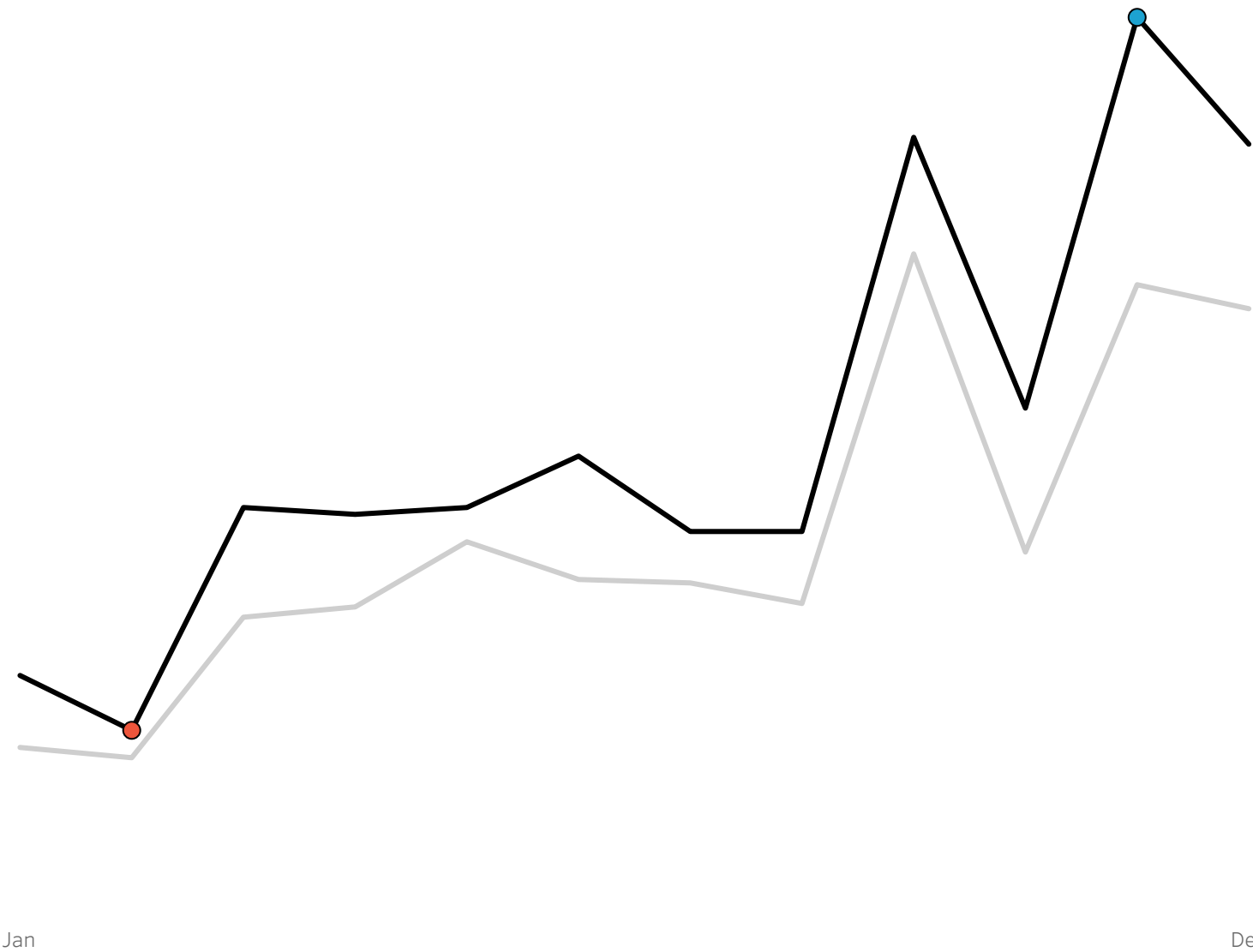
Measure Names

Distinct count of CY Orders

Distinct count of PY Orders

Min/Max Orders

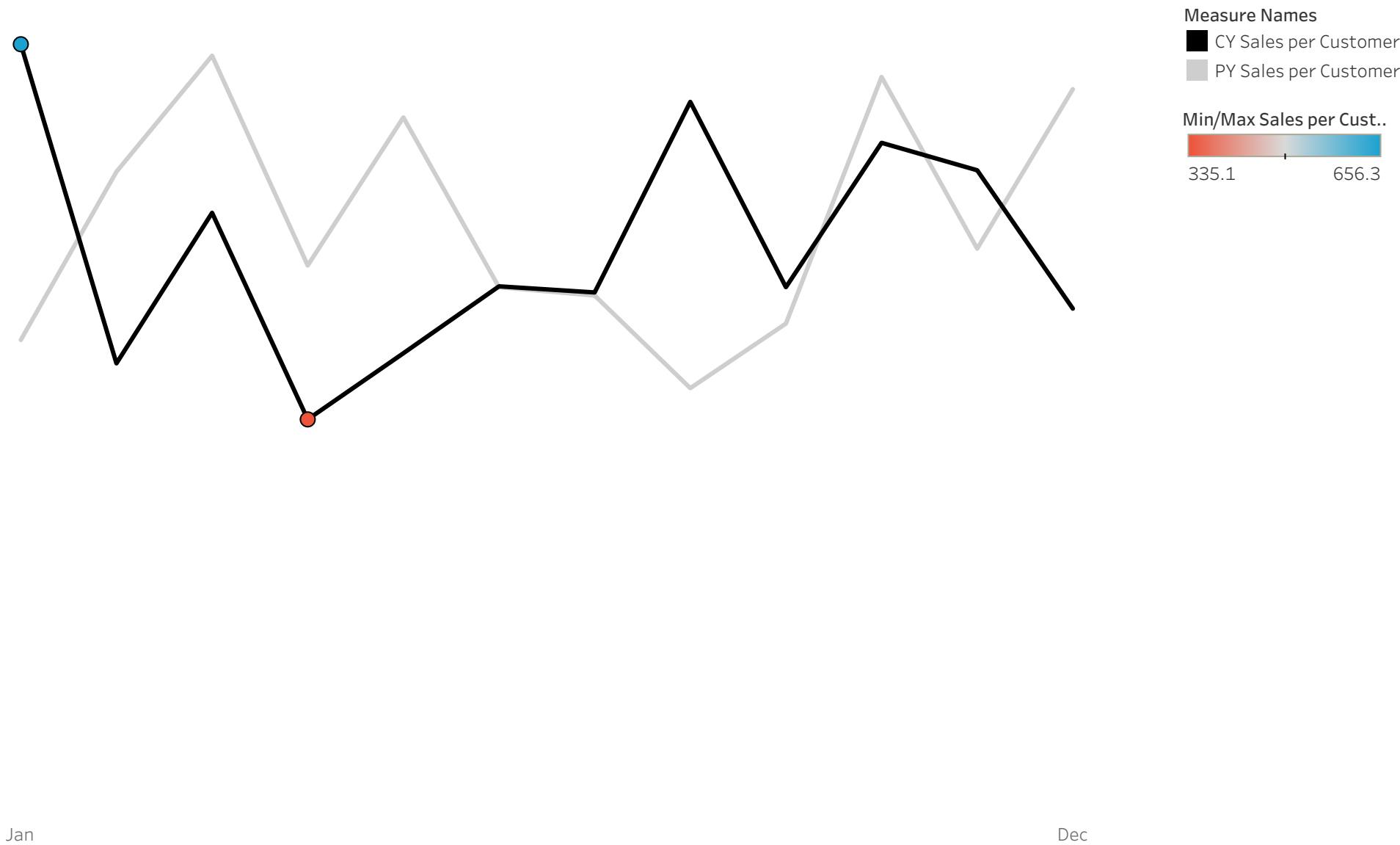
53 261



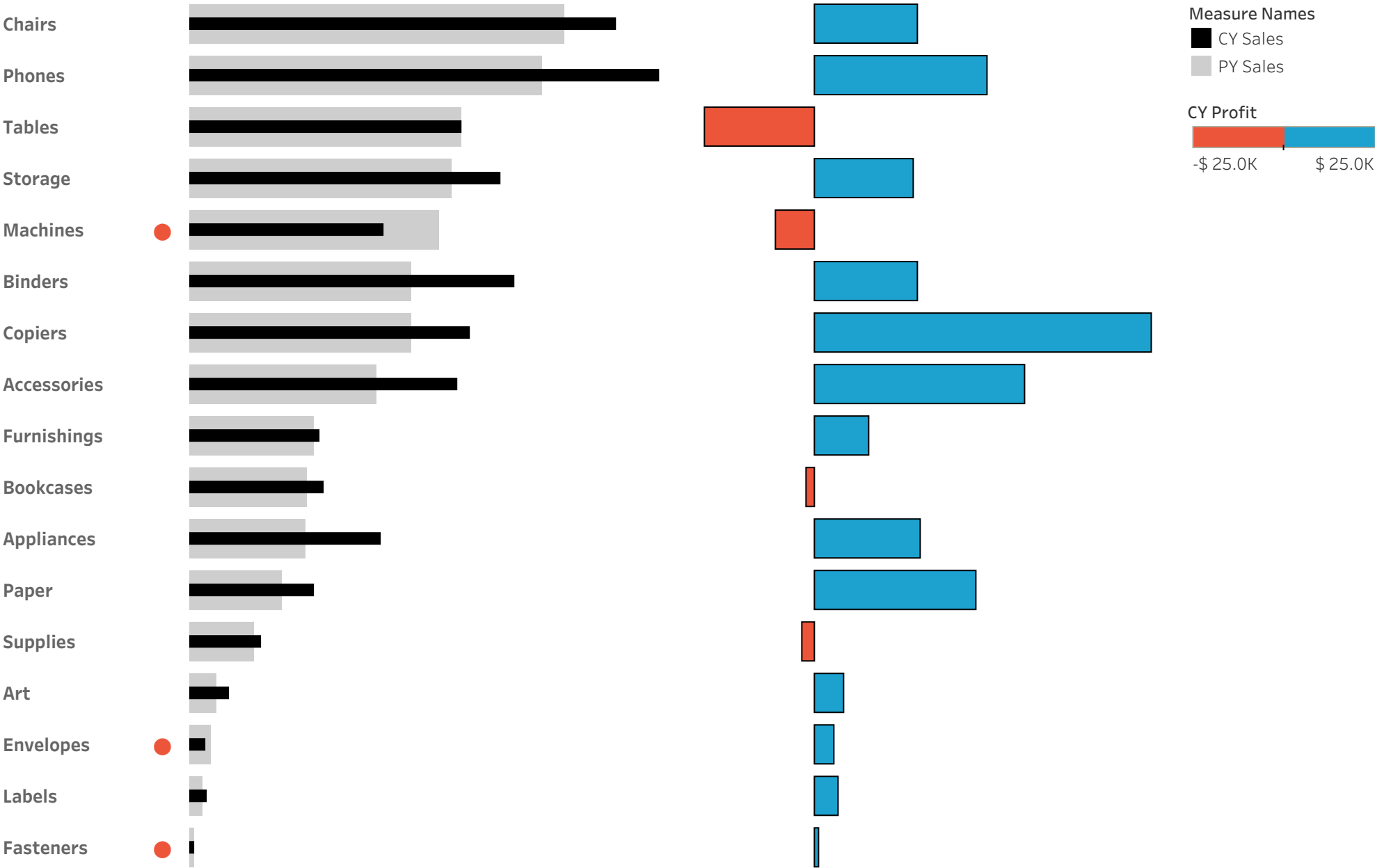
Total Sales per Customer

\$ 1,058

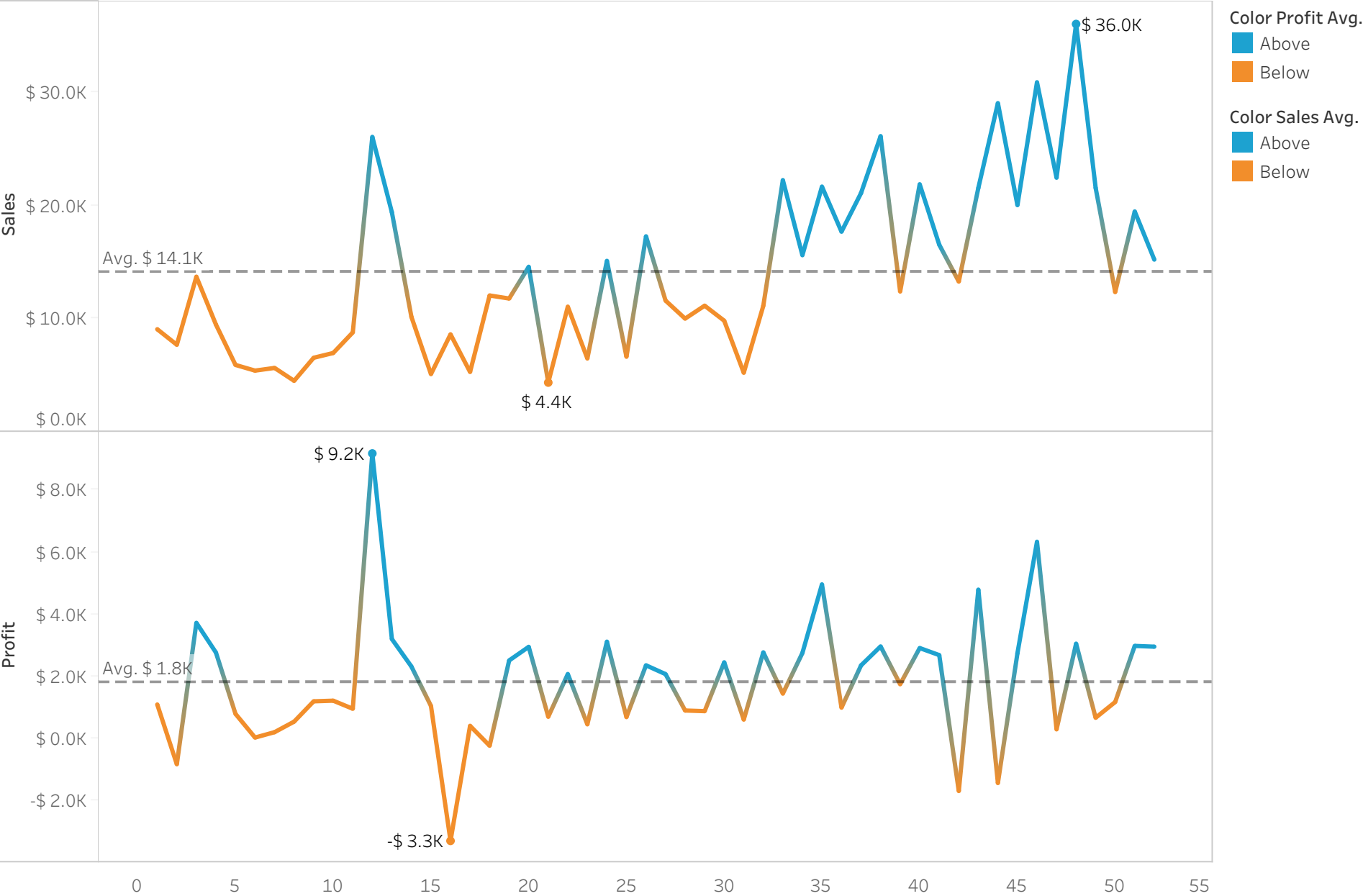
▲ 10.8% vs PY



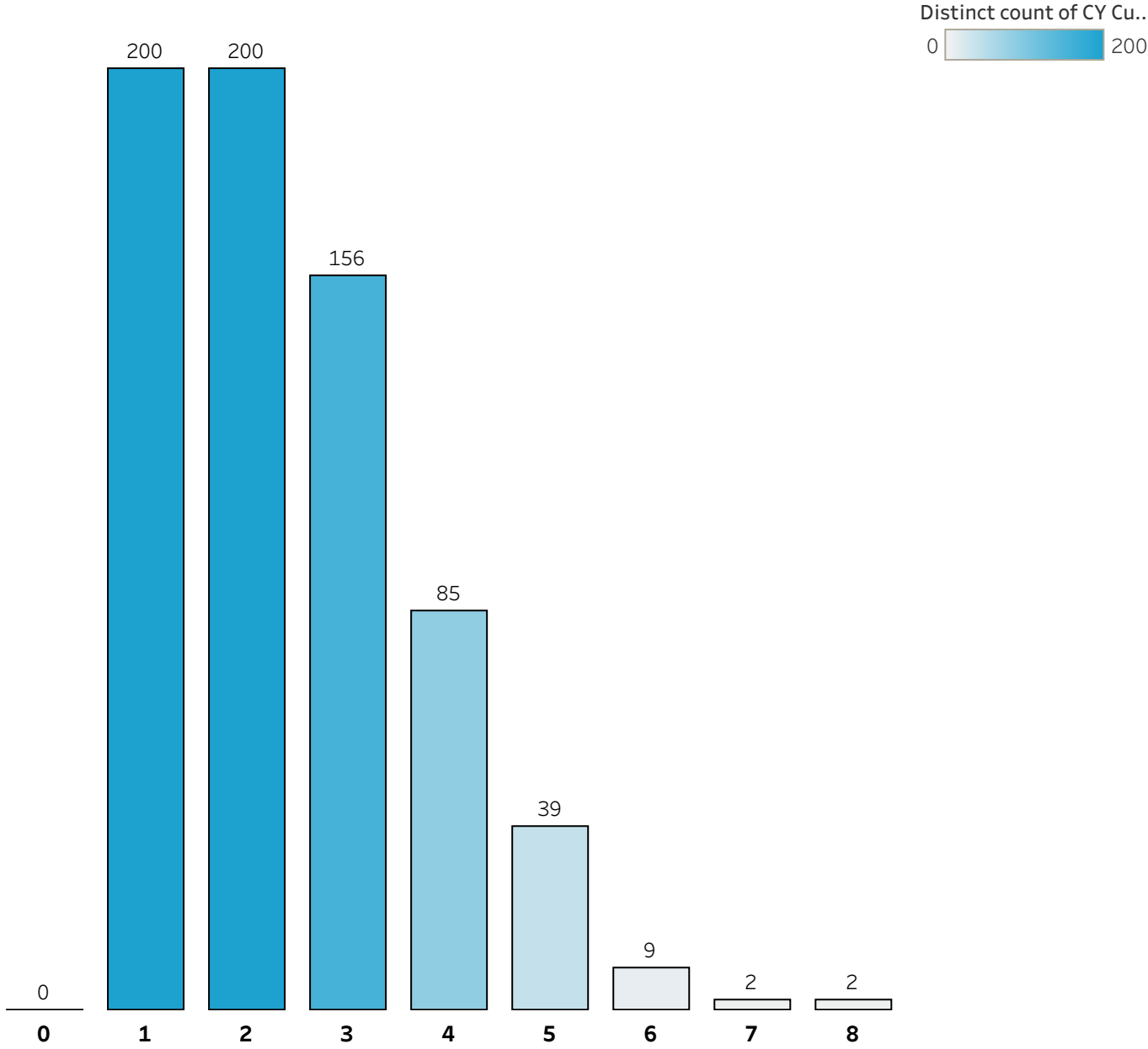
Sales & Profit by Sub-Category



Weekly Trend



Customer Distribution



Table

#1	Raymond Buch	9/25/2023	\$ 14,203	\$ 6,781	3
#2	Hunter Lopez	11/17/2023	\$ 10,523	\$ 5,046	2
#3	Tom Ashbrook	10/22/2023	\$ 13,723	\$ 4,599	2
#4	Andy Reiter	12/24/2023	\$ 5,821	\$ 2,608	2
#5	Jane Waco	11/18/2023	\$ 5,385	\$ 1,953	4
#6	Helen Wasserm..	9/4/2023	\$ 8,166	\$ 1,947	5
#7	Brian Moss	11/27/2023	\$ 5,683	\$ 1,938	5
#8	Alan Dominguez	12/1/2023	\$ 5,434	\$ 1,867	4
#9	Jim Epp	11/12/2023	\$ 4,074	\$ 1,704	4
#10	Steven Roelle	6/17/2023	\$ 3,506	\$ 1,676	1



Sales Dashboard - 2023

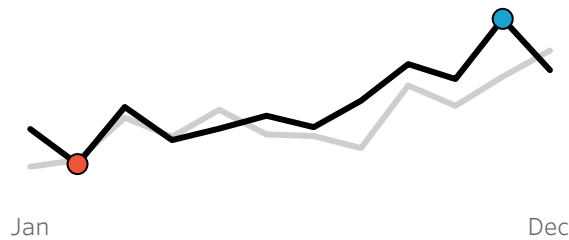


2023 vs 2022 : ● Highest Month ● Lowest Month

Total Sales

\$ 733.2K

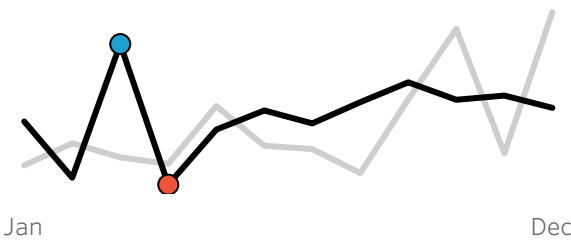
▲ 20.4% vs PY



Total Profit

\$ 93.4K

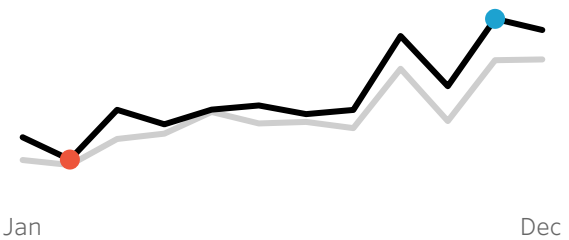
▲ 14.2% vs PY



Total Quantity

12K

▲ 26.8% vs PY



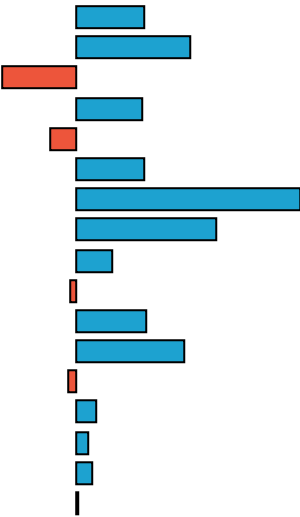
Sales & Profit by Sub-Category

2023 Sales vs 2022 Sales

Chairs
Phones
Tables
Storage
Machines
Binders
Copiers
Accessories
Furnishings
Bookcases
Appliances
Paper
Supplies
Art
Envelopes
Labels
Fasteners

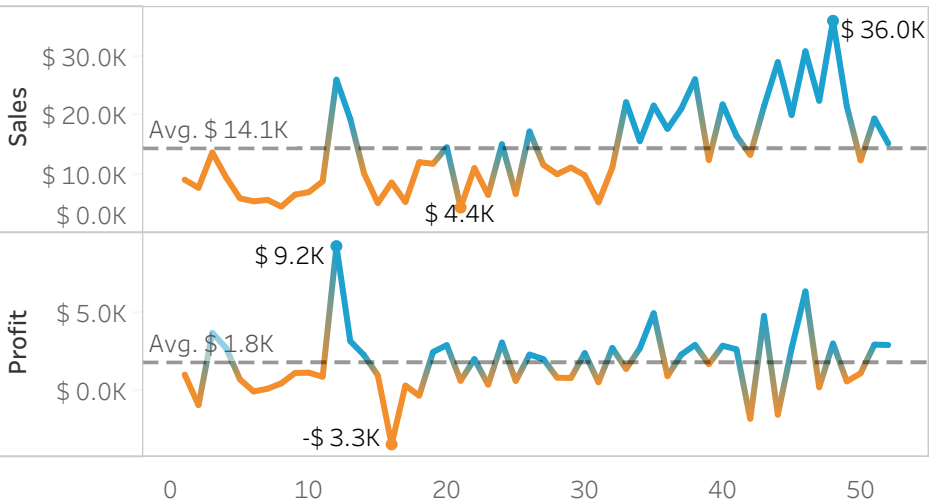


2023: ● Profit ● Loss



Sales & Profit over Time

2023: ● Above ● Below





Customer Dashboard - 2023

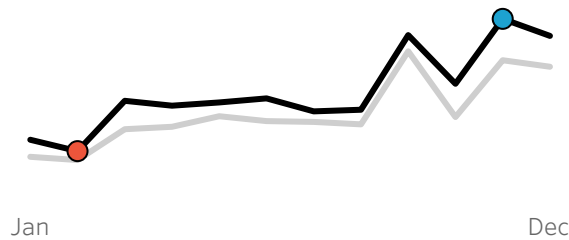


2023 vs 2022 : ● Highest Month ● Lowest Month

Total Customers

693

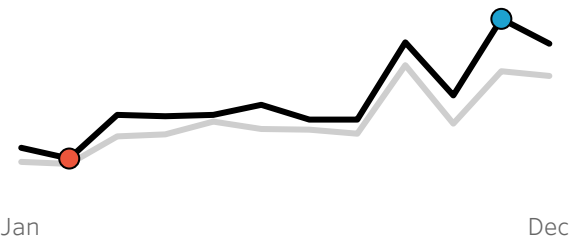
▲ 8.6% vs PY



Total Orders

1,687

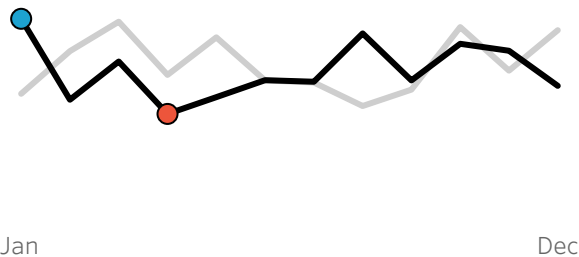
▲ 28.3% vs PY



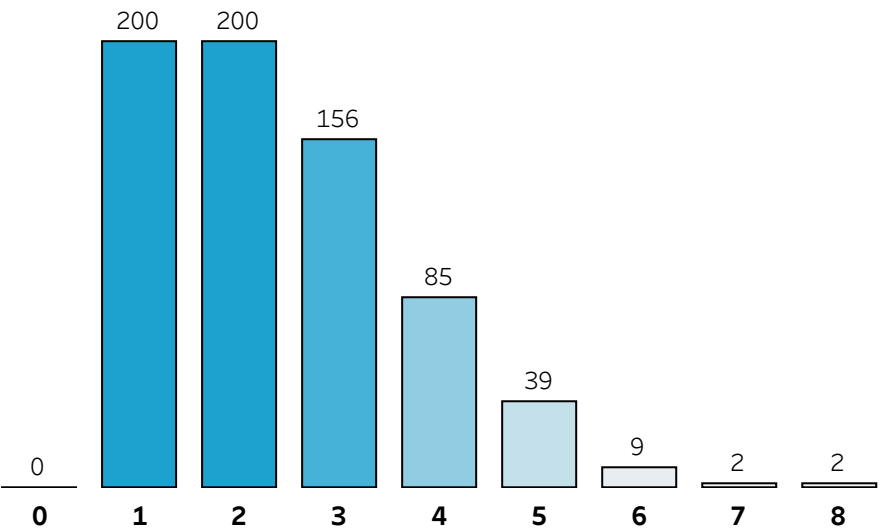
Total Sales per Customer

\$ 1,058

▲ 10.8% vs PY



Customer Distribution by No. of Orders



Top 10 Customers by Profit

Rank	Customers	Last Order	Sales	Profit	Orders
#1	Raymond Buch	9/25/2023	\$ 14,203	\$ 6,781	3
#2	Hunter Lopez	11/17/2023	\$ 10,523	\$ 5,046	2
#3	Tom Ashbrook	10/22/2023	\$ 13,723	\$ 4,599	2
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