

Power BI Project Portfolio

Muhammad Anas Khan



Finance

Financial Report

Select the below icons to navigate to specific report pages

REVENUE
INSIGHTS



INCOME
STATEMENT



AGED TRIAL
BALANCE



BALANCE
SHEET



FINANCIAL
DETAILS



CASH FLOW
STATEMENT



Select this icon on each page to return to the navigation area

Revenue Insights

Review the financial insights of your business

19-02-2016

11-11-2016



Total
Sales 42.60M

Total
Profit 15.99M

Profit
Margins 60.11%

Territory

All

Channel

All

Product Name

All

Sheik Mohammed Haneef

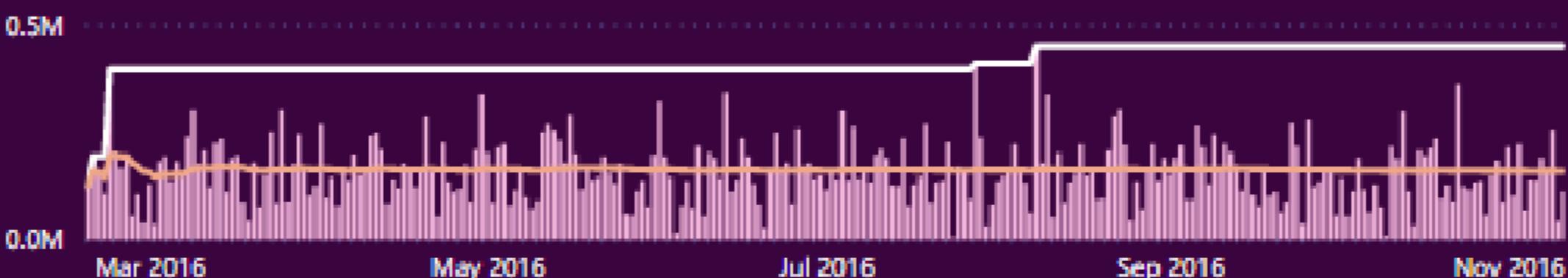
Total Sales by Month & Year

● Increase ● Decrease ● Total



Sales, Previous Highest Sales and Rolling Average Sales by Date

● Total Sales ● Previous Highest Sales ● Rolling Average Sales



Top 5 Customer by Customer

Dazzlesphe C...



Kare Corp



Liberty Group



Organon Corp



Pixoboo Corp



0.0M

0.5M

Top 5 City by City

Albury



Broome



Gladstone



Maitland



Palmerston



0M

1M

Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profit	Profit Margin
06-10-2016	Adelaide	South Australia	Product 1	Flipbug Ltd	1,447.20	448.63	44.93%
03-03-2016	Adelaide	South Australia	Product 11	Johnson Ltd	36,783.00	15,816.69	75.44%
19-09-2016	Adelaide	South Australia	Product 13	SUPERVALU Ltd	11,055.00	6,522.45	143.90%
20-04-2016	Adelaide	South Australia	Product 14	Linkbuzz Ltd	6,753.60	3,849.55	132.56%
14-04-2016	Adelaide	South Australia	Product 15	Accord Group	1,628.10	309.34	23.46%
16-05-2016	Adelaide	South Australia	Product 15	Holston Company	9,875.80	2,073.92	26.58%
28-03-2016	Adelaide	South Australia	Product 15	Jabbercube Corp	44,970.40	16,639.05	58.73%
25-09-2016	Adelaide	South Australia	Product 19	Cogilith Group	11,336.40	3,060.83	36.99%
02-03-2016	Adelaide	South Australia	Product 19	SUPERVALU Ltd	20,120.10	10,663.65	112.77%
30-10-2016	Adelaide	South Australia	Product 2	CARDINAL Group	32,696.00	13,405.36	69.49%
26-09-2016	Adelaide	South Australia	Product 22	Kare Corp	24,053.00	7,937.49	49.25%
26-08-2016	Adelaide	South Australia	Product 23	Alembic Ltd	15,436.80	5,557.25	56.25%
12-07-2016	Adelaide	South Australia	Product 25	Flipstorm Group	5,159.00	2,012.01	63.93%
16-10-2016	Adelaide	South Australia	Product 25	Revitol Company	39,999.00	18,799.53	88.68%

Aged Trial Balance

Review the financial insights of your business

Select a date to analyze

03-11-2018 31-12-2018



OUTSTANDING INVOICES 748
INVOICES VALUE 4.46M

Customer Names	Invoice Number	Due Date	5.Days Left	4.Invoice Value
Aibox Company	Inv00711	11-09-2019	312	9994
Eidel Corp	Inv01645	08-09-2019	309	8156
Realcube Company	Inv02477	01-09-2019	302	7119
Roberts Company	Inv01968	31-08-2019	301	9790
Twimbo Company	Inv00958	29-08-2019	299	6111
Unit Ltd	Inv02251	29-08-2019	299	7851
Lazzy Group	Inv01875	28-08-2019	298	9418
Valeant Corp	Inv02206	28-08-2019	298	9754
Geiss Company	Inv01036	23-08-2019	293	8161
The Ltd	Inv00276	14-08-2019	284	4048
Lazzy Group	Inv00209	08-08-2019	278	7709
Muxo Group	Inv00062	08-08-2019	278	2563
State Ltd	Inv01916	08-08-2019	278	4618
Voolia Ltd	Inv02151	08-08-2019	278	8846
Tekfly Group	Inv00695	04-08-2019	274	8140
Z.H.T. Group	Inv01176	04-08-2019	274	4327
Organon Corp	Inv00142	01-08-2019	271	8916
Sanum-Kehl Group	Inv01373	01-08-2019	271	6755
NARS Group	Inv00251	31-07-2019	270	3988
Skajo Ltd	Inv01573	31-07-2019	270	5883
Accord Group	Inv00092	30-07-2019	269	4709
Cogidoo Company	Inv00094	30-07-2019	269	4559
Twitterbri Ltd	Inv00476	30-07-2019	269	2621
Mylan Corp	Inv02585	26-07-2019	265	3447

Customer Names

All

Current base date selected for reconciliation - 03-11-2018

Customer Names	Invoice Number	Due Date	Age 1 -30 Days	Age 31 -60 Days	Age 61 -90 Days	Age 90+ Days
■ Accord Group	■ Inv00092	30-07-2019				4709
	■ Inv00607	14-03-2019				9925
	■ Inv01486	04-11-2018		2422		7239
	■ Inv01667	03-03-2019				9202
■ Accudial Company	■ Inv00423	01-01-2019			10622	
	■ Inv01837	24-04-2019				
■ Actavis Company	■ Inv00353	04-12-2018			1597	
	■ Inv01247	24-04-2019				8790
	■ Inv01918	11-12-2018			1767	
	■ Inv02517	22-06-2019				2881
	■ Inv02599	02-12-2018	7408			
■ Aibox Company	■ Inv00412	21-01-2019				8588
	■ Inv00472	23-03-2019				1579
	■ Inv00608	14-11-2018	4964			
	■ Inv00711	11-09-2019				9994
	■ Inv00801	24-04-2019				4459
	■ Inv01511	08-05-2019				3973
	■ Inv01931	27-11-2018	7672			
	■ Inv01943	06-03-2019				3888
	■ Inv02162	02-12-2018	7588			
■ Aimbo Corp	■ Inv02805	10-01-2019				6270
	■ Inv01075	16-04-2019				4433
	■ Inv01494	21-12-2018		9577		
	■ Inv02021	16-07-2019				5896
	■ Inv02300	15-07-2019				8652
	■ Inv02661	04-02-2019				10390
	■ Inv02723	07-12-2018			3488	
■ Aldi Ltd	■ Inv00205	04-01-2019				9085
	■ Inv00241	23-11-2018	5180			
	■ Inv01389	11-12-2018			3324	
	■ Inv01639	03-02-2019				3671
	■ Inv01672	18-11-2018	7936			
	■ Inv02194	20-01-2019				9294

Financial Details

Review the financial insights of your business

Select what details to analyze

% to Revenue

Actual

vs Last Year

Select a year to analyze

2015

2016

2017

2018



Income Statement Items	Q1	Q2	Q3	Q4	Annual Total
Distributor	4,055.34	4,168.53	4,461.04	4,688.69	17,373.59
Export	2,054.64	2,011.07	2,171.10	1,954.17	8,190.97
Wholesale	7,137.27	8,788.77	7,302.58	7,773.54	31,002.15
Total Revenues	13,247.24	14,968.36	13,934.72	14,416.40	56,566.71
COS - Commissions	-607.00	-562.99	-592.61	-672.89	-2,435.49
COS - Equipment	-36.60	-37.53	-37.75	-36.95	-148.82
COS - Labor Burden	-43.02	-43.69	-46.05	-48.03	-180.80
COS - Materials	-1,086.44	-1,099.37	-1,052.14	-1,024.16	-4,262.11
COS - Other Costs	-235.92	-242.57	-239.82	-242.87	-961.19
COS - Prize Fund	-152.17	-159.29	-151.80	-154.09	-617.35
COS - Prize Fund Constr.	-116.14	-117.88	-130.43	-131.58	-496.02
COS - Referral Fund	-28.43	-27.85	-28.10	-29.32	-113.69
COS - Repair Fund	-52.35	-54.05	-55.82	-56.72	-218.95
COS - Subcontractors	-1,708.86	-1,787.83	-1,746.08	-1,792.26	-6,975.03
Total COGS	-4,066.94	-4,133.05	-4,080.59	-4,128.87	-16,409.46
Total Gross Profit	9,180.30	10,835.31	9,854.13	10,287.52	40,157.26
Gross Profit %	69.30%	72.39%	70.72%	71.36%	70.99%
Depreciation Expense	-38.11	-39.04	-39.71	-41.31	-158.16
Sales - Fleet Depreciation	-18.75	-19.02	-18.79	-17.42	-73.99
Education	-6.24	-5.95	-5.79	-5.44	-23.43
Sealer Material	-21.98	-22.67	-22.39	-22.00	-89.04
Fuel Expense - Const.Admin	-28.81	-29.93	-29.69	-29.56	-117.99
Insurance - Auto/Property	-0.74	-0.70	-0.65	-0.60	-2.69
Insurance - Health	-52.11	-54.18	-57.83	-60.08	-224.20
Insurance - Liability/Umbrella	-5.12	-5.07	-5.18	-5.12	-20.48
Insurance - Life	-1.19	-1.17	-1.12	-1.18	-4.66
Insurance-Workers Comp	-19.70	-18.28	-18.74	-17.79	-74.51
Liability Insurance	-18.76	-18.72	-16.62	-16.16	-70.26
Canvassing	-96.17	-92.57	-89.74	-84.10	-362.58
Co-op Advertising fee	-118.89	-121.88	-120.62	-122.10	-483.49

YEARLY REVENUE INSIGHTS

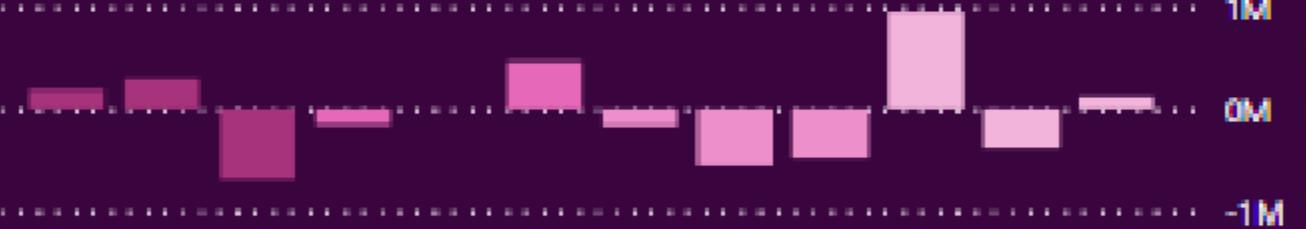
Total Sales by Short Month and Qtr

Qtr ● Q1 ● Q2 ● Q3 ● Q4



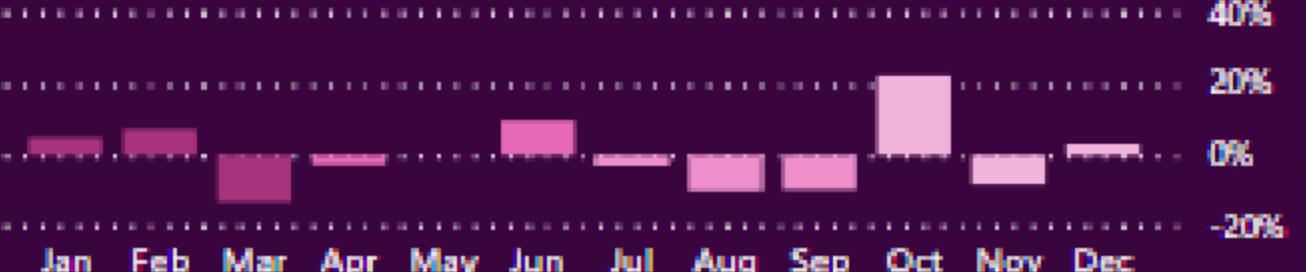
Sales TY VS LY by Short Month and Qtr

Qtr ● Q1 ● Q2 ● Q3 ● Q4



% Change to LY by Short Month and Qtr

Qtr ● Q1 ● Q2 ● Q3 ● Q4



Income Statement

Review the financial insights of your business

Select a year to analyze

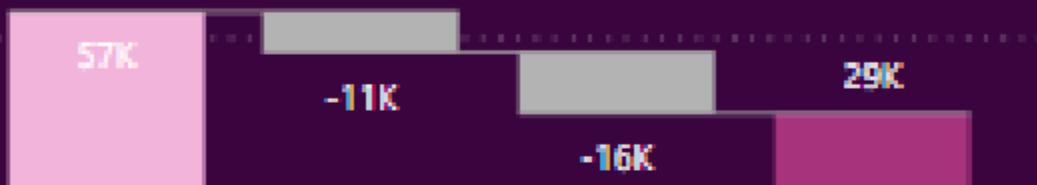


2015 2016 2017 2018

Selected Year Actual by Items (Normalized)

● Increase ● Decrease ● Total

50K



OK

Total Revenues	Total Other Expenses	Total COGS	Total
Revenues	Expenses		

TY VS LY Year Actual % by Summary

Total Revenues

-0.00%

Total COGS

0.00%

Total Gross Profit

-0.00%

Gross Profit %

-0.44%

Total Other Expenses

-0.00%

Total Net Profit

-0.00%

Net Profit %

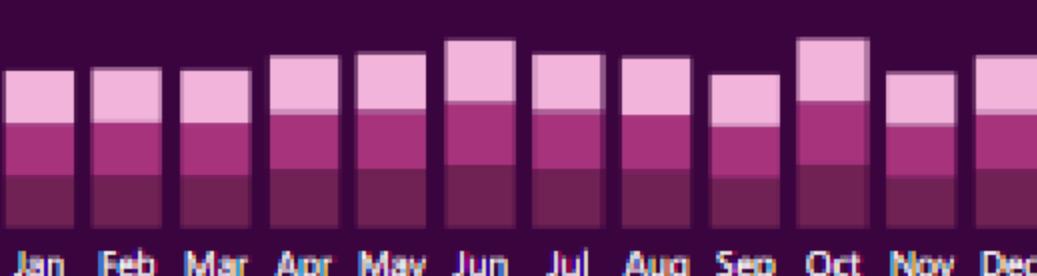
-0.50%

TY VS LY Year Actual %

1. Revenue by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale

20M



10M

0M

Income Statement Items	Selected Year Actual	Previous Year Actual	TY VS LY Year Actual	TY VS LY Year Actual %
Distributor	17,373.59	18,082.97	-709.38	-3.92%
Export	8,190.97	7,799.51	391.46	5.02%
Wholesale	31,002.15	31,047.36	-45.21	-0.15%
Total Revenues	56,566.71	56,929.84	-363.13	-0.00%
COS - Commissions	-2,435.49	-2,511.10	75.61	3.01%
COS - Equipment	-148.82	-156.53	7.71	4.92%
COS - Labor Burden	-180.80	-167.08	-13.71	-8.21%
COS - Materials	-4,262.11	-4,464.24	202.13	4.53%
COS - Other Costs	-961.19	-984.56	23.38	2.37%
COS - Prize Fund	-617.35	-639.83	22.48	3.51%
COS - Prize Fund Constr.	-496.02	-423.35	-72.67	-17.17%
COS - Referral Fund	-113.69	-123.61	9.91	8.02%
COS - Repair Fund	-218.95	-229.54	10.59	4.61%
COS - Subcontractors	-6,975.03	-6,564.50	-410.53	-6.25%
Total COGS	-16,409.46	-16,264.35	-145.11	0.00%
Total Gross Profit	40,157.26	40,665.49	-508.24	-0.00%
Gross Profit %	70.99%	71.43%	-0.44%	-0.44%
Depreciation Expense	-158.16	-165.25	7.09	4.29%
Sales - Fleet Depreciation	-73.99	-83.90	9.91	11.81%
Education	-23.43	-24.69	1.26	5.10%
Sealer Material	-89.04	-89.36	0.32	0.36%
Fuel Expense - Const Admin	-117.99	-120.63	2.64	2.19%
Insurance - Auto/Property	-2.69	-2.95	0.26	8.85%
Insurance - Health	-224.20	-208.31	-15.89	-7.63%
Insurance - Liability/Umbrella	-20.48	-20.94	0.46	2.18%
Insurance - Life	-4.66	-4.54	-0.11	-2.53%
Insurance-Workers Comp	-74.51	-76.45	1.94	2.54%
Liability Insurance	-70.26	-91.16	20.90	22.93%
Canvassing	-362.58	-478.15	115.58	24.17%
Co-op Advertising fee	-483.49	-512.64	29.16	5.69%

Balance Sheet

Review the financial insights of your business

Select a year to analyze



2015 2016 2017 2018

	Balance Sheet Normalized		2015	2016	2017	2018
	Total current assets	Total fixed assets	Total Other Assets	Total current liabilities	Total long-term liabilities	Total owner's equity
Common Financial Ratios						
Debt Ratio (Total Liabilities / Total Assets)	0.44	0.44	0.44	0.44		
Current Ratio (Current Assets / Current Liabilities)	1.00	1.00	1.00	1.00		
Working Capital (Current Assets - Current Liabilities)	8,112.10	9,328.92	10,728.25	12,337.49		
Assets-to-Equity Ratio (Total Assets / Owner's Equity)	1.77	1.77	1.77	1.77		
Debt-to-Equity Ratio (Total Liabilities / Owner's Equity)	0.77	0.77	0.77	0.77		
Total Assets	29K	25K	18K	31K		
Total current assets	13,655.10	15,703.37	18,058.87	20,767.70		
Total fixed assets	13,389.20	15,597.58	18,372.22	21,112.80		
Total Other Assets	2,847.25	5,574.34	6,410.49	7,372.06		
Total Liabilities & Owner's Equity	54K	50K	38K	69K		
Total current liabilities	17,641.00	20,287.15	23,330.22	26,829.76		
Total long-term liabilities	-2,530.00	-2,909.50	-3,345.93	-3,847.81		
Total owner's equity	2,547.25	2,929.34	3,368.74	3,874.05		
Total Assets	41,242.45	47,428.82	54,543.14	62,724.61		
● Increase ● Decrease ● Total	697	697	697	697		
Total current assets	50K	42,519.0	45,543.0	54K		
Total fixed assets	28,656	25,190	27,579	30,816		
Total Other Assets	0K	2,847.25	5,574.34	6,410.49		
Total	50K	40K	38K	54K		
Total current assets	50K	40K	38K	54K		
Total fixed assets	28,656	25,190	27,579	30,816		
Total Other Assets	0K	2,847.25	5,574.34	6,410.49		
Total	50K	40K	38K	54K		

	Balance Sheet Items		2015	2016	2017	2018
	Total current assets	Total fixed assets	Total Assets	Total Liabilities and Owner's Equity	Total Assets	Total Liabilities and Owner's Equity
Assets						
Current Assets						
Cash	13,655.10	15,703.37	18,058.87	20,767.70		
Accounts receivable	4,847.25	5,574.34	6,410.49	7,372.06		
Inventory	2,466.75	2,836.76	3,262.28	3,751.62		
Prepaid expenses	407.10	468.17	538.39	619.15		
Short-term investments	292.10	335.92	386.30	444.25		
Fixed (Long-Term) Assets	21,668.30	24,918.55	28,656.33	32,954.78		
Long-term investments	1,389.20	1,597.58	1,837.22	2,112.80		
Property, plant, and equipment	17,641.00	20,287.15	23,330.22	26,829.76		
(Less accumulated depreciation)	-2,530.00	-2,909.50	-3,345.93	-3,847.81		
Intangible assets	2,547.25	2,929.34	3,368.74	3,874.05		
Other Assets	19,047.45	21,904.57	25,190.25	28,968.79		
Deferred income tax	443.90	510.48	587.06	675.12		
Other	500.25	575.29	661.58	760.82		
Total Other Assets	526.70	605.71	696.56	801.04		
Liabilities and Owner's Equity						
Current Liabilities						
Accounts payable	9,269.00	10,659.35	12,258.25	14,096.99		
Short-term loans	230.00	264.50	304.17	349.80		
Income taxes payable	3,616.75	4,159.26	4,783.15	5,500.62		
Accrued salaries and wages	57.50	66.13	76.04	87.45		
Unearned revenue	382.95	440.39	506.45	582.42		
Current portion of long-term debt	0.00	0.00	0.00	0.00		
Total current liabilities	13,556.20	15,589.63	17,928.07	20,617.29		
Long-Term Liabilities						
Long-term debt	3,967.50	4,562.63	5,247.02	6,034.07		
Deferred income tax	443.90	510.48	587.06	675.12		

Cash Flow Statement

Review the financial insights of your business

Select a year to analyze

2015 2016 2017 2018



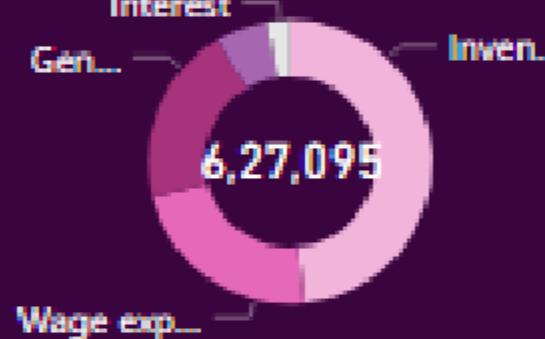
	Cash Flow Items	2015	2016	2017	2018
Net Cash Flow from Operations		170085	195598	224937	258678
Net Cash Flow from Investing Activities		-47610	-54752	-62964	-72409
Net Cash Flow from Financing Activities		-36800	-42320	-48668	-55968
Cash at Beginning of Year		11874	13655	15703	18059
Cash at End of Year		97549	12181	129009	148360

CASH IN



OPERATIONS ACTIVITIES

CASH OUT



INVESTING ACTIVITIES



FINANCING ACTIVITIES



	Cash Flow Items	2015	2016	2017	2018
Operations					
Cash receipts from customers		797180	916757	1054271	1212411
Cash paid for					
Inventory purchases		303600	349140	401511	461738
General operating expenses		128800	148120	170338	195889
Wage expenses		141450	162668	187068	215128
Interest		15525	17854	20532	23612
Income taxes		37720	43378	49885	57967
Net Cash Flow from Operations		170085	195598	224937	258678
Investing Activities					
Cash receipts from					
Sale of property and equipment		38640	44436	51101	58767
Collection of principal on loans		0	0	0	0
Sale of investment securities		0	0	0	0
Cash paid for					
Purchase of property and equipment		86250	99188	114066	131175
Making loans to other entities		0	0	0	0
Purchase of investment securities		0	0	0	0
Net Cash Flow from Investing Activities		-47610	-54752	-62964	-72409
Financing Activities					
Cash receipts from					
Issuance of stock		23000	26450	30417	34980
Borrowing		40250	46288	53231	61215
Cash paid for					
Repurchase of stock (treasury stock)		0	0	0	0
Repayment of loans		39100	44965	51710	59466
Dividends		60950	70093	80606	92697
Net Cash Flow from Financing Activities		-36800	-42320	-48668	-55968
Net Increase in Cash		85675	98526	113305	130301

[Select all](#)

Canada

France

Germany

Mexico

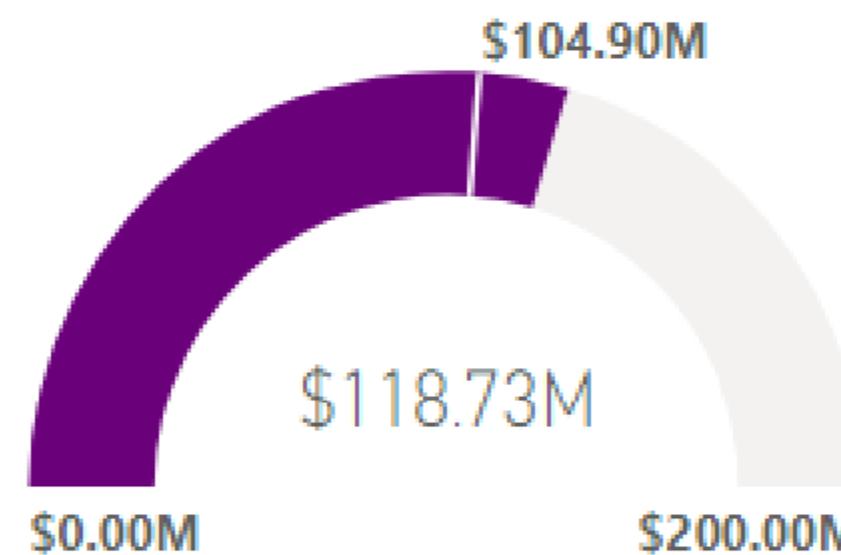
United States

01-09-2013 01-12-2014

**Gross Revenue**

\$127.93M

Target [Net Revenue]

**Net Revenue**

\$118.73M

ARPU

\$105.46

COGS

\$101.83M

Profit Margin

\$17M

Profit Margin %

14.23%

Segment [Net Revenue]

Government



Small Business

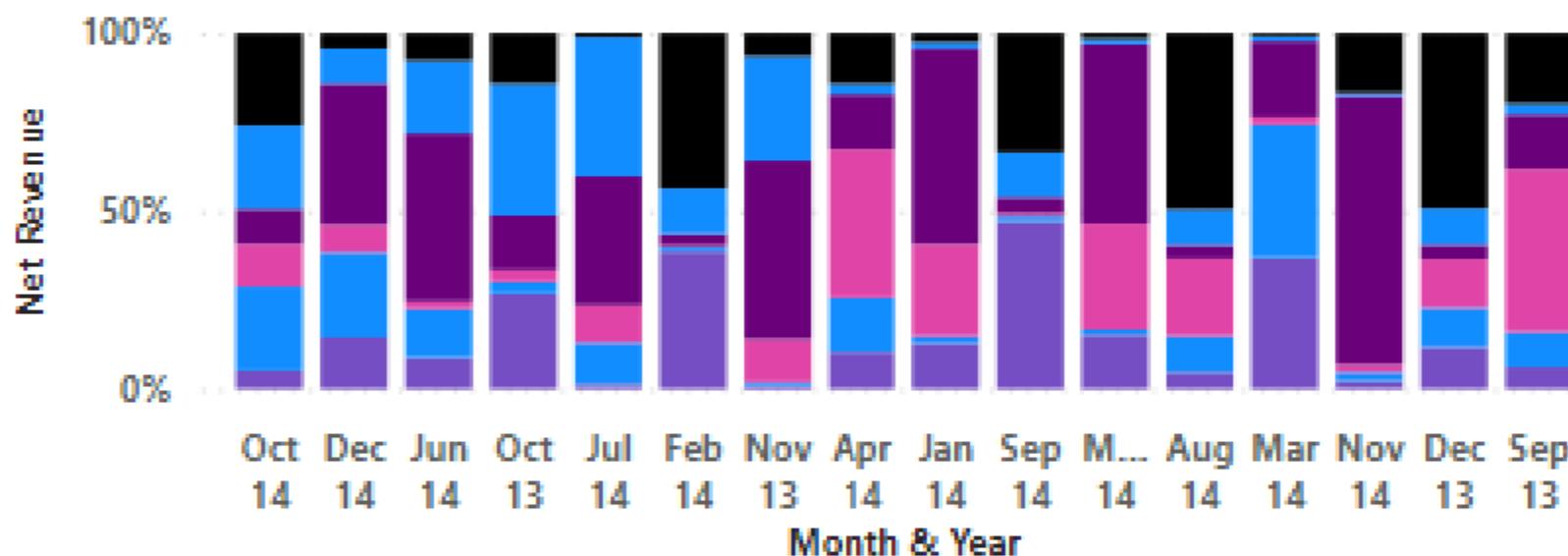
Enterprise

Midmarket

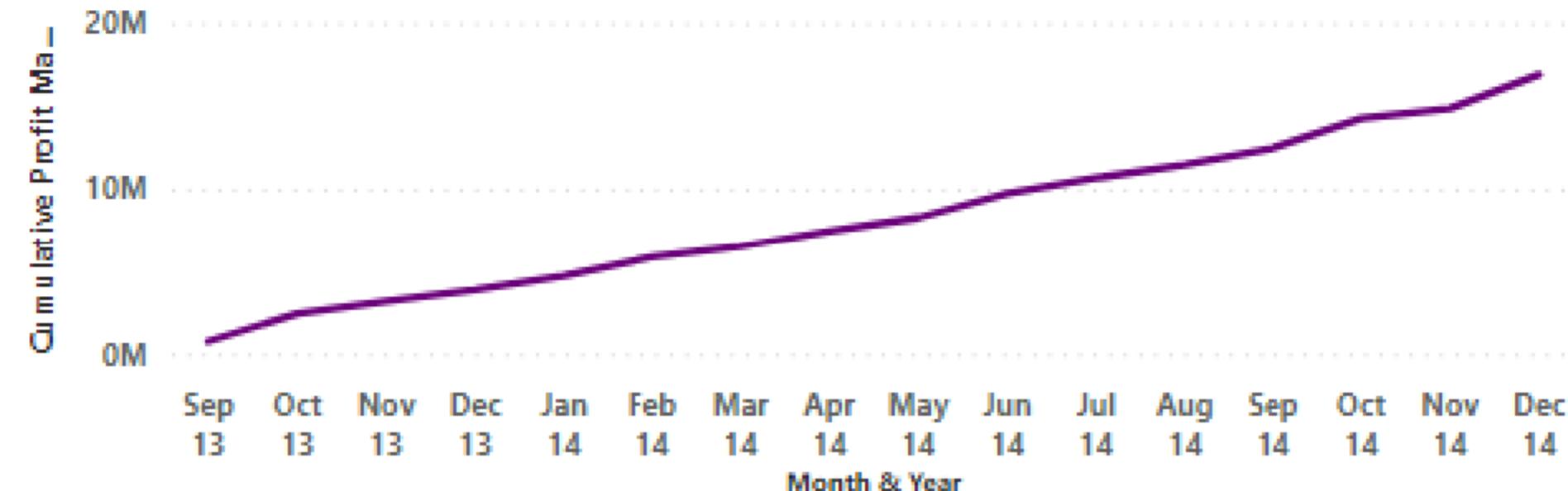
Channel Partners

Product by Segment

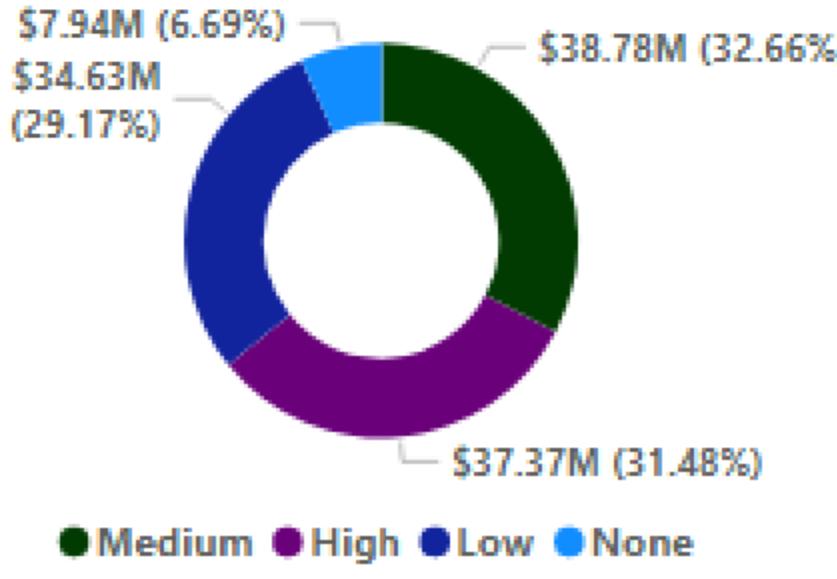
Product: ● Amarilla ● Carretera ● Montana ● Paseo ● Velo ● VTT



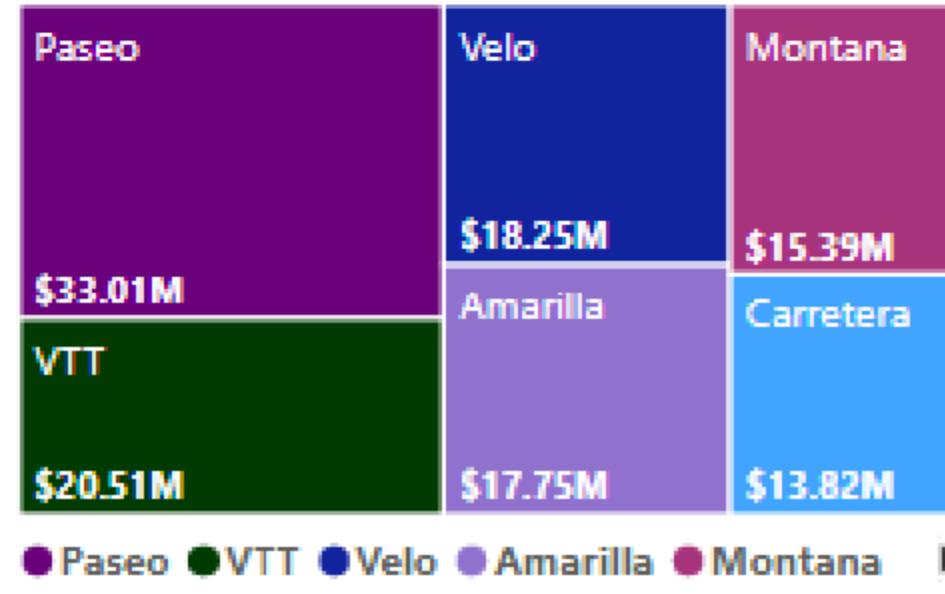
Cumulative Profit Margin



Discount Band [Net Revenue]



Discount Band [Net Revenue]



**Quarter Ending
31-12-2014**

Select all

Amarilla

Carretera

Montana

Paseo

Velo

VTT

01-09-2013

31-12-2014

QTD Gross Revenue

31.77M

Goal: 26.05M (+21.95%)

QTD Net Revenue

29.76M

Goal: 26.05M (+14.23%)

QTD ARPU

112.95

Goal: 98.88 (+14.23%)

QTD COGS

25.35M

Goal: 23.83M (-6.38%)

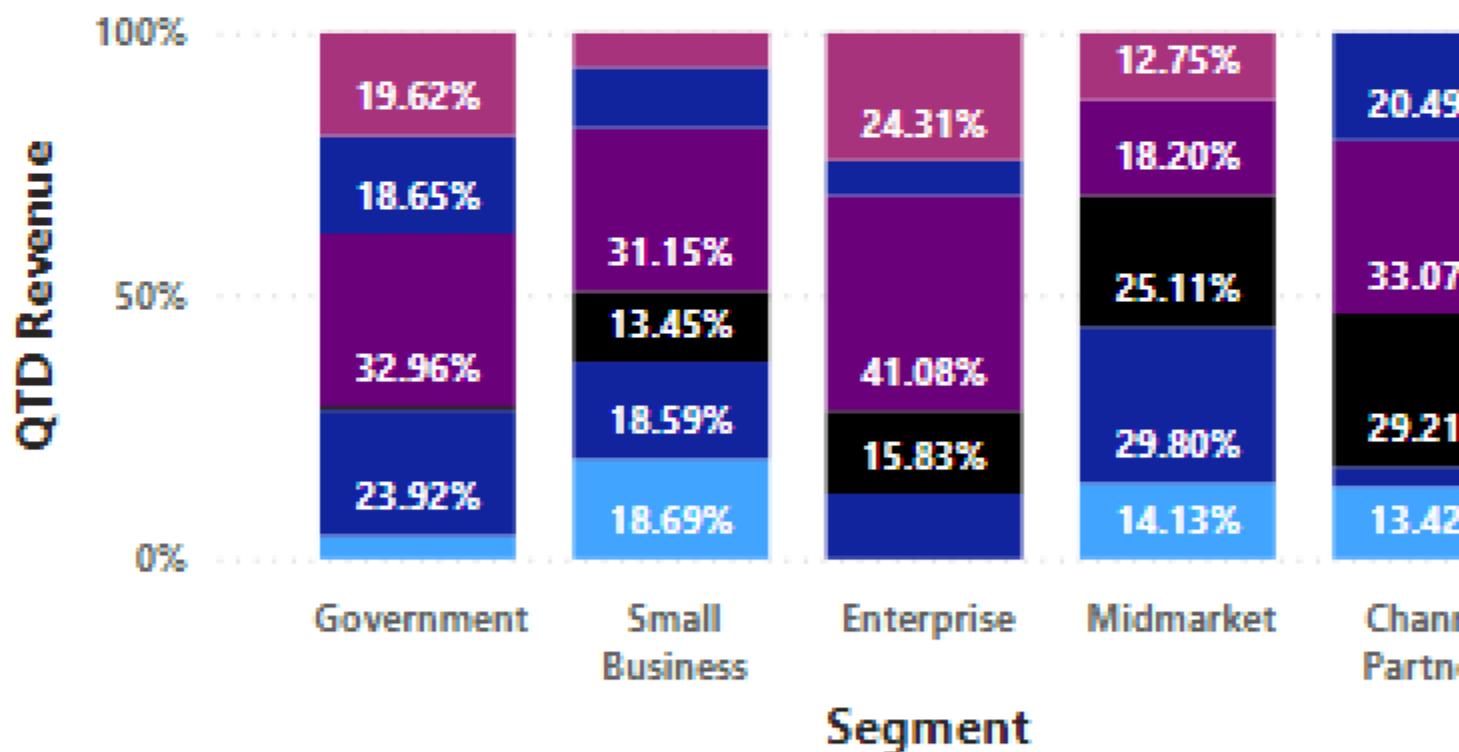
QTD Profit Margin %

14.83%

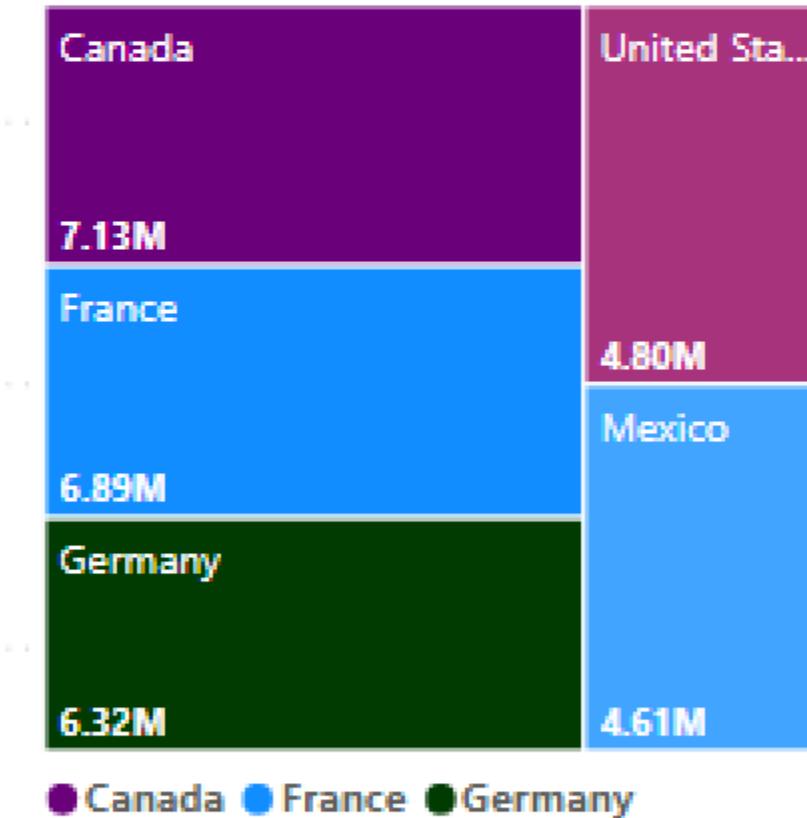
Goal: 8.54% (+73.57%)

Product by Segment

Product ● Amarilla ● Carretera ● Montana ● Paseo ● Velo ● VTT

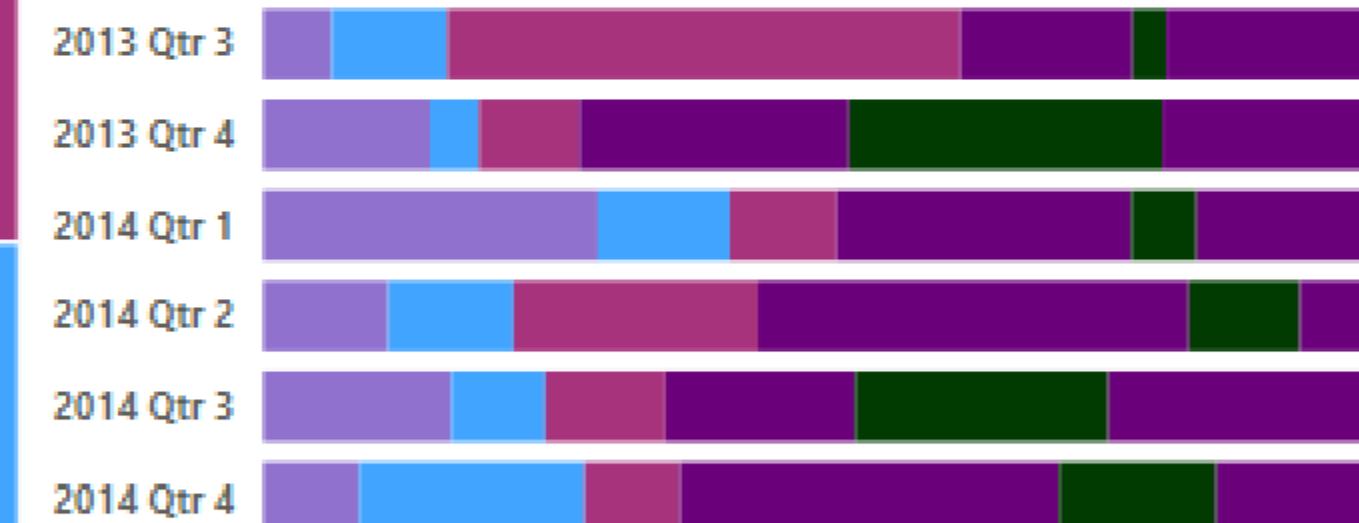


QTD Net Revenue [Country]



QTD Net Revenue [Product]

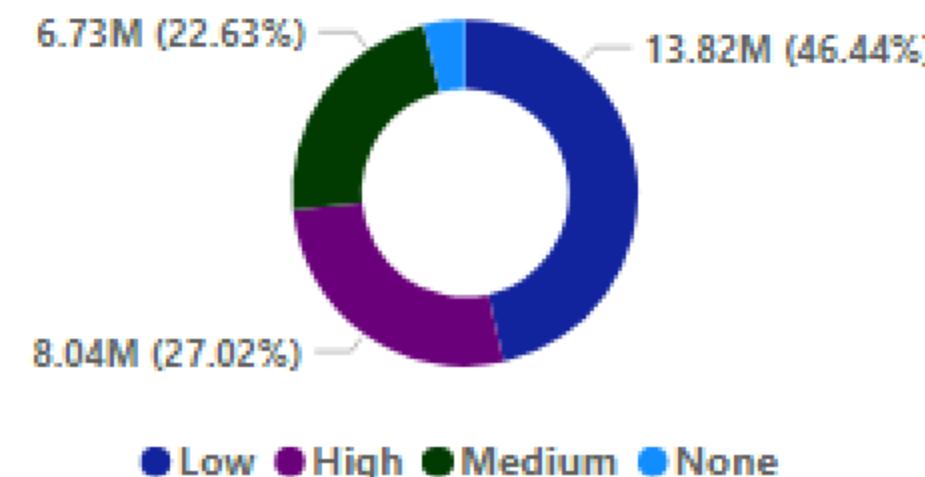
Product ● Amarilla ● Carretera ● Montana ● Paseo ● Velo ● VTT



QTD Net Revenue



QTD Net Revenue [Discount Band]



**Year Ending
31-12-2014**

Select all

Amarilla

Carretera

Montana

Paseo

Velo

VTT

YTD Gross Revenue

99.37M

01-09-2013 31-12-2014

YTD Net Revenue

\$92M

YTD ARPU

107.20

YTD COGS

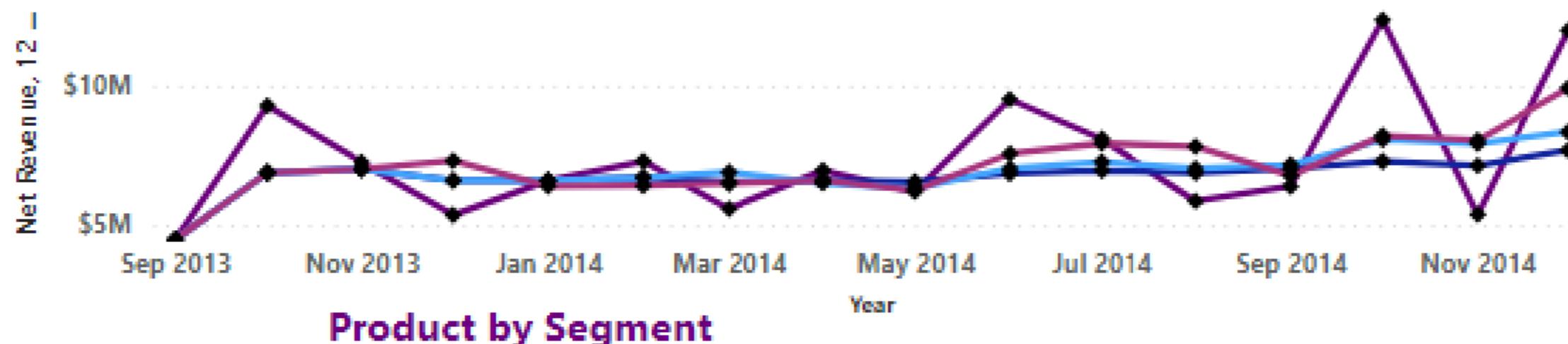
79.30M

YTD Profit %

14.10%

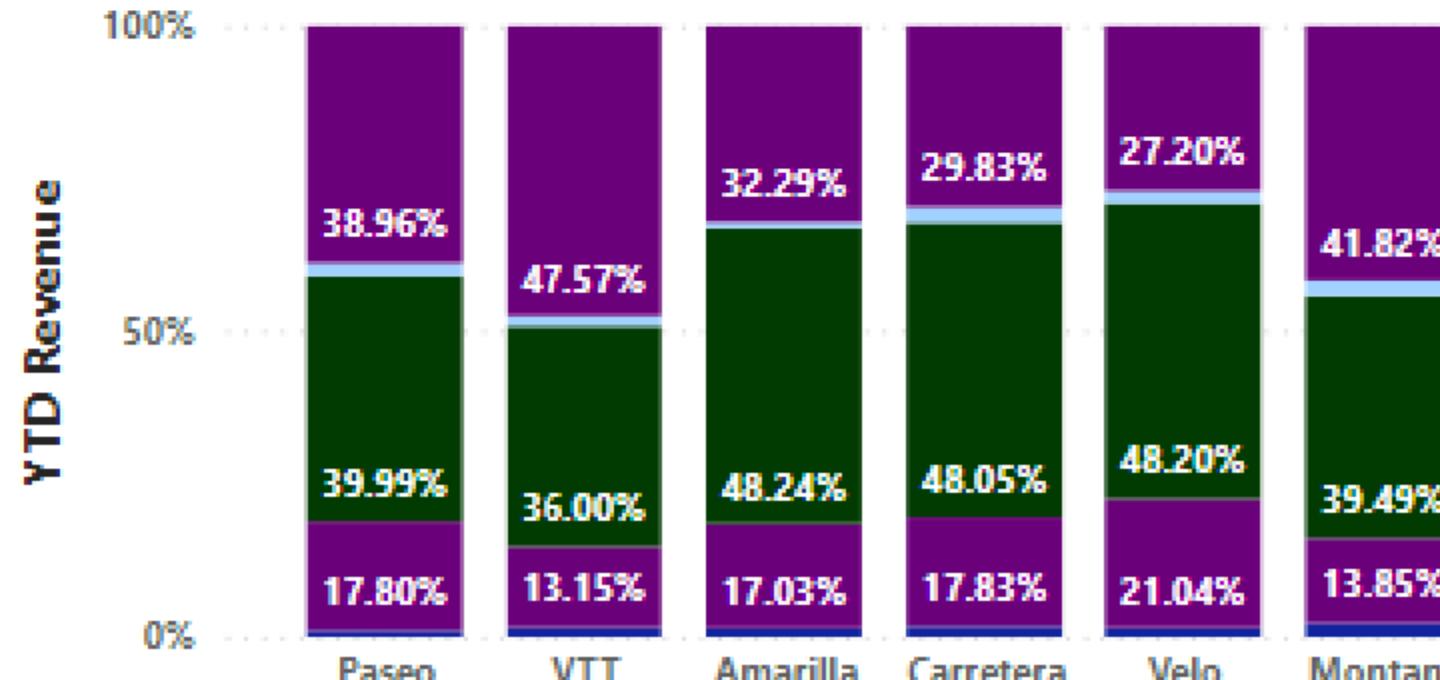
Rollling Average[Net Revenue]

Net Revenue • 12 MONTH ROLING AVERAGE ◆ 6 MONTH ROLING AVERAGE ♦ 3 MONTH ROLING AVERAGE



Product by Segment

Segment ● Channel P... ● Enterprise ● Govern... ● Midmar... ● Small Busi...



Canada
\$1,97,11,766

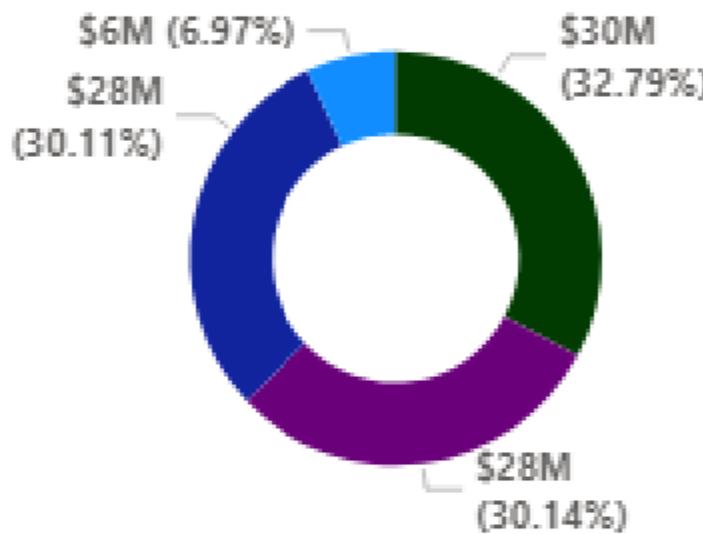
France
\$1,92,21,377

Germany
\$1,72,77,605

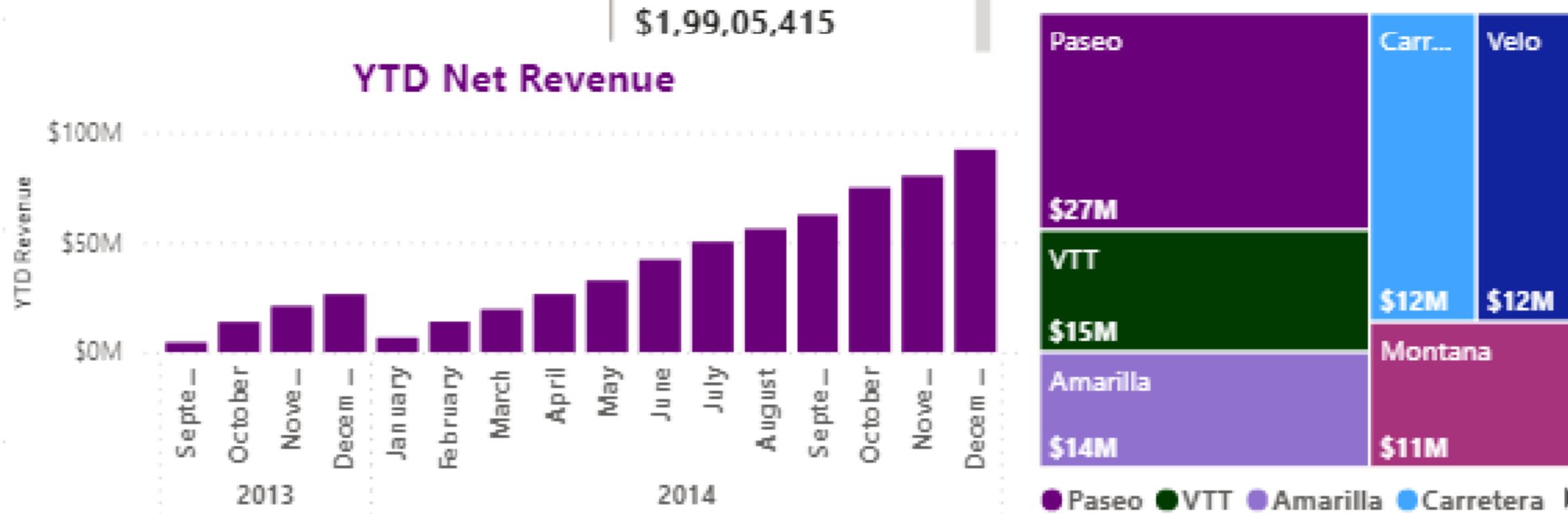
Mexico
\$1,61,94,931

United States of America
\$1,99,05,415

YTD Net Revenue [Discount Band]



Product



Product

Paseo VTT Amarilla Carretera Velo

Select all

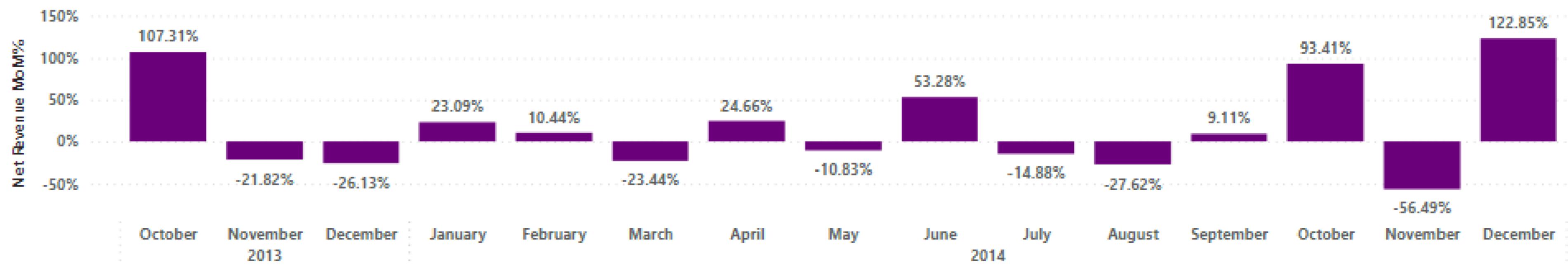
2013

2014

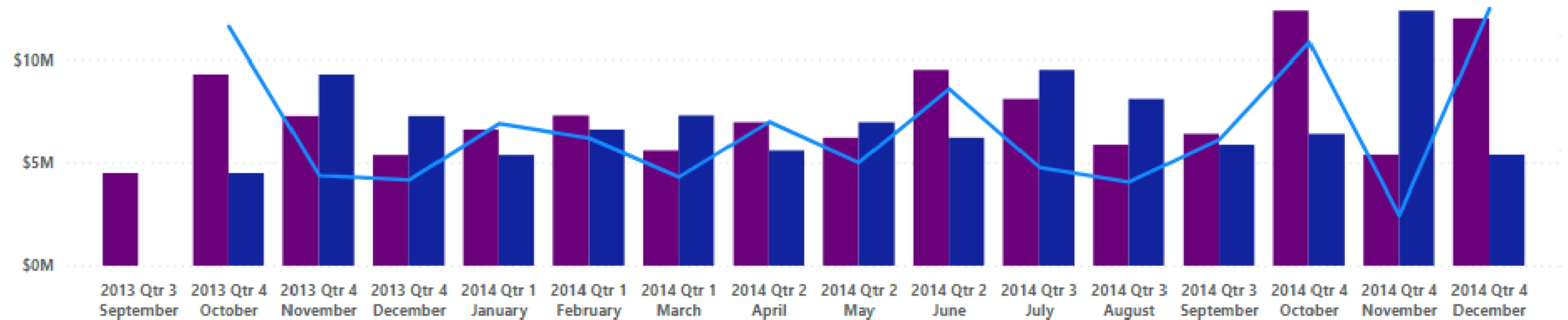
01-09-2013 01-12-2014



Net Revenue MoM



● Net Revenue ● Previous Month Net Revenue ● Revenue Growth %



01-09-2013 01-12-2014

Paseo

Sales Price Adjusted

16%

\$97.60

ARPU

113.21

Adjusted ARPU

16.00%

% Change in ARPU

\$47,97,438

Profit Margin

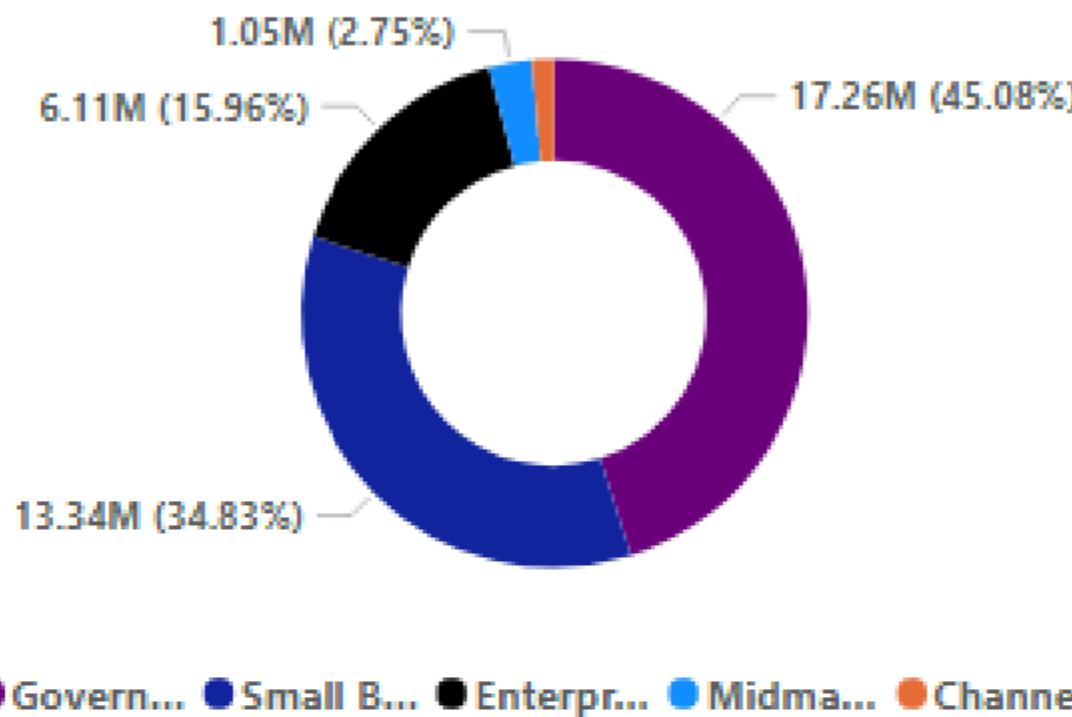
\$1,00,79,221

Adjusted Profit

110.10%

% Change in Profit

Segment [Net Revenue]

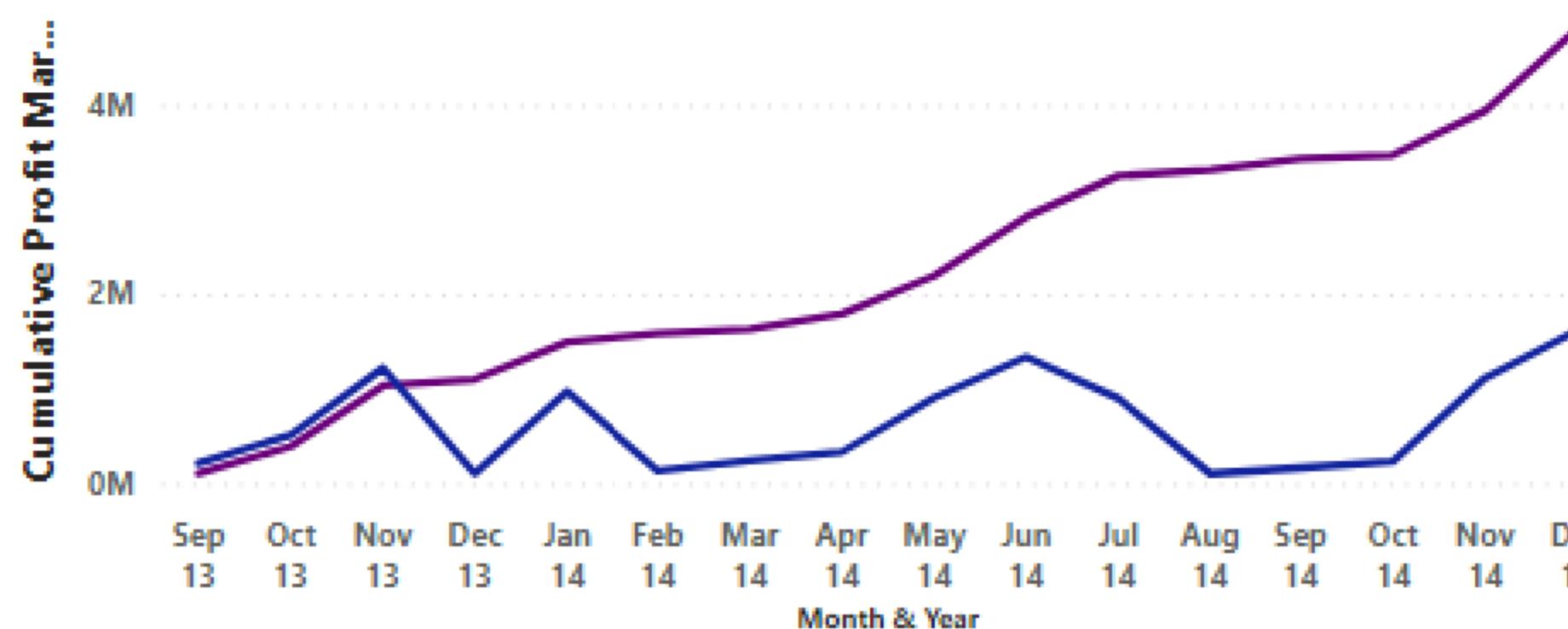


● Govern... ● Small B... ● Enterpr... ● Midma... ● Channel...



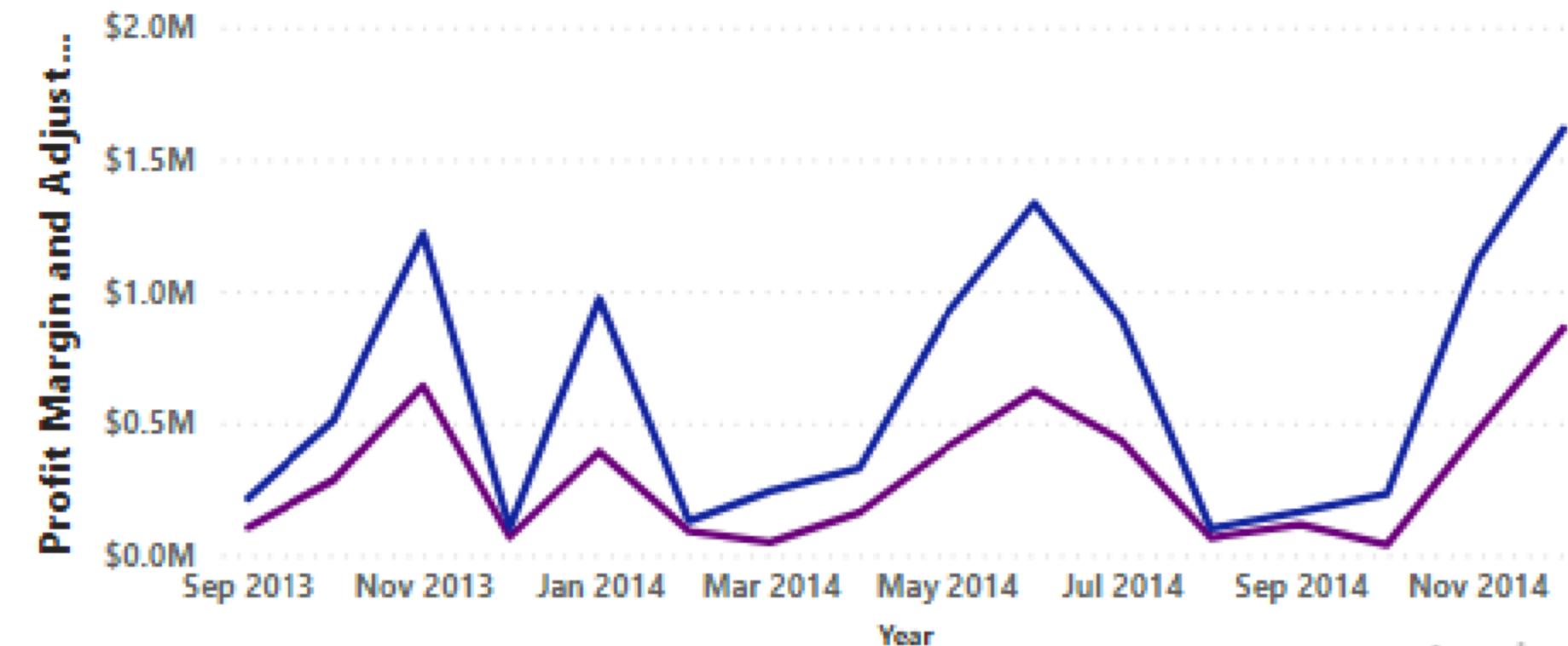
Cumulative Actual Vs Adjusted Profit Margin

● Cumulative Profit Margin ● Adjusted Profit Margin



Actual Vs Adjusted Profit Margin

● Profit Margin ● Adjusted Profit Margin



What will be the predicted result based on current trends?



PROFIT PREDICTIONS

Customer Change Scenario



3%



\$7.68K

ASPC

3.0%

Customer Scenario

Price Change Scenario



-2%



\$1.22K

ARPU

-2.0%

Price Scenario

Cost Change Scenario



-11%



\$821

ACPU

-11.0%

Cost Scenario

Profit Prediction based on customer, price and cost scenario

\$1.91M

Forecasted Profit

\$2.29M

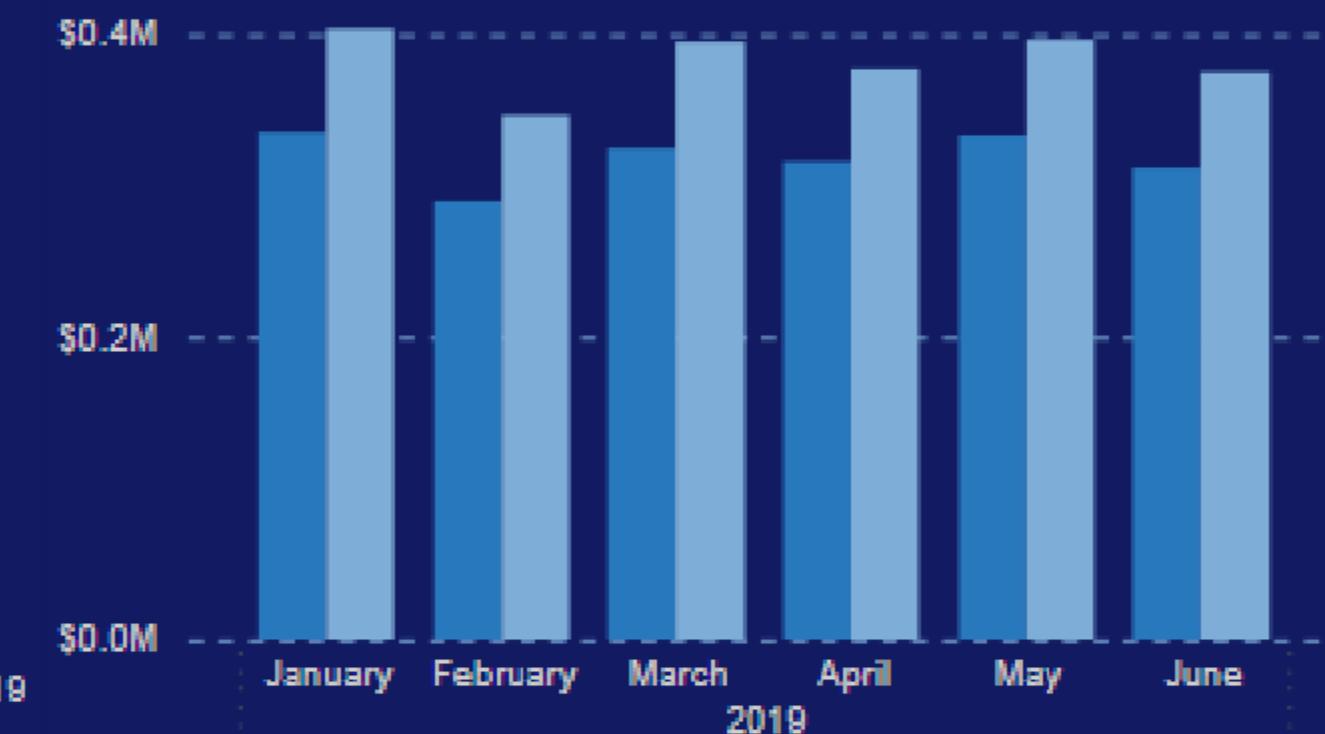
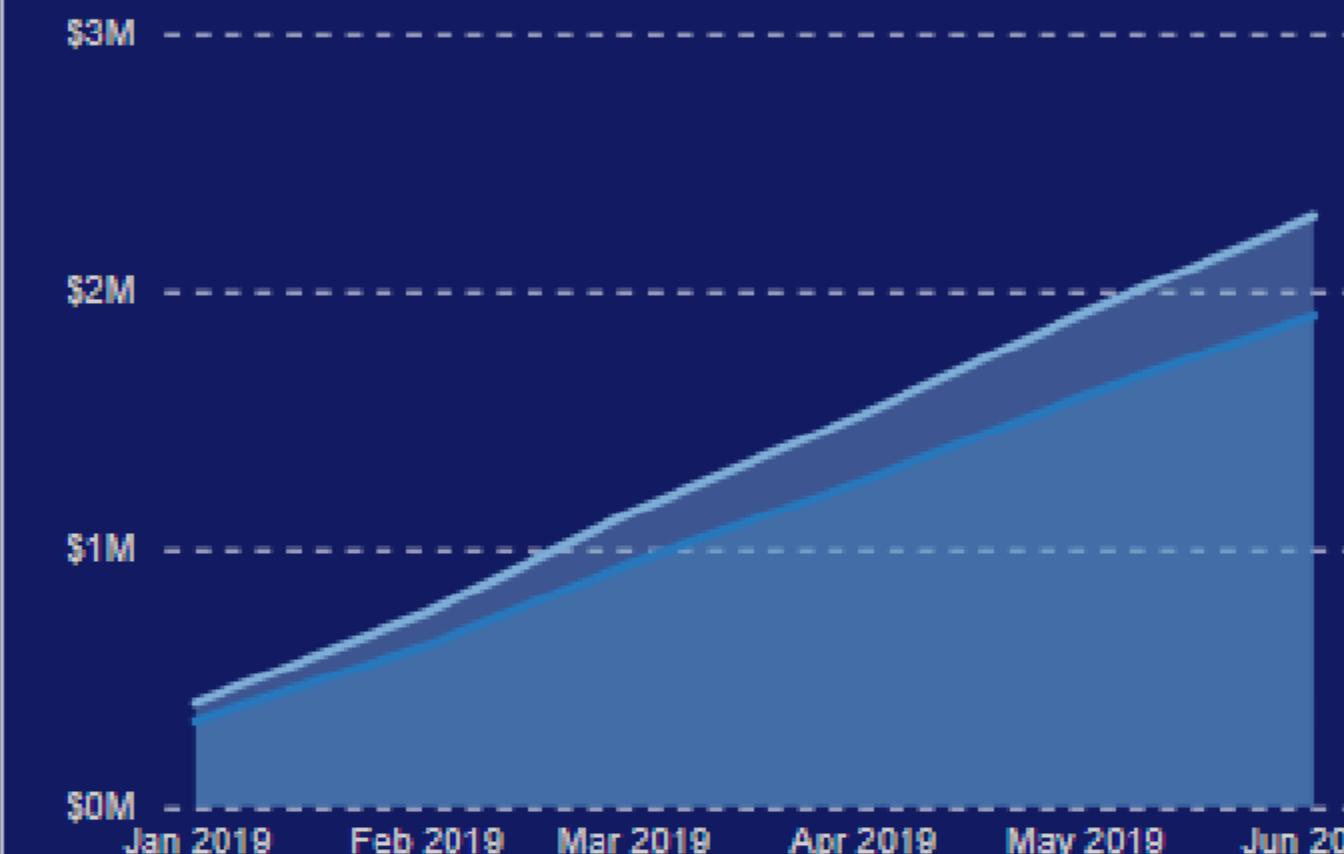
Scenario Profit

\$384K

Scenario Profit Diff.

16.8%

Profit Scenario % Diff.



Product Profitability Analysis

Product	F.Profit	S.Profit	Profit Diff.	% Diff.
Product 4	\$14,952	\$22,962	\$8,010	34.9%
Product 95	\$8,642	\$9,948	\$3,306	33.2%
Product 27	\$5,957	\$8,709	\$2,752	31.6%
Product 84	\$18,744	\$24,479	\$7,735	31.6%
Product 36	\$3,690	\$5,293	\$1,603	30.3%
Product 12	\$4,855	\$8,675	\$3,202	30.3%
Total	\$19,06,179	\$22,90,124	\$3,83,945	16.8%

City	F.Profit	S.Profit	Profit Diff.	% Diff.
Temecula	\$25,842	\$32,503	\$6,661	20.5%
Oxnard	\$23,309	\$29,223	\$5,914	20.2%
San Francisco	\$10,813	\$13,513	\$2,700	20.0%
Modesto	\$19,378	\$24,135	\$4,757	19.7%
Long Beach	\$17,827	\$22,148	\$4,319	19.5%
Rancho Cucamonga	\$24,762	\$30,650	\$5,888	19.2%
Total	\$19,06,179	\$22,90,124	\$3,83,945	16.8%

What will be the predicted result based on current trends?

0.9%

% Change

8.0%

Price Scenario

8%

2018

2019

2020



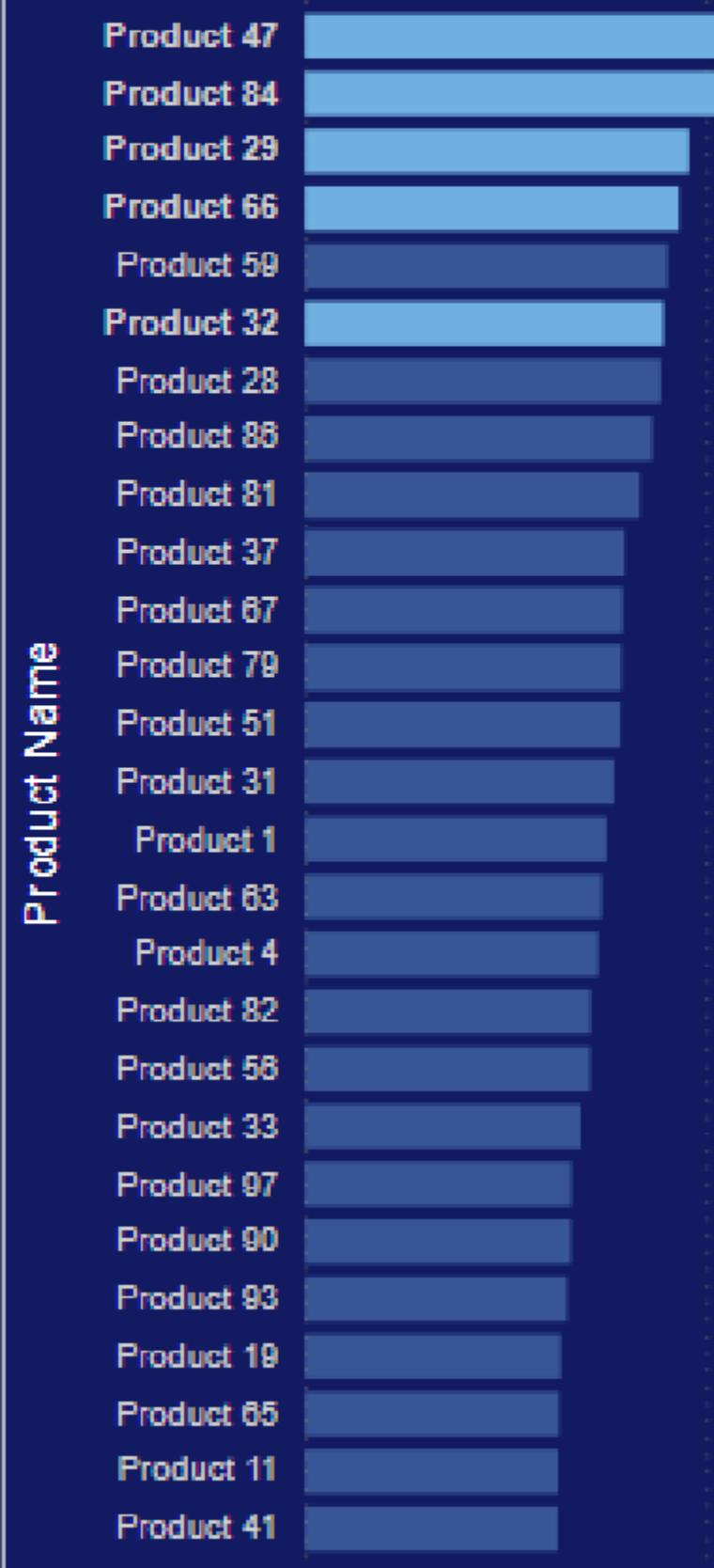
Qtr 1

Qtr 2

Qtr 3

Qtr 4

Product based sales prediction

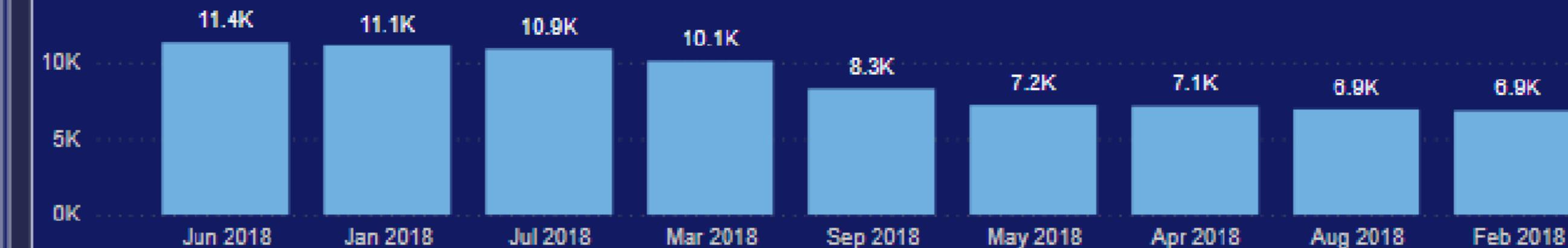


Actual vs Scenario Sales

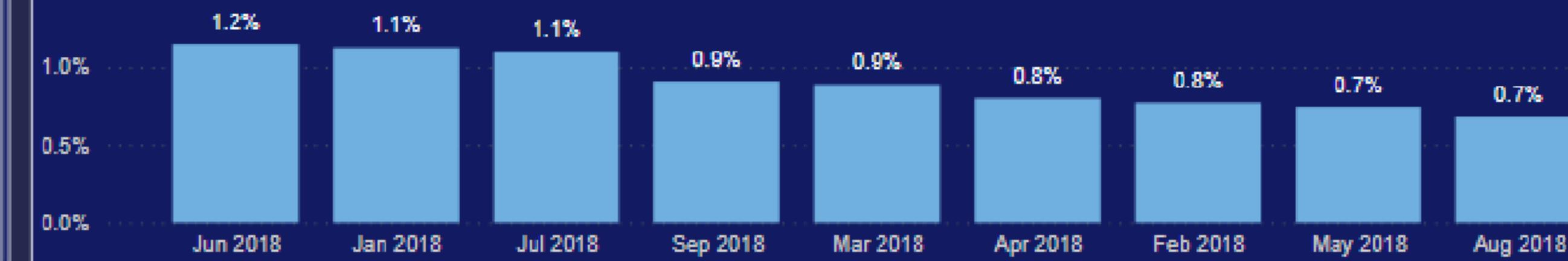
Actual Sales Scenario Sales



Change with Pricing Scenario



% Change with Pricing Scenario



HR

HUMAN RESOURCE ANALYSIS

EMPLOYEE OVERVIEW

DEPARTMENTS

HISTORICAL & TREND

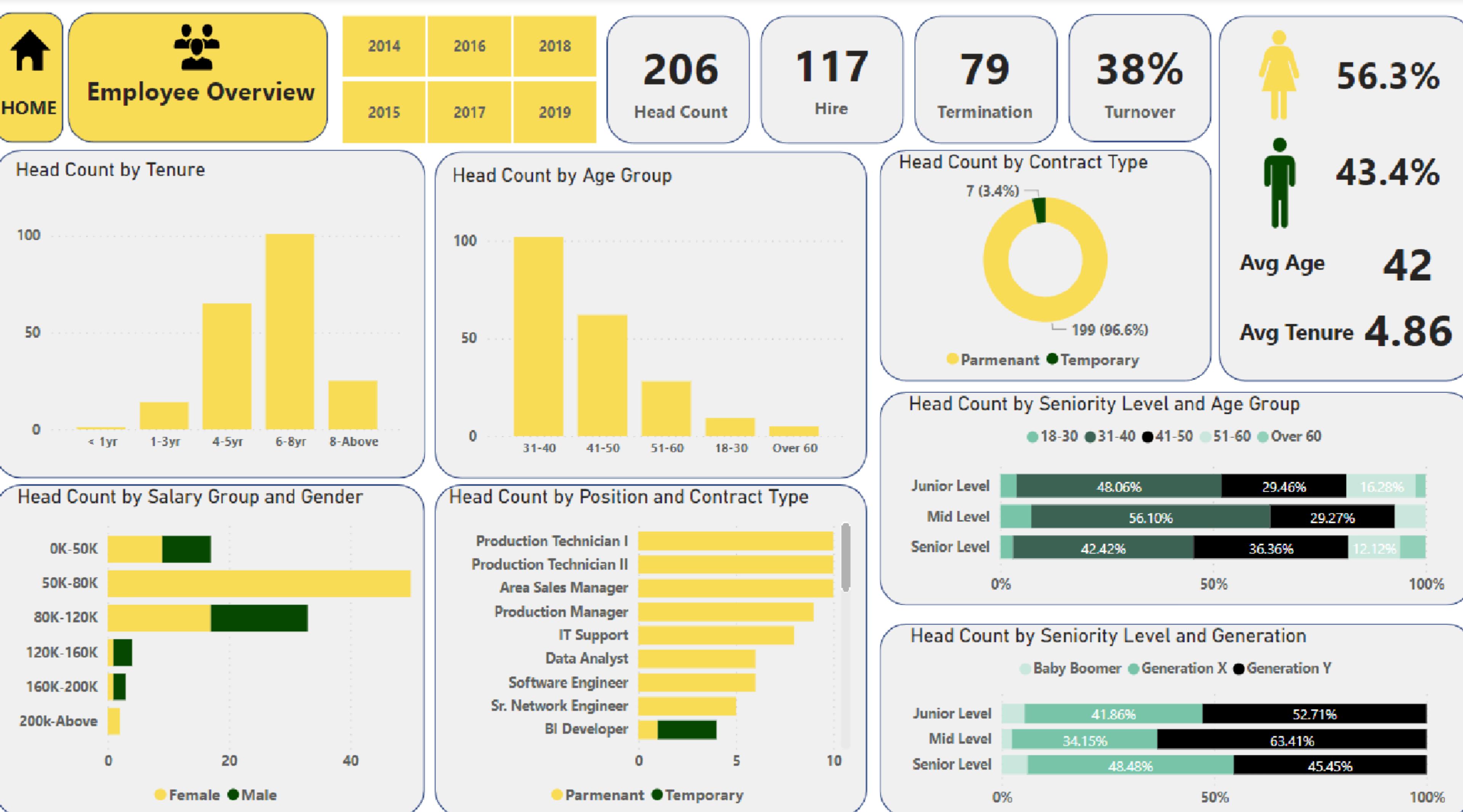
EMPLOYEE DETAILS

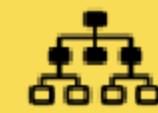
SALARY ANALYSIS

PERFORMANCE ANALYSIS

TERMINATION

TURNOVER ANALYSIS





HOME

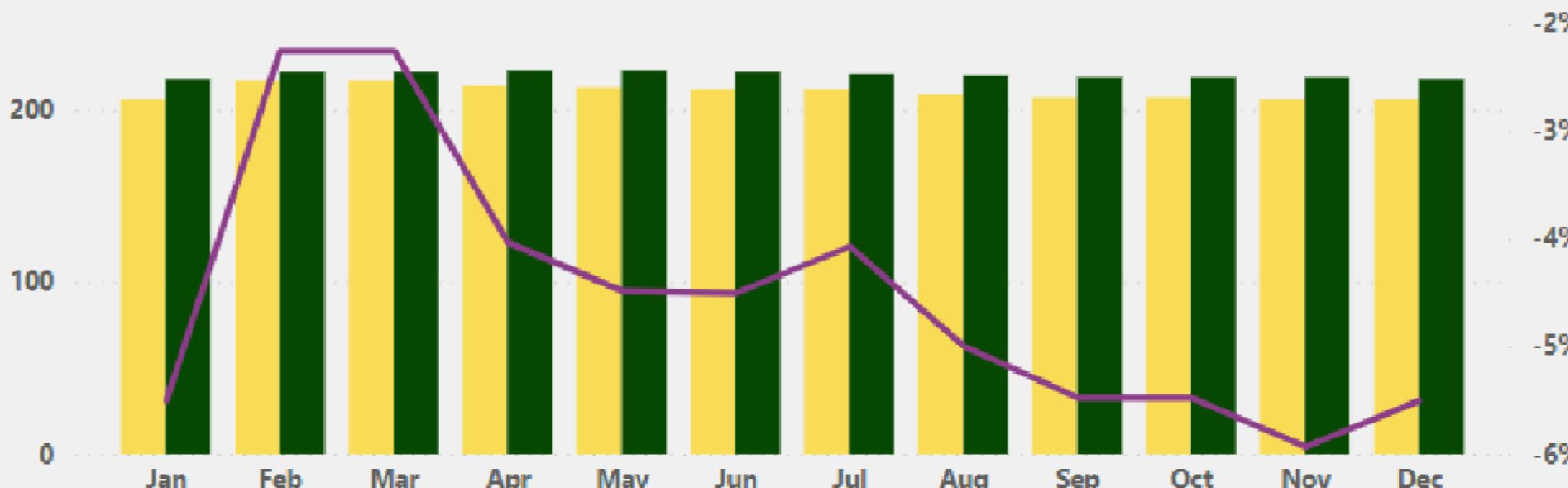
DEPARTMENTS

(Blank)	Executive Office	Production
Admin Offices	IT/IS	Sales

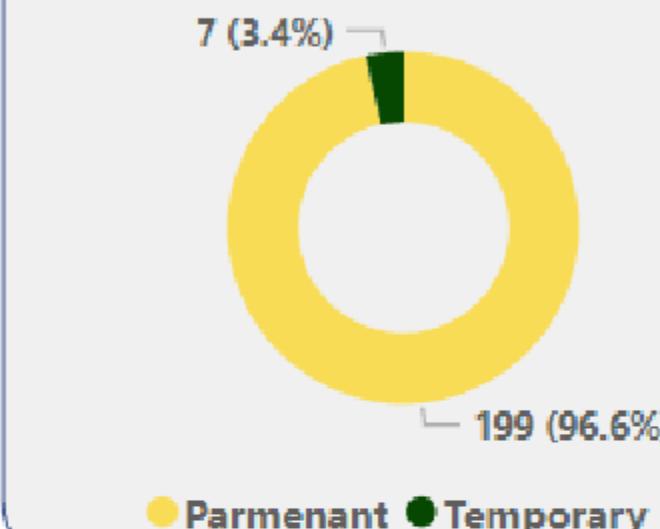
2014	2016	2018
2015	2017	2019

206	117	79	38%
Head Count	Hire	Termination	Turnover

● Head Count ● Head Count LY ● Head Count YoY%



Head Count by Contract Type



Avg Age

42

Avg Tenure

4.86

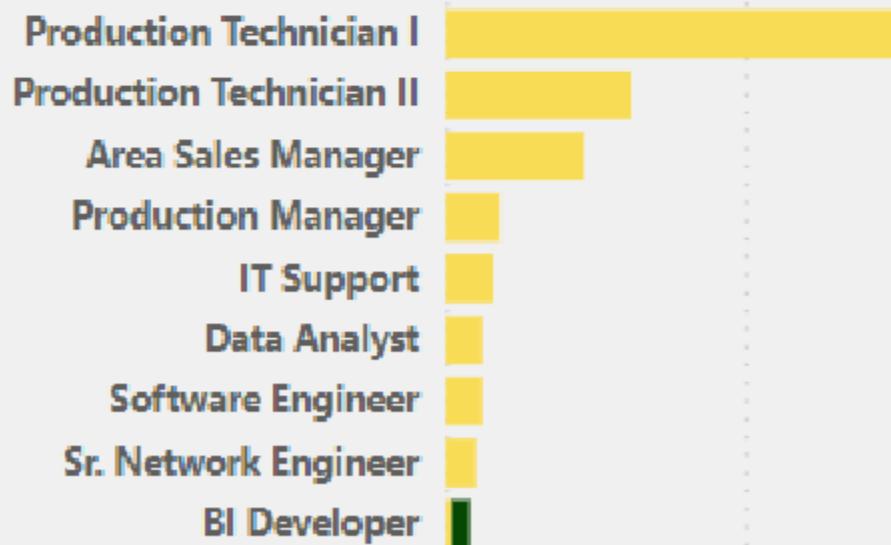


115



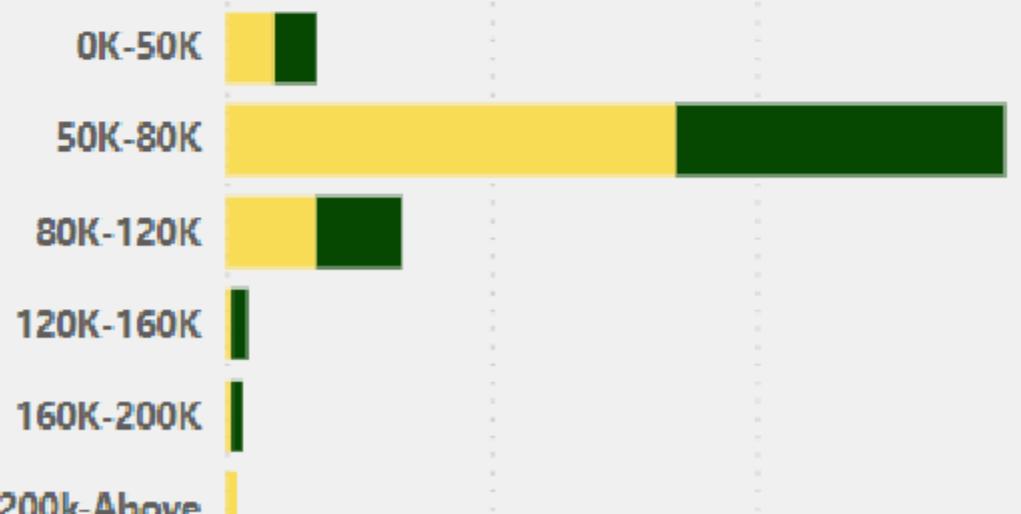
91

Head Count by Position and Contract Type



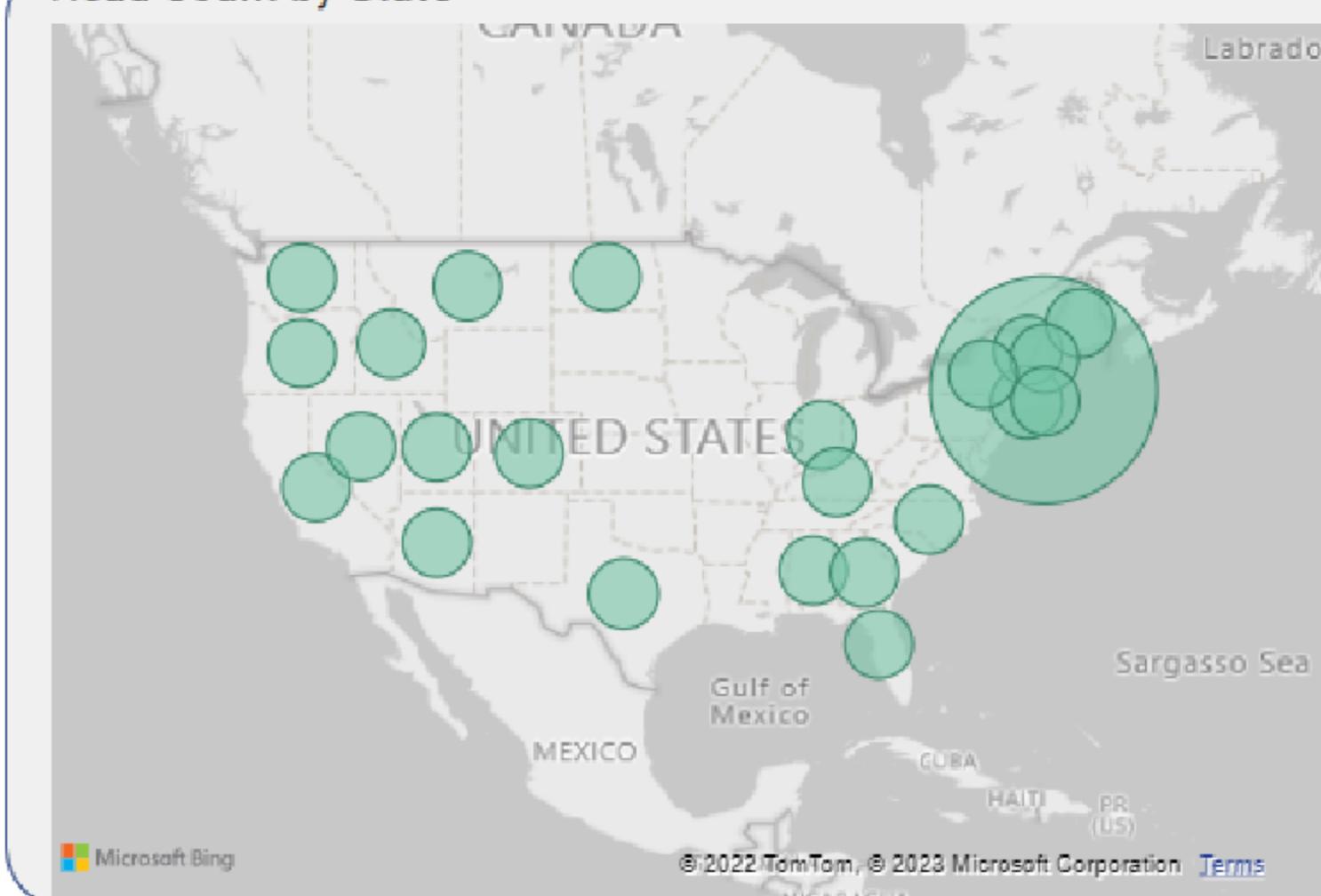
● Parmenant ● Temporary

Head Count by Salary Group and Gender



● Female ● Male

Head Count by State



Microsoft Bing

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HOME

Historical & Trend

2016

2017

2018

2019

Qtr 1

Qtr 2

Qtr 3

Qtr 4

Business Unit

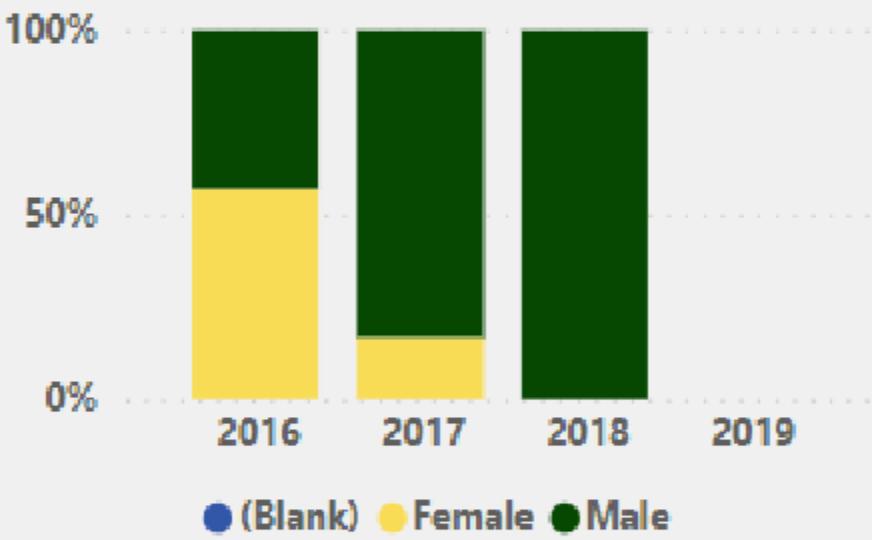
All

Hire by Gender

● (Blank) ● Female ● Male

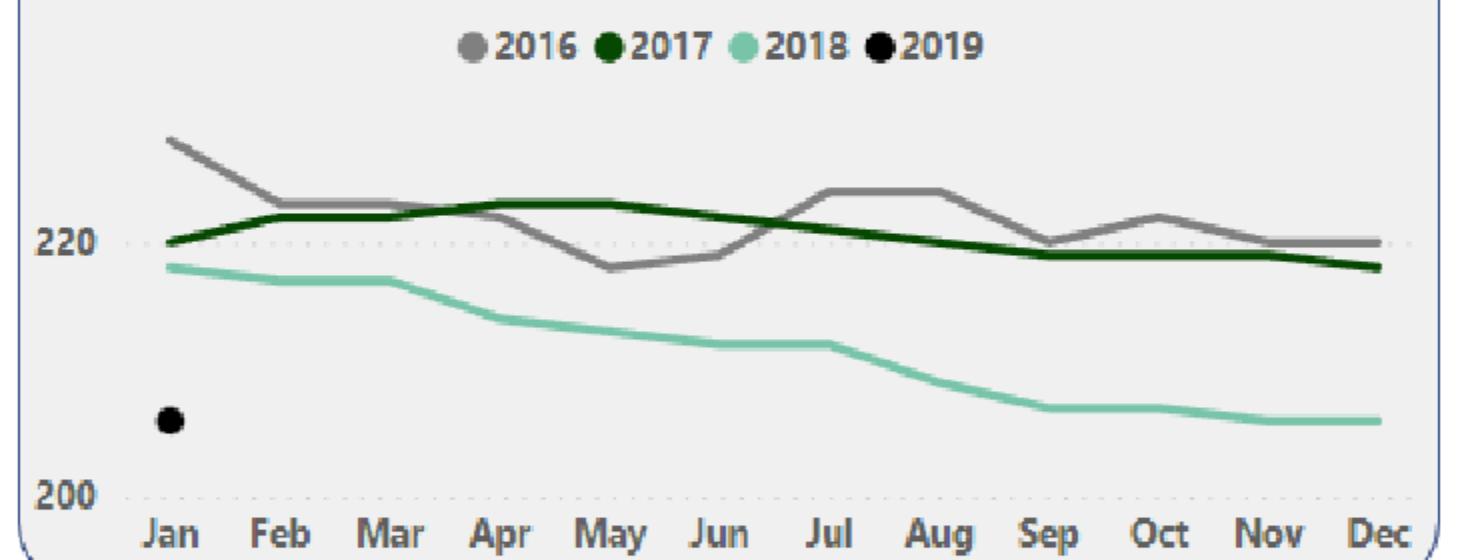


Hires

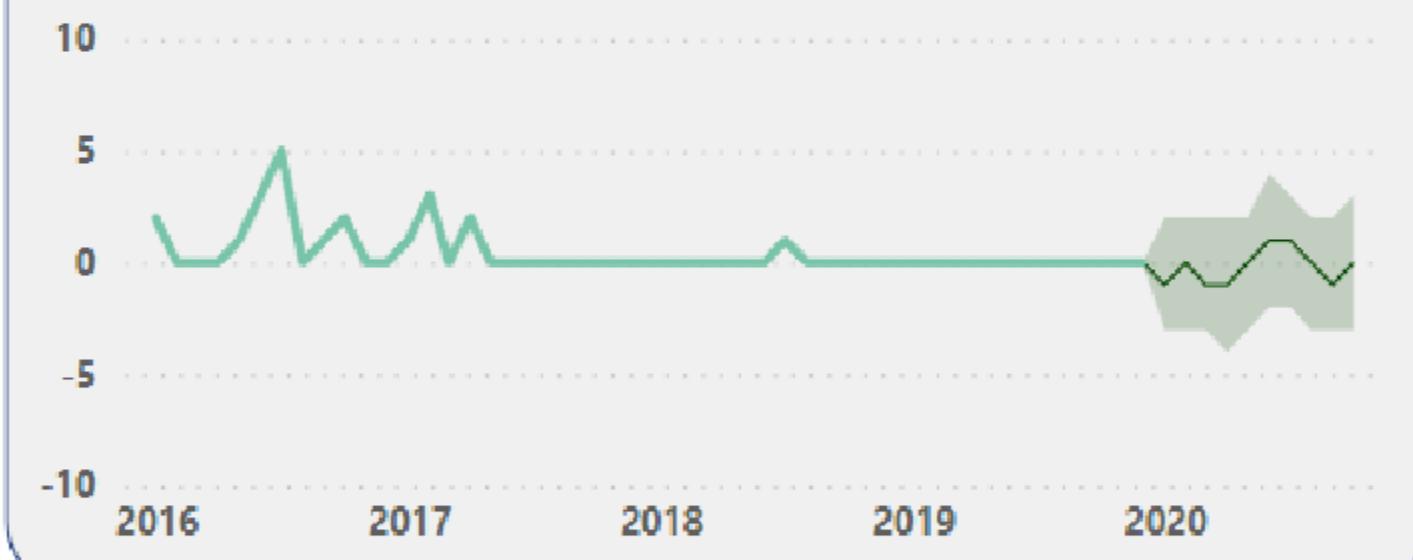


Head Count

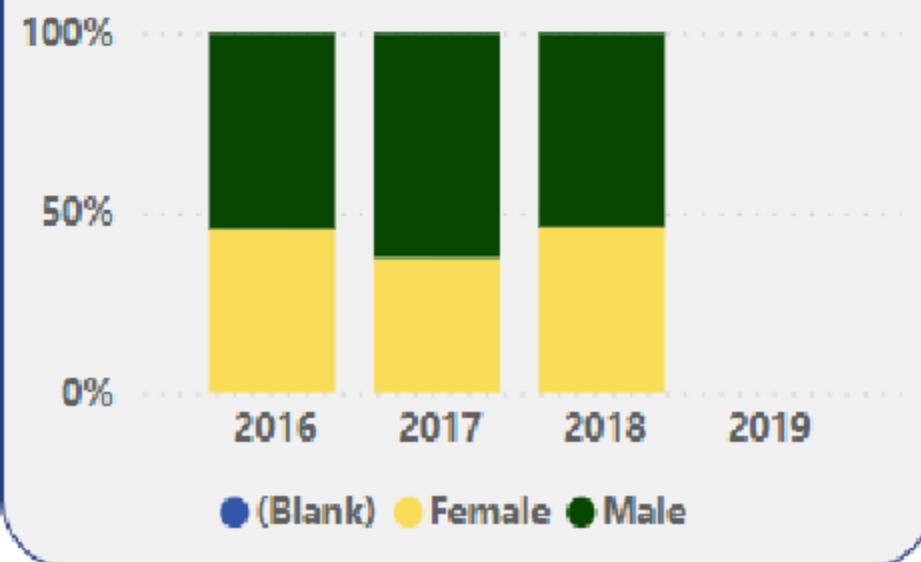
● 2016 ● 2017 ● 2018 ● 2019



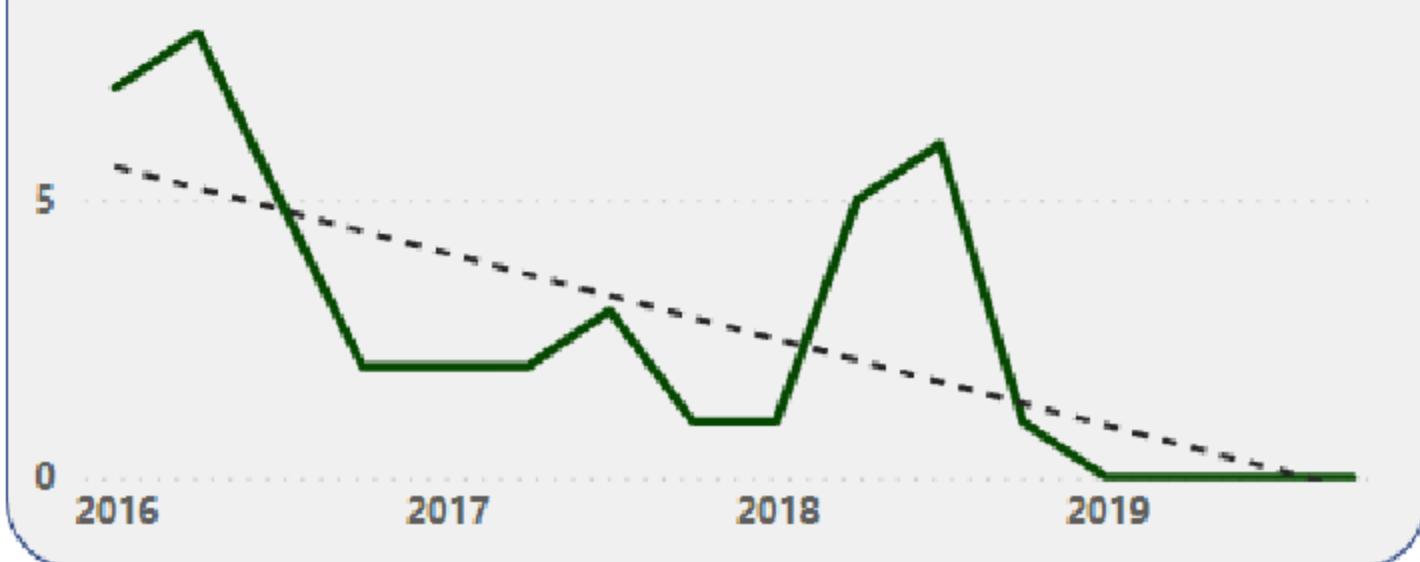
Hires



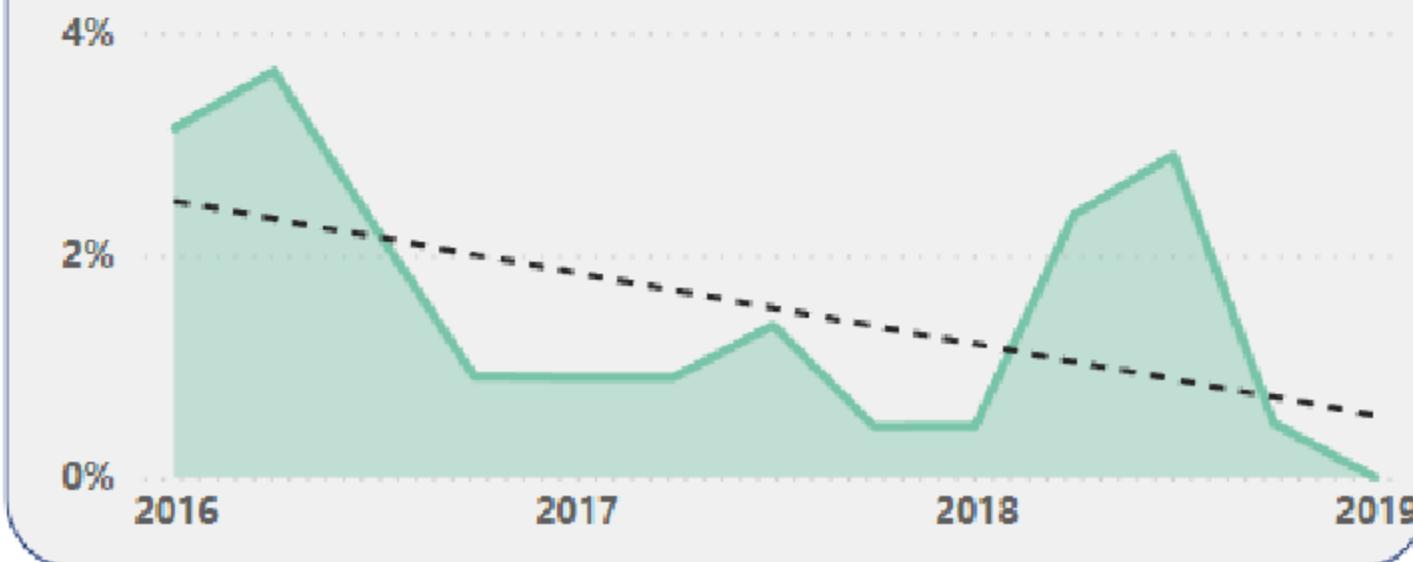
Terminations

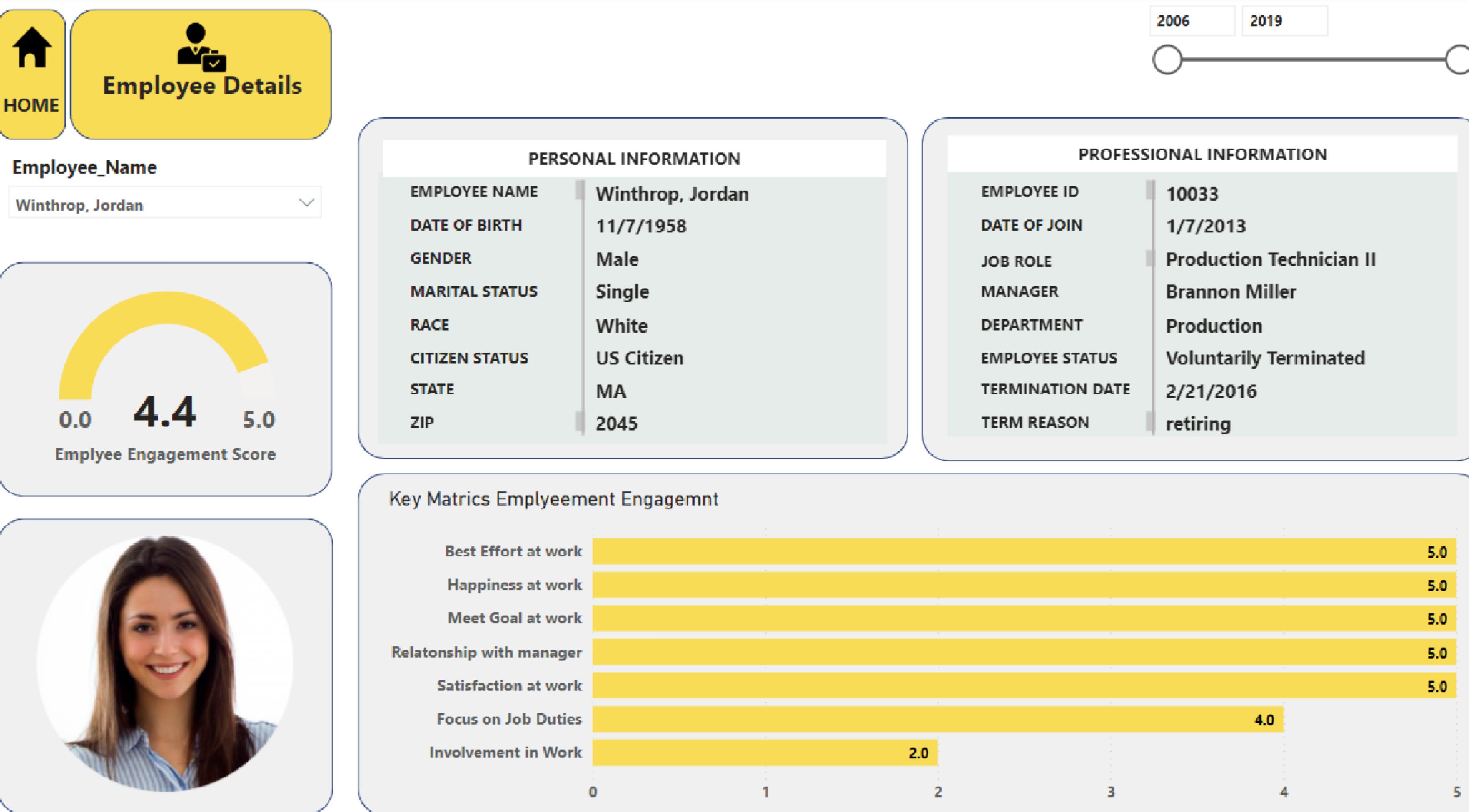


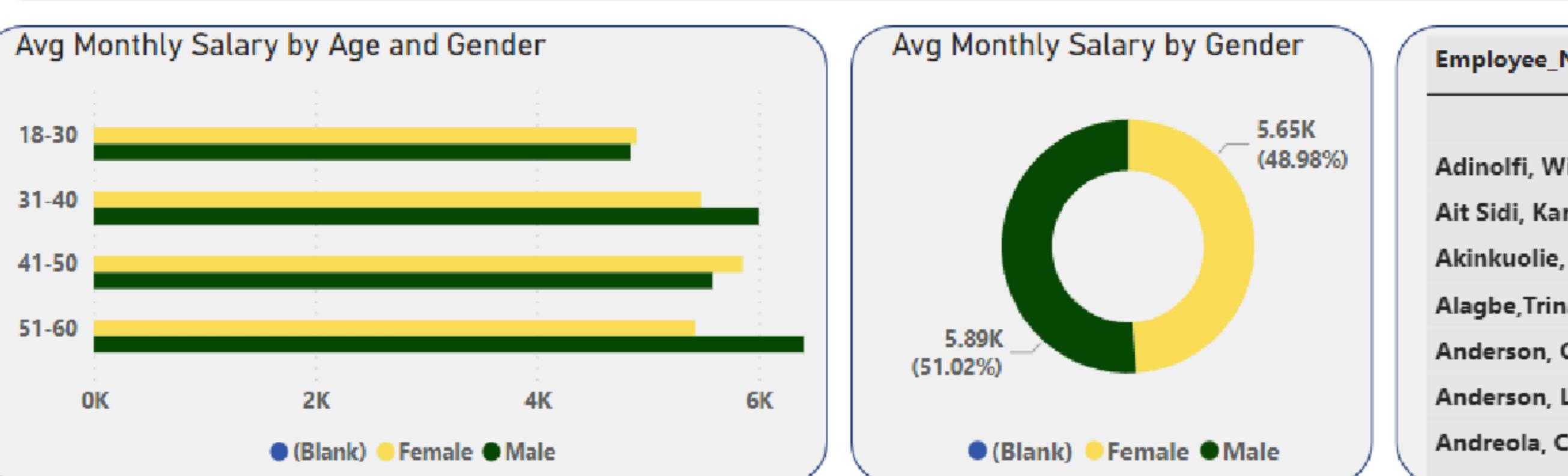
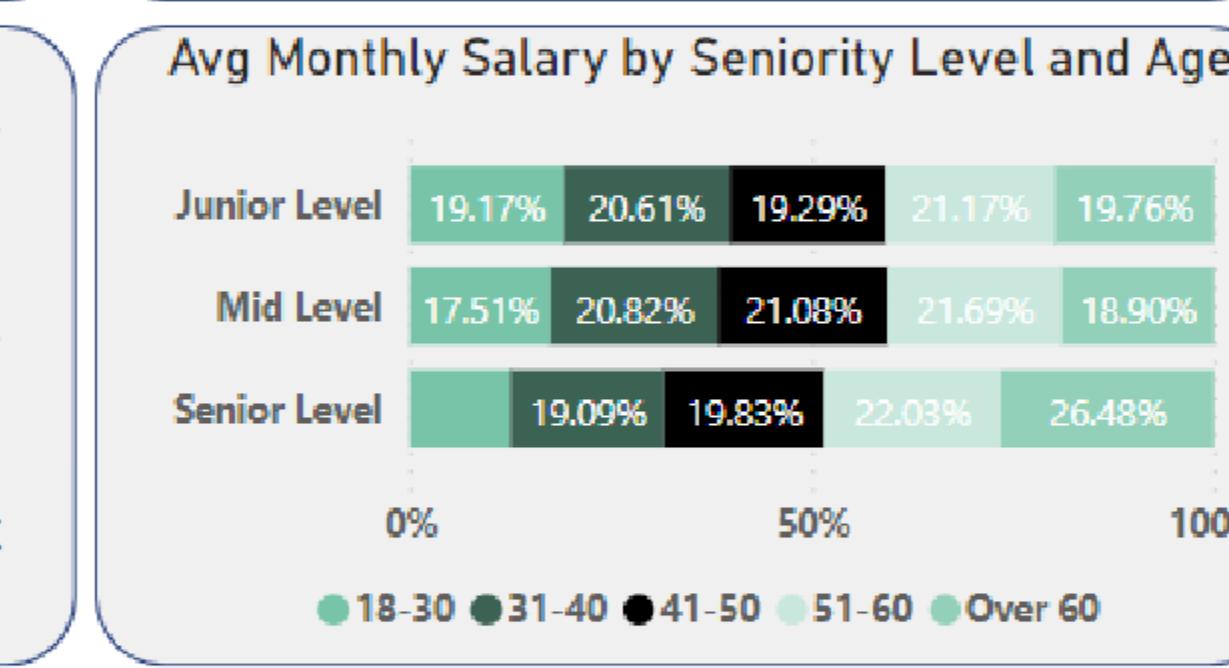
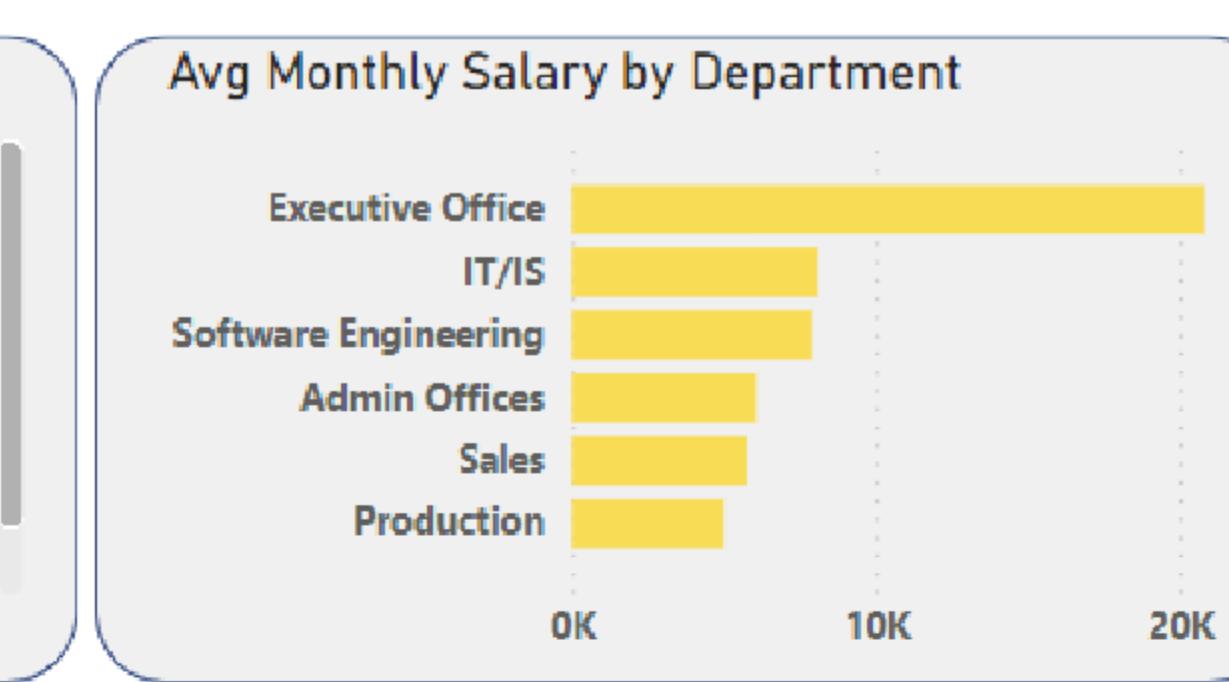
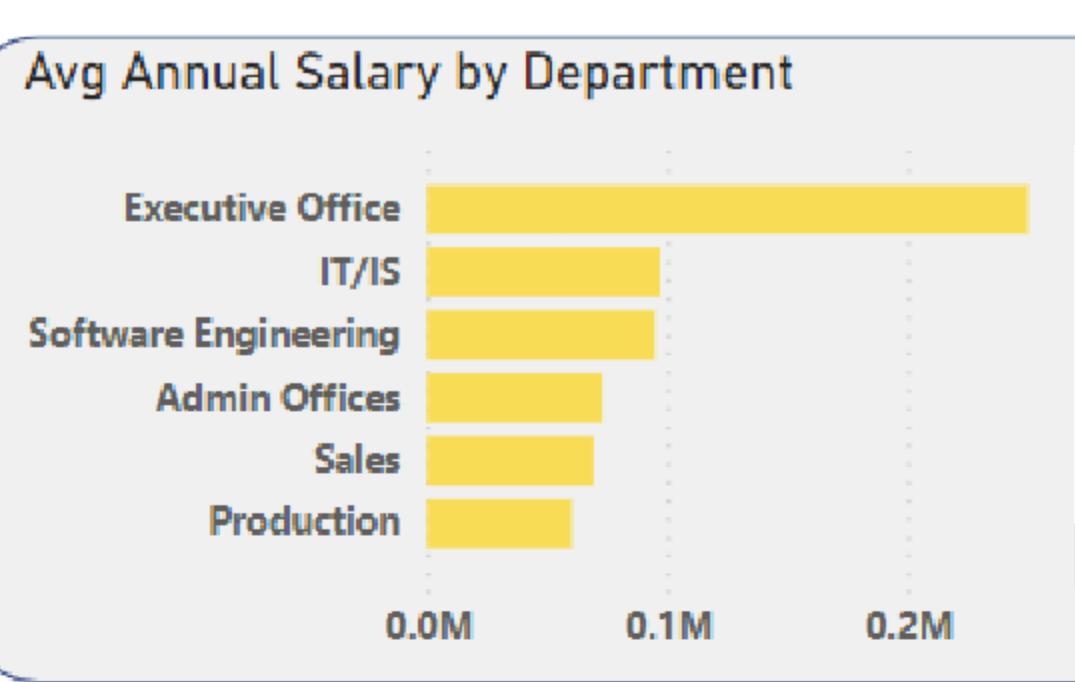
Termination



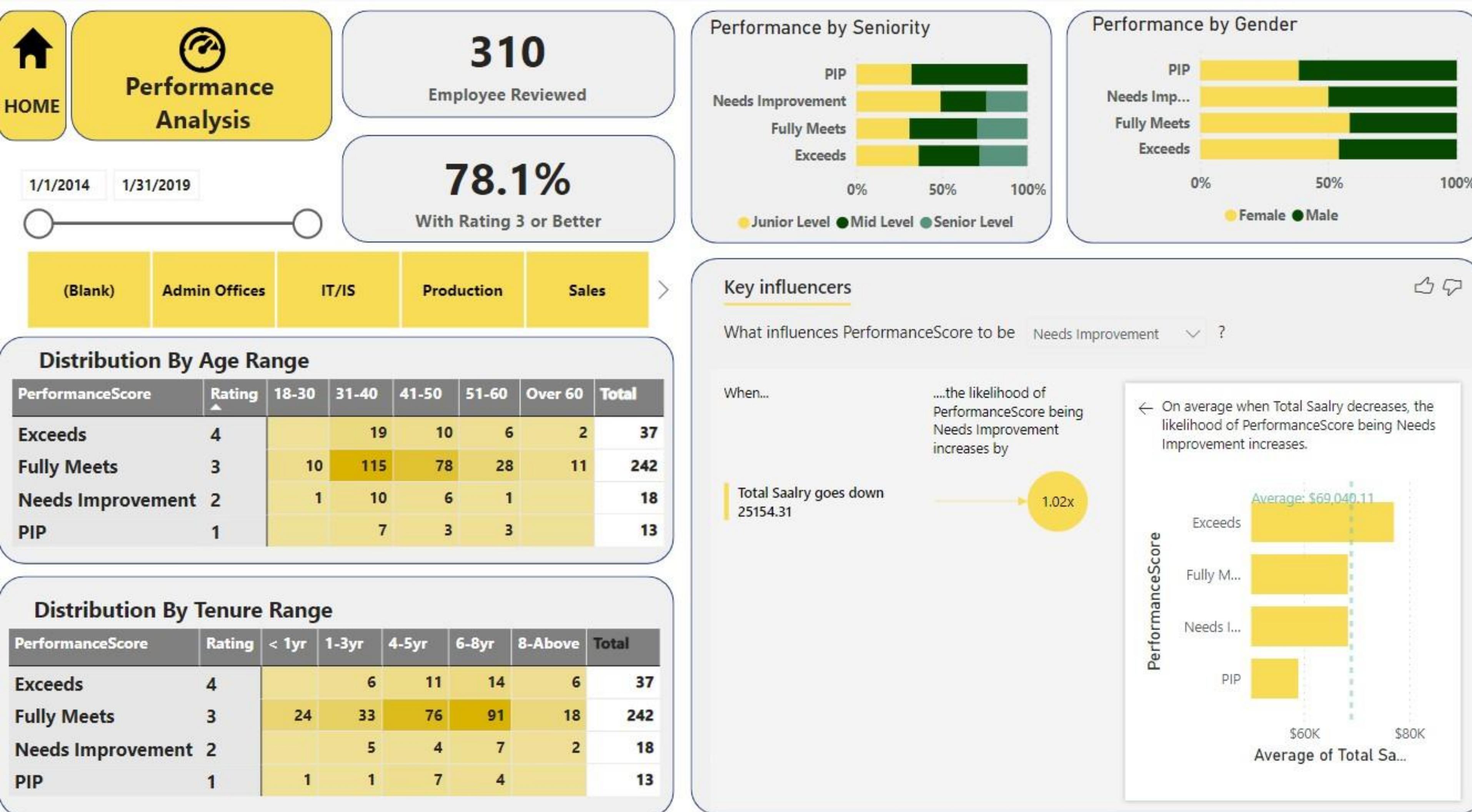
Turnover







Employee_Name	Department	Avg Month Salary
(Blank)		0.00
Adinolfi, Wilson K	Production	5,208.83
Ait Sidi, Karthikeyan	IT/IS	8,703.08
Akinkuolie, Sarah	Production	5,412.92
Alagbe,Trina	Production	5,415.92
Anderson, Carol	Production	4,235.42
Anderson, Linda	Production	4,797.33
Andreola, Colby	Software Engineering	7,971.67





HOME



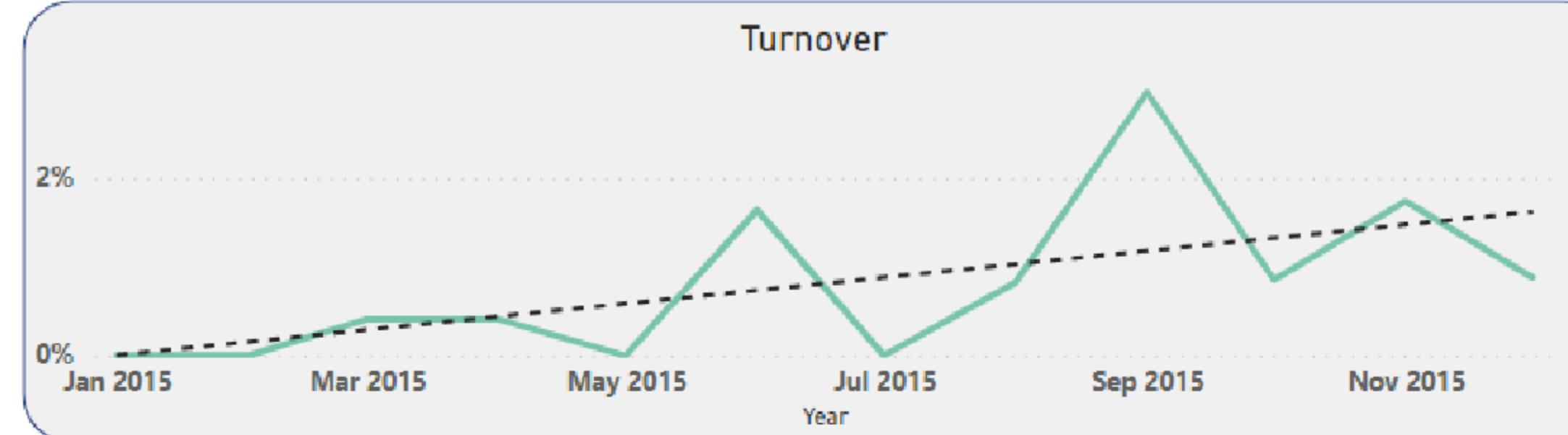
Turnover Analysis



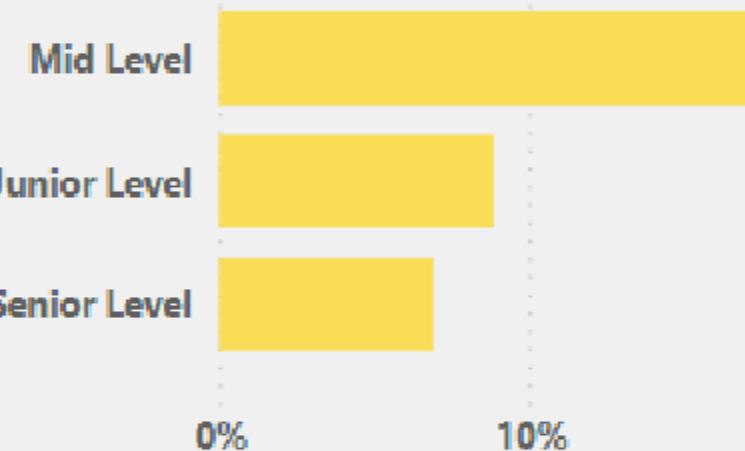
10%
Turn Over

28.3%
Voluntary

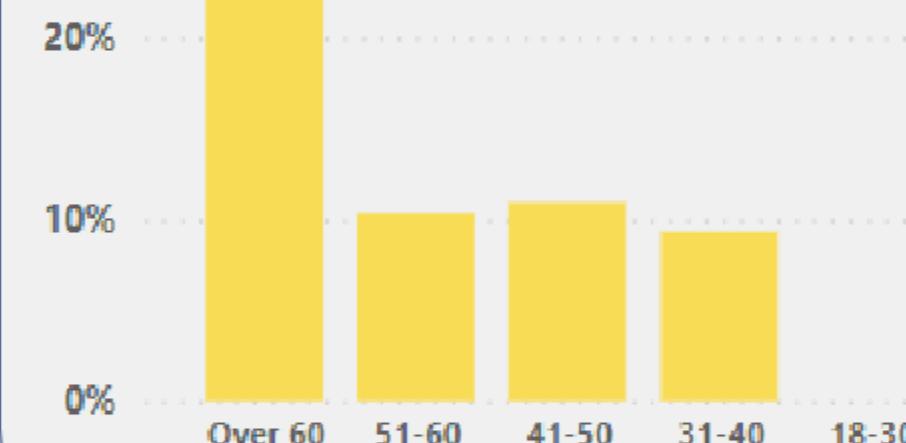
5.1%
Involuntary



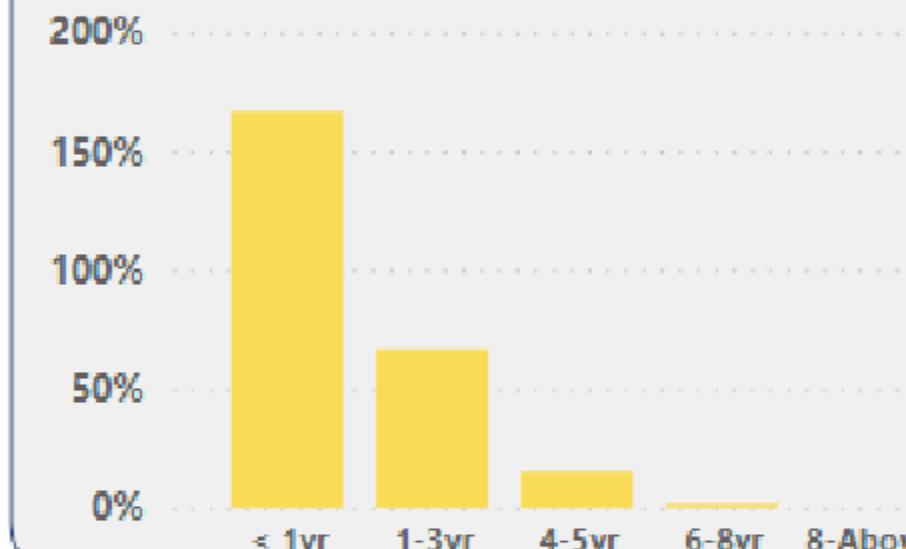
Turnover by Seniority Level



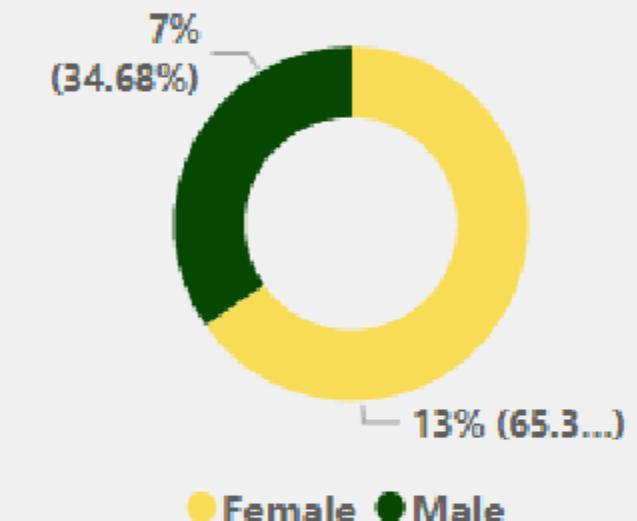
Turnover by Age Group



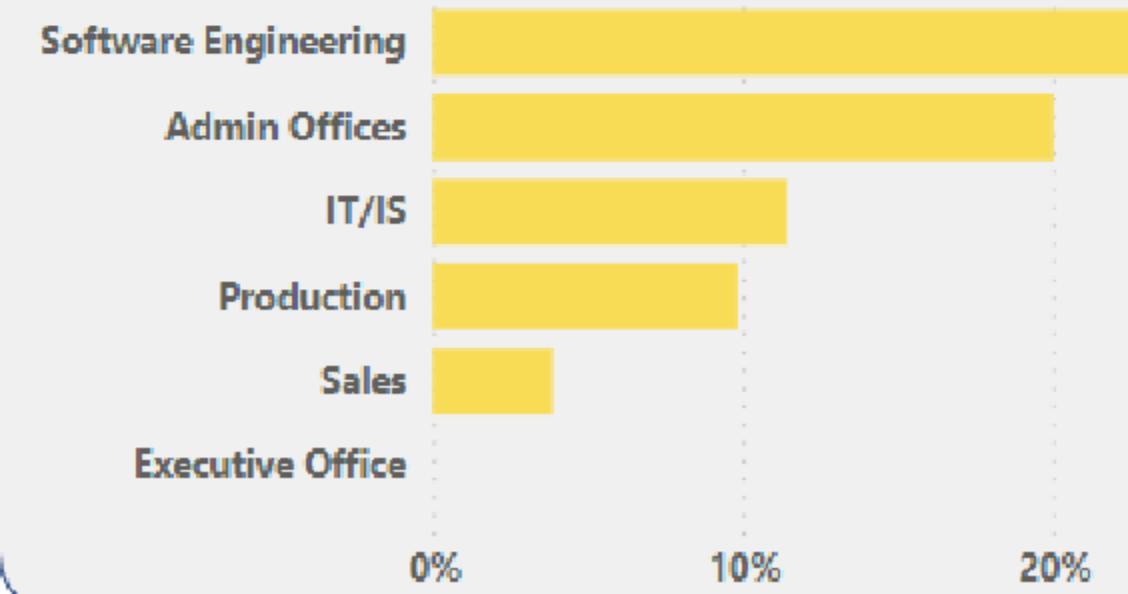
Turnover by Tenure



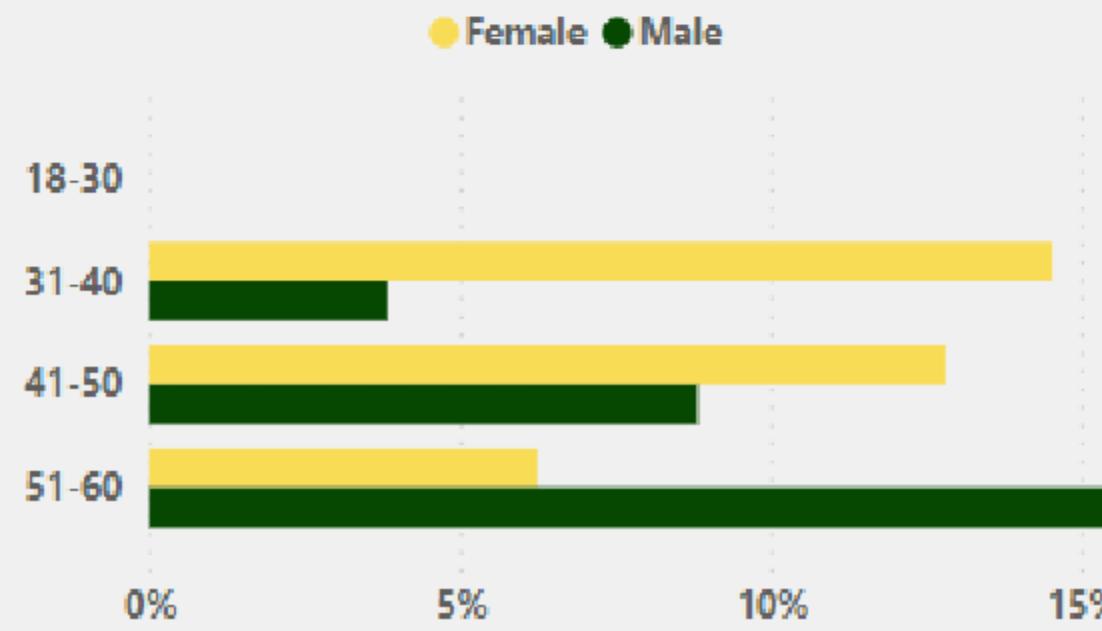
Turnover by Gender



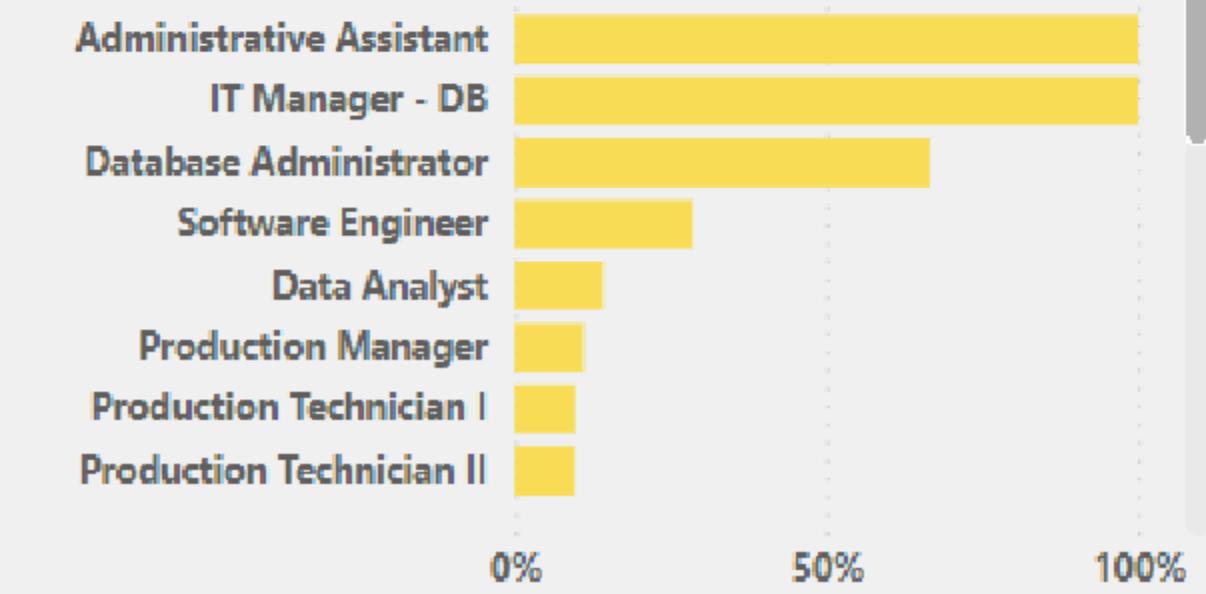
Turnover by Department

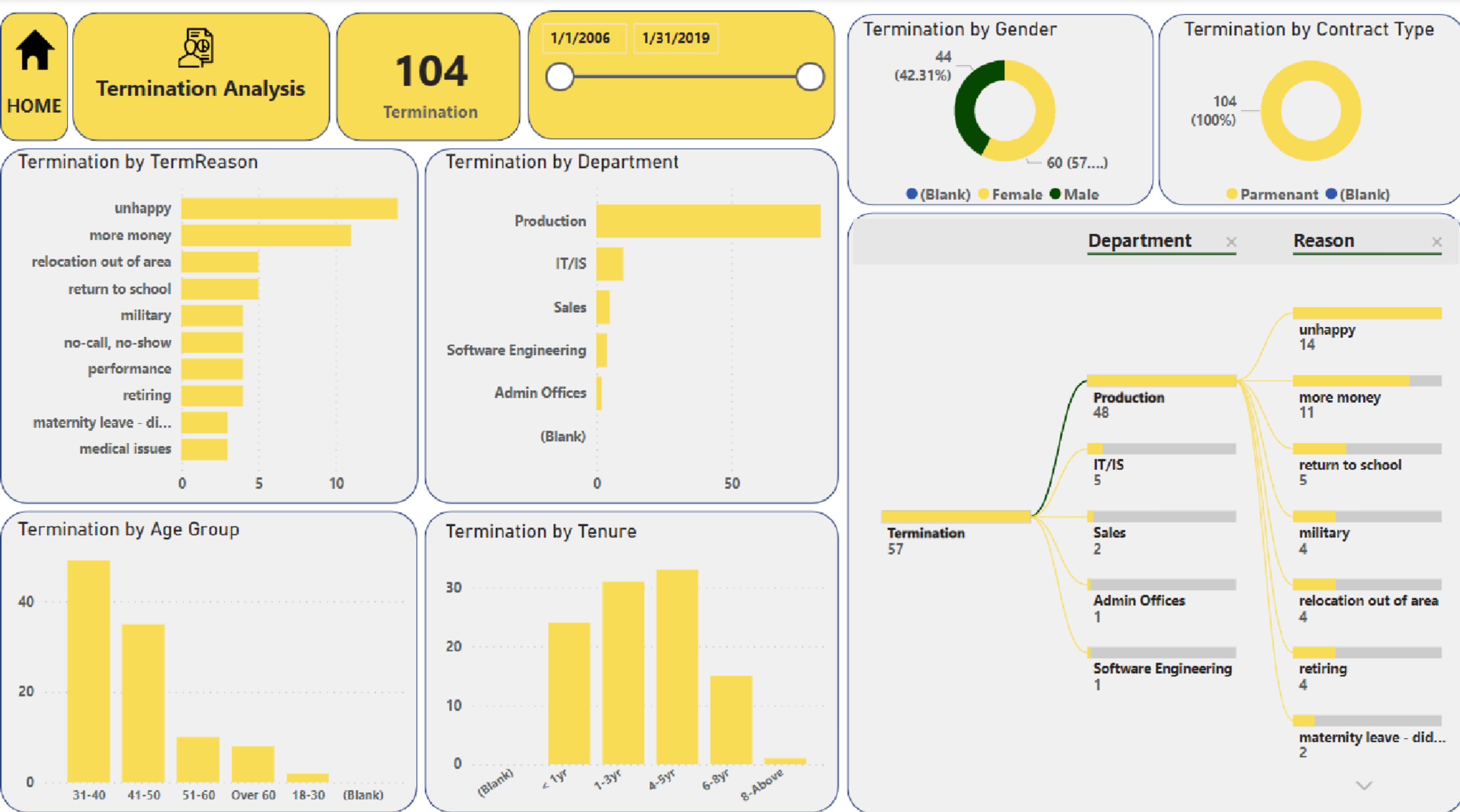


Turnover by Age Group and Gender



Turnover by Position





Crypto Currency Analysis

CRYPTO

HISTORICAL

493.44
High Price

37.59
Low Price

1.30
Avg Daily Vol.

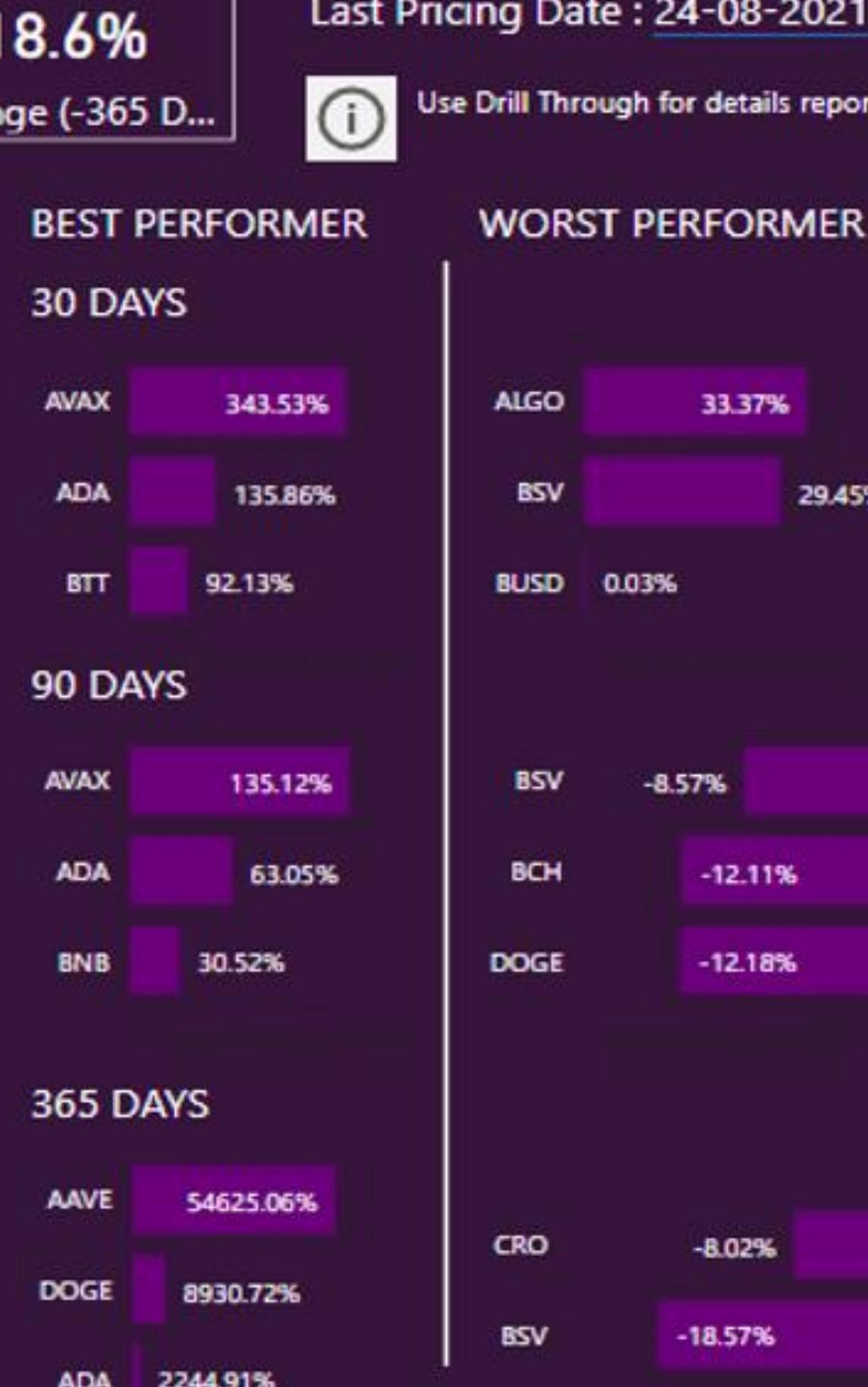
-18.6%
% Change (-365 D...)

Last Pricing Date : 24-08-2021



Use Drill Through for details report

Symbol	Name	Final Price	% Chng. 30D	% Chng. 90D	% Chng. 365D	% Chng. 365D	High	Avg Daily Vol.(M)	BEST PERFORMER	WORST PERFORMER
AAVE	Aave	401.02	42.2%	-3.2%	54625.1%	-75.8%	0.67		30 DAYS	
ADA	Cardano	2.90	135.9%	63.1%	2244.9%	-0.5%	318.51			
ALGO	Algorand	1.13	33.4%	10.4%	79.9%	-33.1%	4.14			ALGO 33.37%
AVAX	Avalanche	49.16	343.5%	135.1%		-11.6%	2.75	AVAX 343.53%		
AXS	Axie Infinity	75.01	77.9%			-3.0%	11.93			
BCH	Bitcoin Cash	670.69	50.0%	-12.1%	130.6%	-56.6%	29.03	ADA 135.86%		
BNB	Binance Coin	494.94	63.9%	30.5%	2088.8%	-26.8%	3.64			BSV 29.45%
BSV	Bitcoin SV	166.13	29.4%	-8.6%	-18.6%	-62.3%	1.30	BTT 92.13%		
BTC	Bitcoin	49,760.35	38.3%	26.8%	323.4%	-21.7%	0.29			
BTCB	Bitcoin BEP2	46,483.29	46.5%	22.5%		-17.0%	0.00	90 DAYS		
BTT	BitTorrent	0.00	92.1%	0.5%	916.8%	-56.7%	87,660.61			
BUSD	Binance USD	1.00	0.0%	0.1%		-0.1%	1,120.56	AVAX 135.12%		
CRO	Crypto.com Coin	0.16	36.5%	23.6%	-8.0%	-34.4%	68.90			BSV -8.57%
DOGE	Dogecoin	0.31	59.9%	-12.2%	8930.7%	-55.2%	4,581.59	ADA 63.05%		
			● Low Price	● High Price		● Open Price	● Close Price			





CRYPTO

Symbol: BTC Name: Bitcoin

Price

17-12-2018

24-08-2021



49.76K

Close Price Final

63.54K

Close Price (High)

3.40K

Close Price (Low)

Close Price by Date

● Close Price ● Close Price (High) ● Close Price (Low) ● Close Price 30D Rolling

70K

60K

50K

40K

30K

20K

10K

0K

20M

10M

0M

Jan 2019

Jul 2019

Jan 2020

Jul 2020

Jan 2021

Jul 2021

17-12-2020

●	Close Price	22,825.61
●	Close Price (High)	63,539.23
●	Close Price (Low)	3,398.09
●	Close Price 30D Rolling	18,844.80

Avg Volume by Date

0.72

Avg Daily Volume

Jan 2019

Jul 2019

Jan 2020

Jul 2020

Jan 2021

Jul 2021

CRYPTO HISTORICAL

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

AAVE ADA ALGO AVAX AXS BCH BNB BSV BTC BTCB BTT BUSD CRO DOGE

● Low Price ● High Price



64.78K

High Price

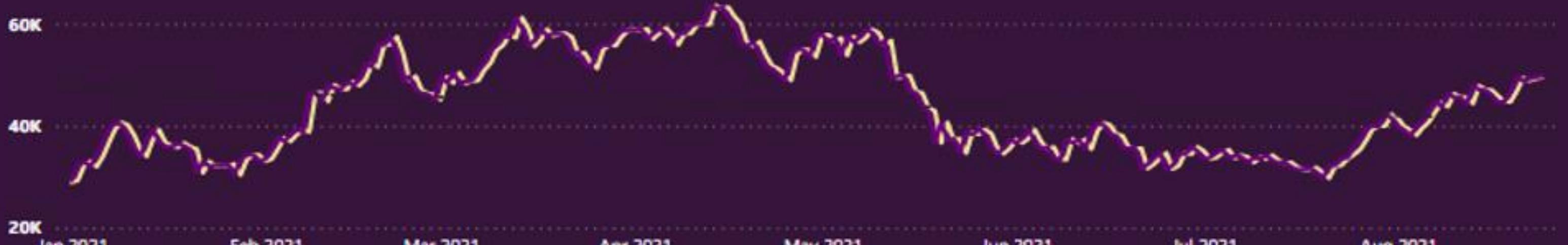
28.20K

Low Price

49.76K

Close Price

● Open Price ● Close Price



0.12

Avg Daily Vol.

38.3%

% Change (-30 Day)

323.4%

% Change (-365 Da...)

Data Visualization Challenges



ONYX DATA CHALLENGE - FAST FOOD RESTAURANT ANALYSIS

497

50

5426

2764

10K

Brand

State

Postal Code

City

Restuarant

States

All

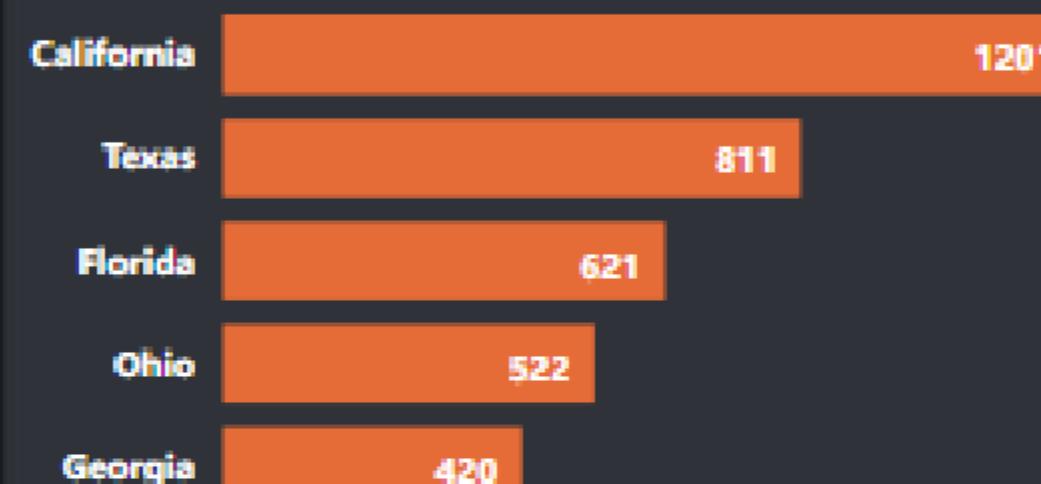
City

All

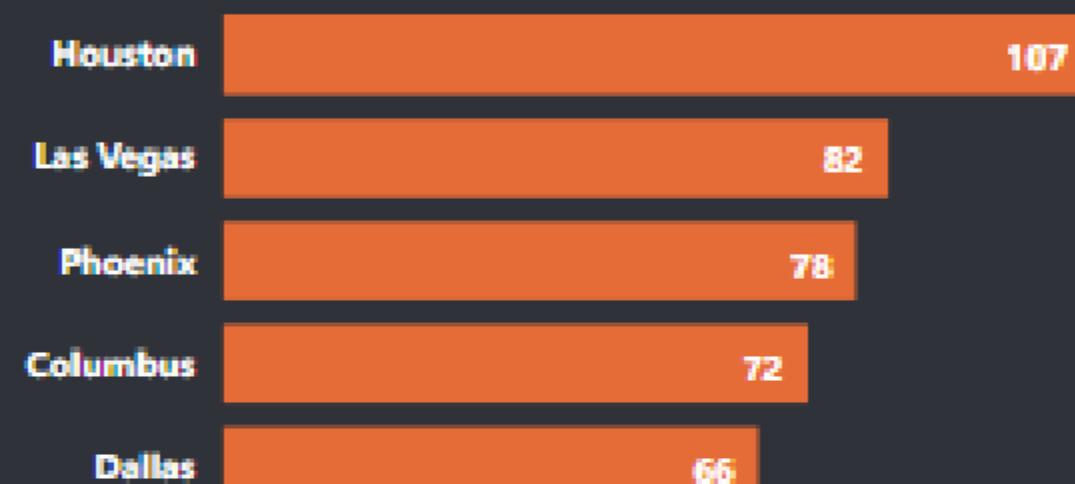
Brand

All

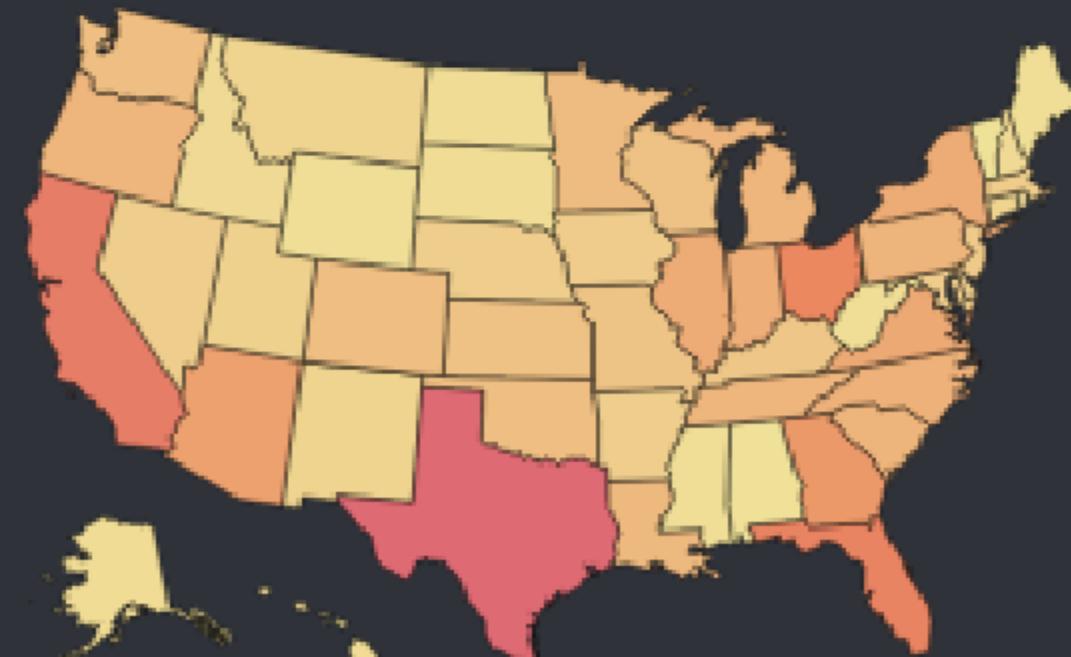
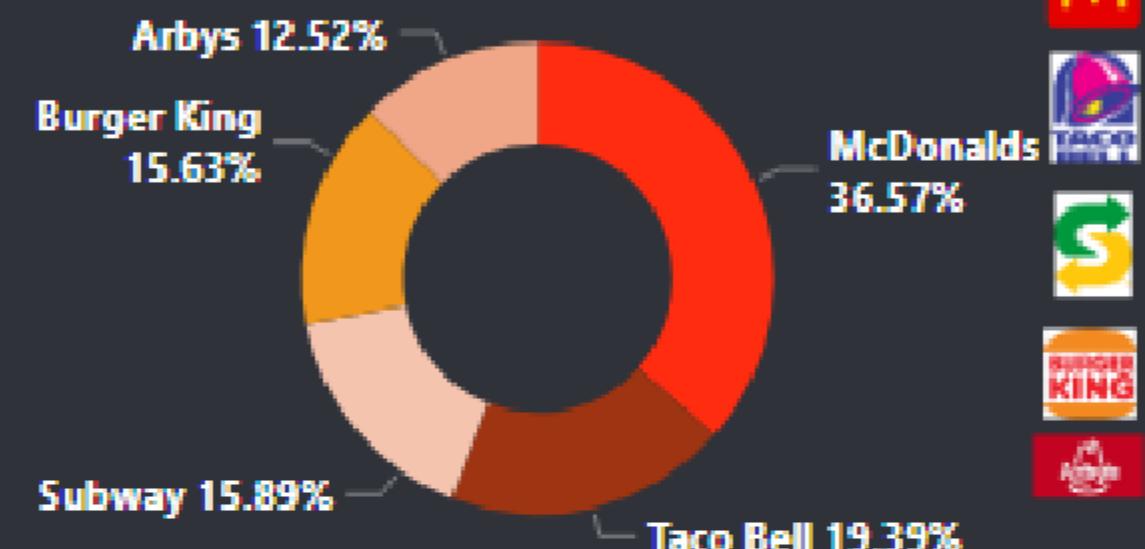
Top 5 State Order by Restaurants



Top 5 City Order By Restaurants



Top 5 Brand in US Order by Restaurants



California has most restaurants by state and Alabama has least restaurant by state.

Houston has most restaurants by city and there are 1196 City having 1 restaurant per city and 1187 city having 2 to 5 restaurant per city.

Brand	Categories	City	States	Outlet
McDonalds	57	1073	48	1954
Taco Bell	31	671	49	1036
Subway	18	614	45	849
Burger King	29	593	46	835
Arbys	33	449	43	669
Wendy's	28	447	45	628
Jack in the Box	8	192	16	332
Pizza Hut	4	196	36	230
Chick-fil-A	22	165	29	228
Dairy Queen	12	191	38	218

SUBSTANCE ABUSE ANALYSIS

Enterprise DNA Challenge 23
Report created by S.M Haneef



Care Program

479

Total Records

294

Psychiatric Adm

45.66

Avg Age

MALE

300 **62.63%**

FEMALE

179 **37.37%**

Intervention

Usual- Care

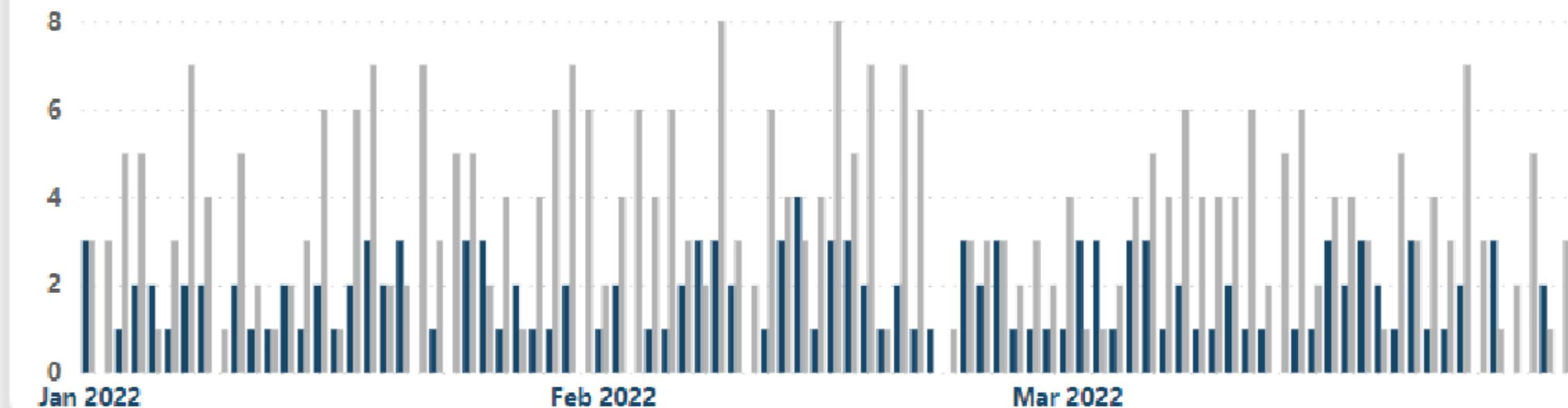
29.85%

70.15%

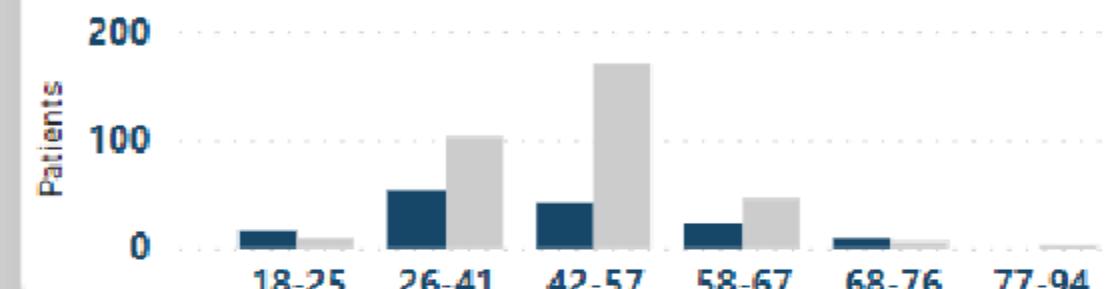


Patient track - Day

Program ● Intervention ● Usual- Care

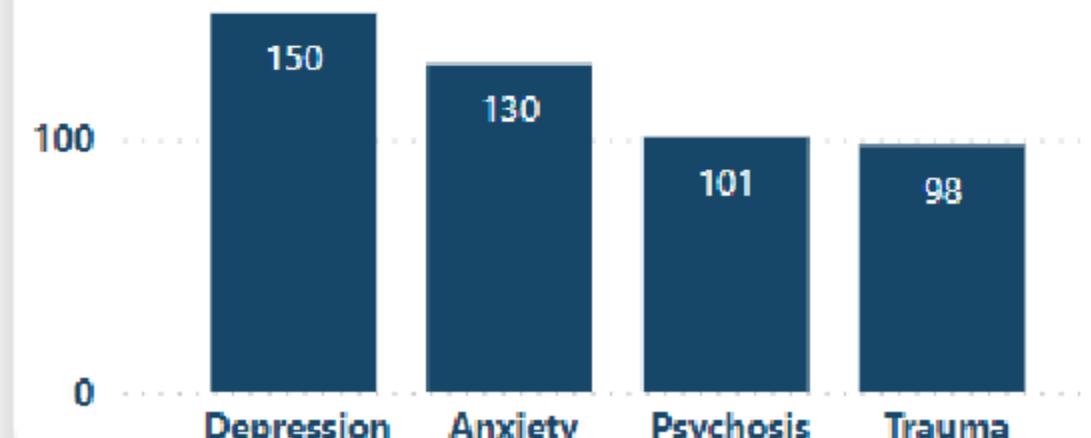


Program ● Intervention ● Usual- Care

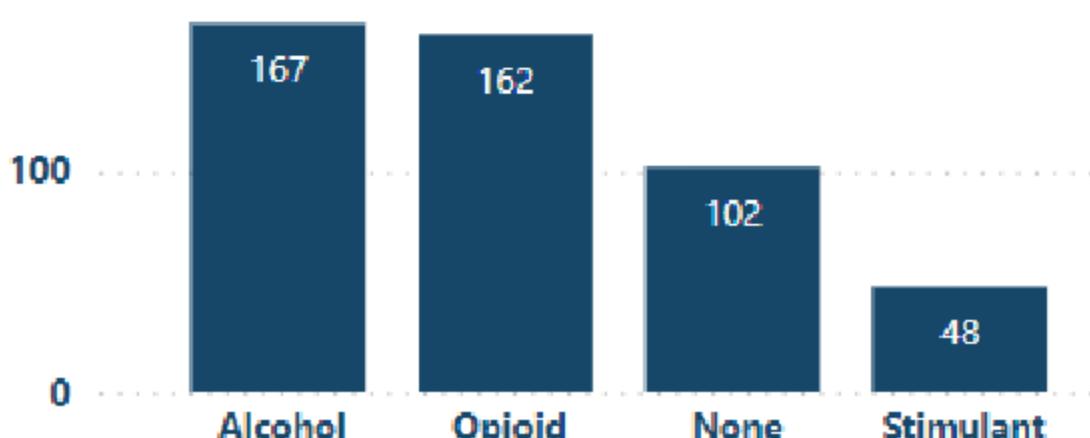


Condition	Anxiety	Depression	Psychosis	Trauma	Total
Alcohol	46	50	31	40	167
None	28	32	23	19	102
Opioid	47	50	33	32	162
Stimulant	9	18	14	7	48
Total	130	150	101	98	479

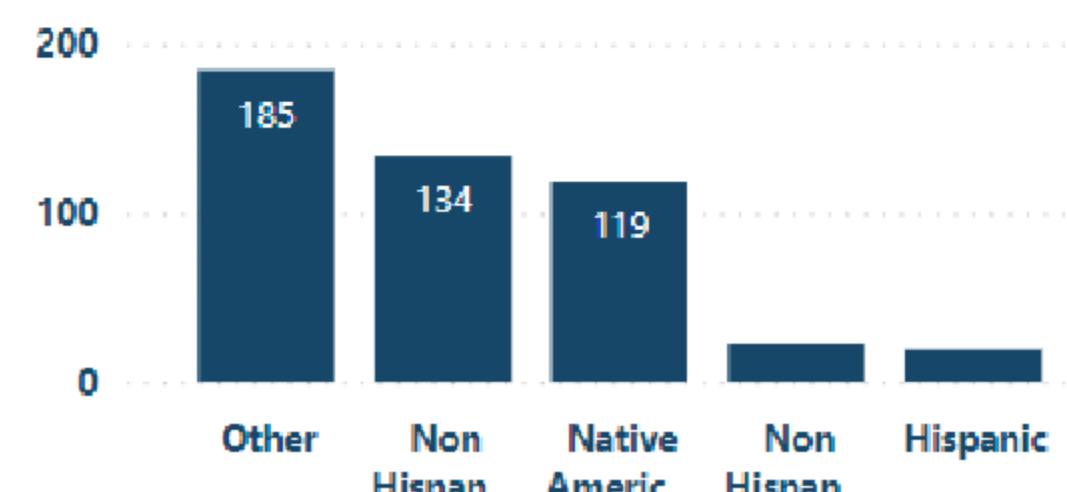
Patient Record- Medical condition



Patient Record- Substance Abuse



Patient Record- Race Ethnicity



SUBSTANCE ABUSE ANALYSIS

Care Program

Intervention

59.15%

Usual Care

-0.30%



Medical Condition [DLA Score]

● Avg DLA1 ● Avg DLA2



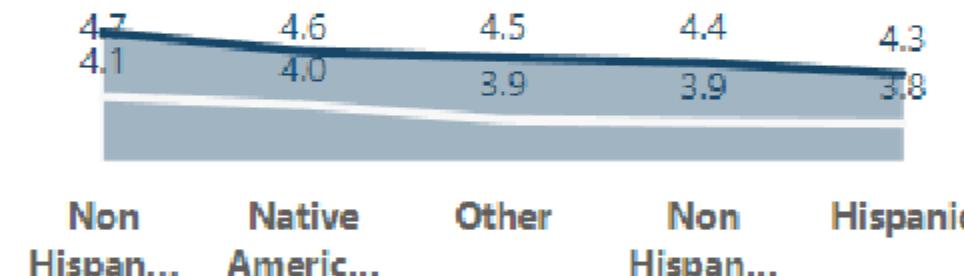
Substance Abuse [DLA Score]

● Avg DLA1 ● Avg DLA2



DLA Score - Race Ethnicity

● Avg DLA1 ● Avg DLA2



Insights:

- Age group of **42-57** has highest number of patients affected by **Depression 46.67%**, who consume **Alcohol** and **Opioid**.
- Male patient more of **Opioid 34.67%** consumer, while Female patient more addicted to **Alcohol 37.99%**.
- Native American, Non-Hispanic White and Other Race Ethnicity** patient more into **Alcohol 24.84%, 27.97%, & 38.62%**.
- Psychosis- Stimulant** shown Improvement in both program- **Intervention- 78.0%, Usual Care-1.4%**.
- Age group of **58-67** had a better result in **intervention program 66.30%**, Male with **67.18%**, Female **63.83%**.
- Non-Hispanic Black** race shown major improvement in **intervention program with 64.20%** next to **Other 62.02%**

Improvement %

Condition	Anxiety	Depression	Psychosis	Trauma	Total
Alcohol	60.5%	56.3%	79.8%	62.0%	64.0%
None	58.0%	45.7%	75.5%	57.5%	57.2%
Opioid	51.5%	55.1%	73.7%	42.0%	54.4%
Stimulant	49.0%	56.7%	78.0%	66.0%	63.8%
Total	54.8%	54.3%	77.0%	51.8%	59.1%

April 5, 2022

2668
Billionaires

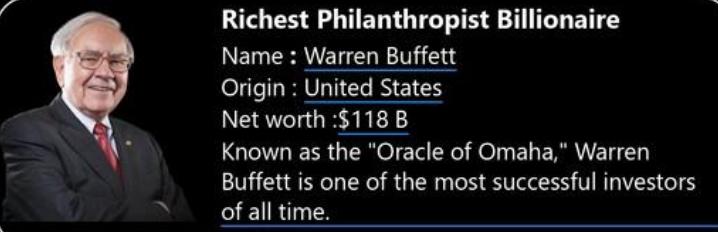
12.71T
Net worth.

75
Countries

2341
Male Billinair...

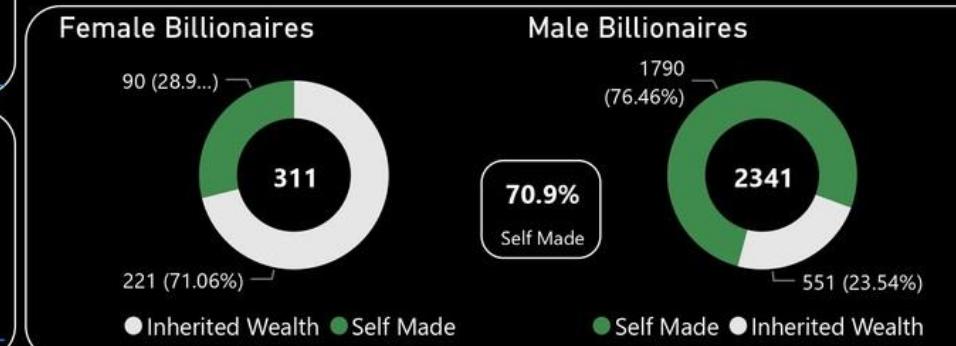
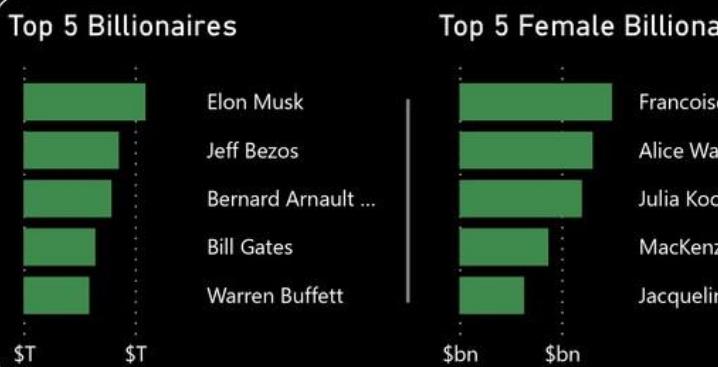
311
Female Billinair...

396
Philanthropist



Insights :

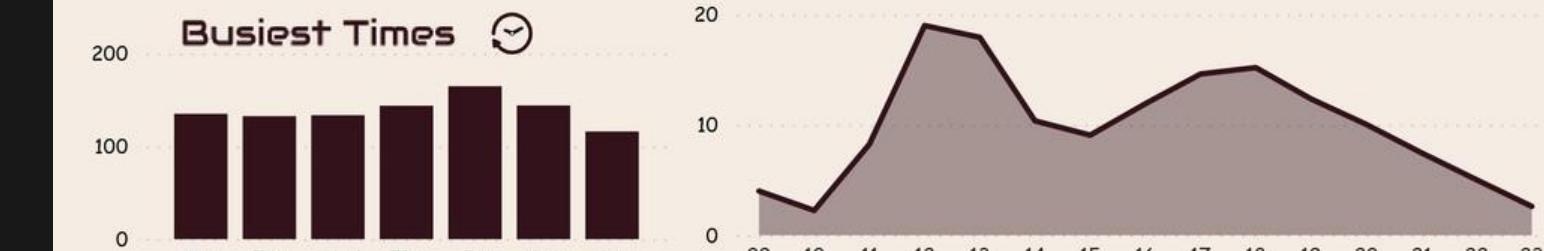
- United States granted top position based on highest number of Billionaires (735), highest net worth (\$4701.1 B) and highest number of Self Made Billionaires (541).
- Finance & Investments drives the most billionaires accounting for 14.69% of billionaires world wide followed by Technology (12.86%) & Manufacturing (12.63%).



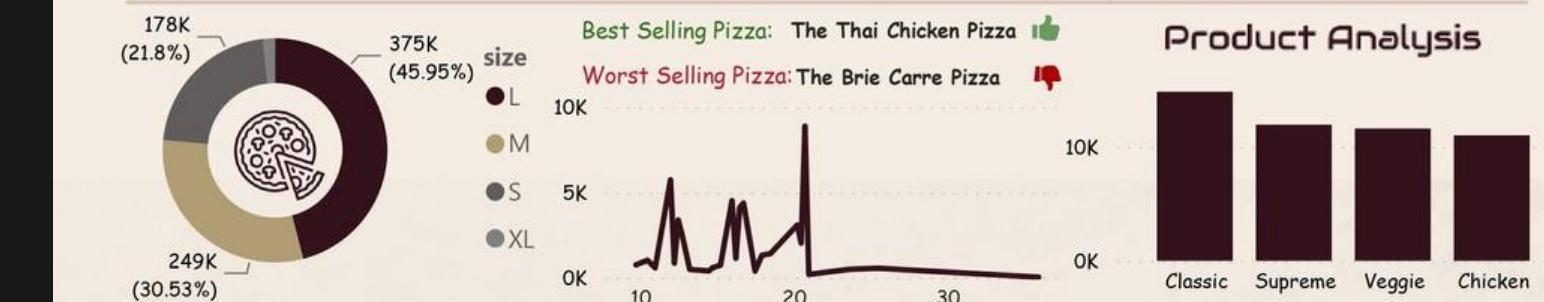
Billionaires among worldwide around 87.74% of billionaires are men, while only 11.66% are Women..
Of the total wealth of \$1301.1 Billion among the top 10 billionaires 80.89% or \$1012.4 Billion are held by individuals from United States.
There are 14.84% of billionaires with Philanthropy score out of which only 9 billionaires score 5/5.



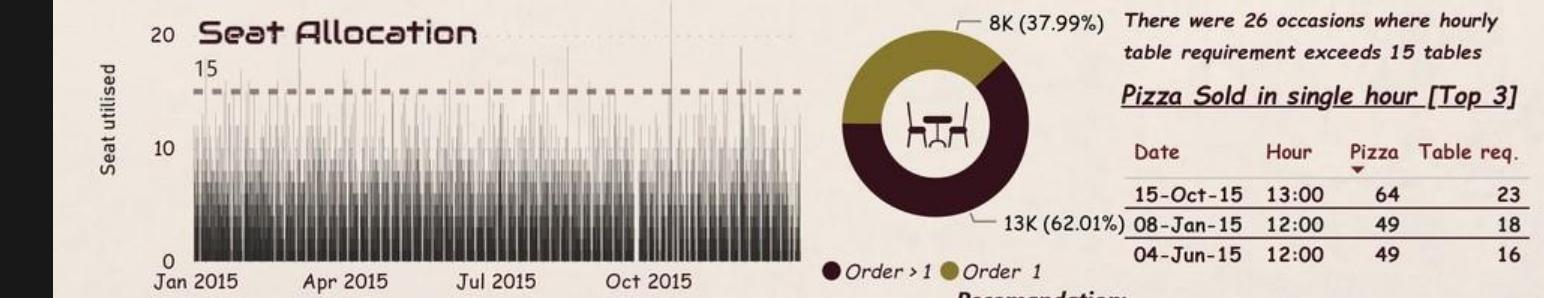
Orders	Pizza Sold	Revenue	Avg. Order Value	Avg. Revenue/day	Avg. Revenue/month	Avg Pizza/Order
21350	49,574	817,860	38.31	2,284.53	68,155	2.32



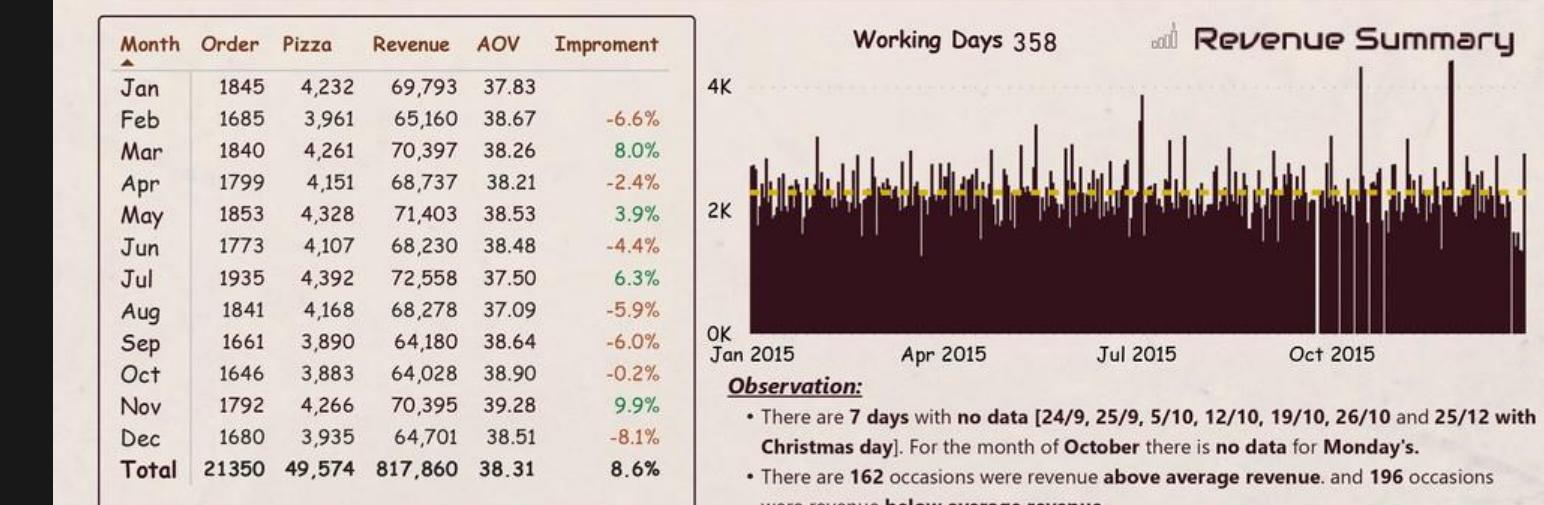
- Recomandation:**
- Enough staff are on shift for busiest days to improve efficiency.
 - Introduce promotion on quite days like Tuesday, Sunday to encourage more business.



- Recomandation:**
- Only Greek Pizza offered in XL & XXL size which has low order rate, introduce single slice pizza for this category to attract more orders.



- Recomandation:**
- Assuming 1 pizza for 1 or 2 customers, 1/3 of seat capacity is used by just 1 or 2 people. Introducing 1 or 2 seat table could improve table and seating utilization at peak hour.



General

SALES DASHBOARD



REVENUE

\$1,79,09,232



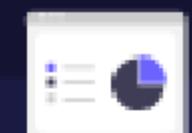
ORDERS

52,560

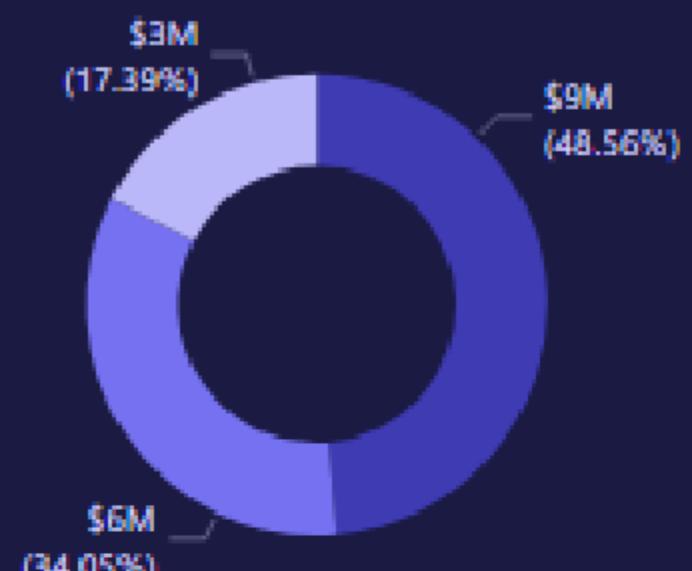


ARPU

\$340.74



Revenue by Channel



Revenue and Budget by Year and Quarter

Revenue

\$4M

\$2M

\$0M

Qtr 1 Qtr 2 Qtr 3 Qtr 4 Qtr 1 Qtr 2 Qtr 3 Qtr 4 Qtr 1

2019

2020

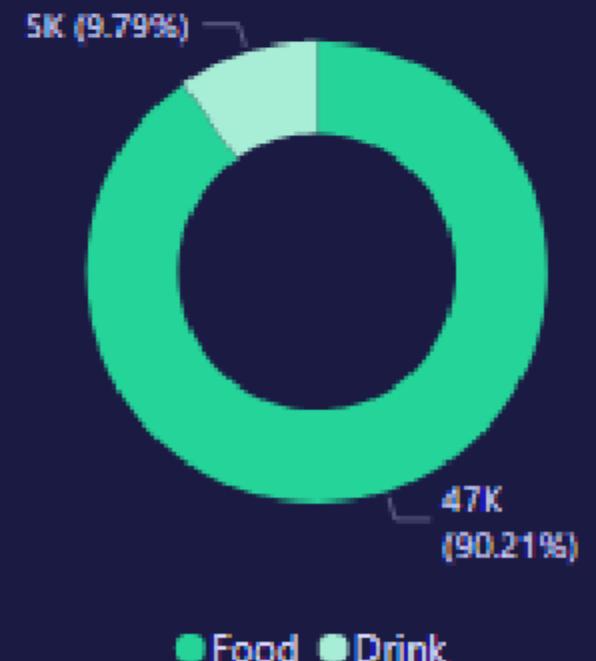
2021

Budget

Revenue by Product Group

Wheat Flour	\$4.5M
Oil	\$2.9M
Yeast	\$2.2M
Flour	\$1.7M
Liquor	\$1.1M
Candy	\$0.9M
Manioc Flour	\$0.9M
Spices	\$0.7M
Sugar	\$0.5M
Popcorn	\$0.5M
Powdered Milk	\$0.5M
Coffee in Capsules	\$0.5M
Vegetable	\$0.4M

Orders by Product Category



Supervisor

Supervisor	Revenue	Orders	ARPU
Diego Araujo	\$63,15,114	15,471	\$408.19
Carla Ferreira	\$47,07,403	9,570	\$491.89
Leonardo Cardoso	\$16,07,712	5,901	\$272.45
Diogo Carvalho	\$60,98,516	18,267	\$333.85
Julio Lima	\$33,01,482	10,022	\$329.42
Gustavo Gomes	\$24,47,136	6,790	\$360.40
Estevan Souza	\$3,49,897	1,455	\$240.48
Total	\$1,79,09,232	52,560	\$340.74



RANKING



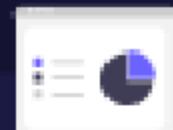
REVENUE TOP 3
\$1,04,56,021



ORDERS TOP 3
26,382



ARPU TOP 3
\$396.33



The best Salesperson in this period is **Carla Ferreira**, with **9,570** orders and **\$47,07,403** in Revenue.



2nd

Julio Lima
\$33,01,482
18.4%



1st

Carla Ferreira
\$47,07,403
26.3%



3rd

Gustavo Gomes
\$24,47,136
13.7%



#	ID	Salesperson	Revenue	%
4		Felipe Goncalves	\$16,76,337	9.4%
5		Leonardo Cardoso	\$16,07,712	9.0%
6		Isabella Sousa	\$8,70,302	4.9%
7		Kaua Araujo	\$8,21,425	4.6%
8		Mateus Costa	\$7,85,241	4.4%
9		Gustavo Barros	\$6,64,172	3.7%
11		Julia Silva	\$6,52,073	3.6%
11		Estevan Souza	\$3,49,897	2.0%
12		Julieta Gomes	\$26,054	0.1%

Act

PROJECT DASHBOARD

01-10-2021 | 14-01-2022

25

Completed Projects

2

In Progress Projects

13

Upcoming Projects

23

Open Issues



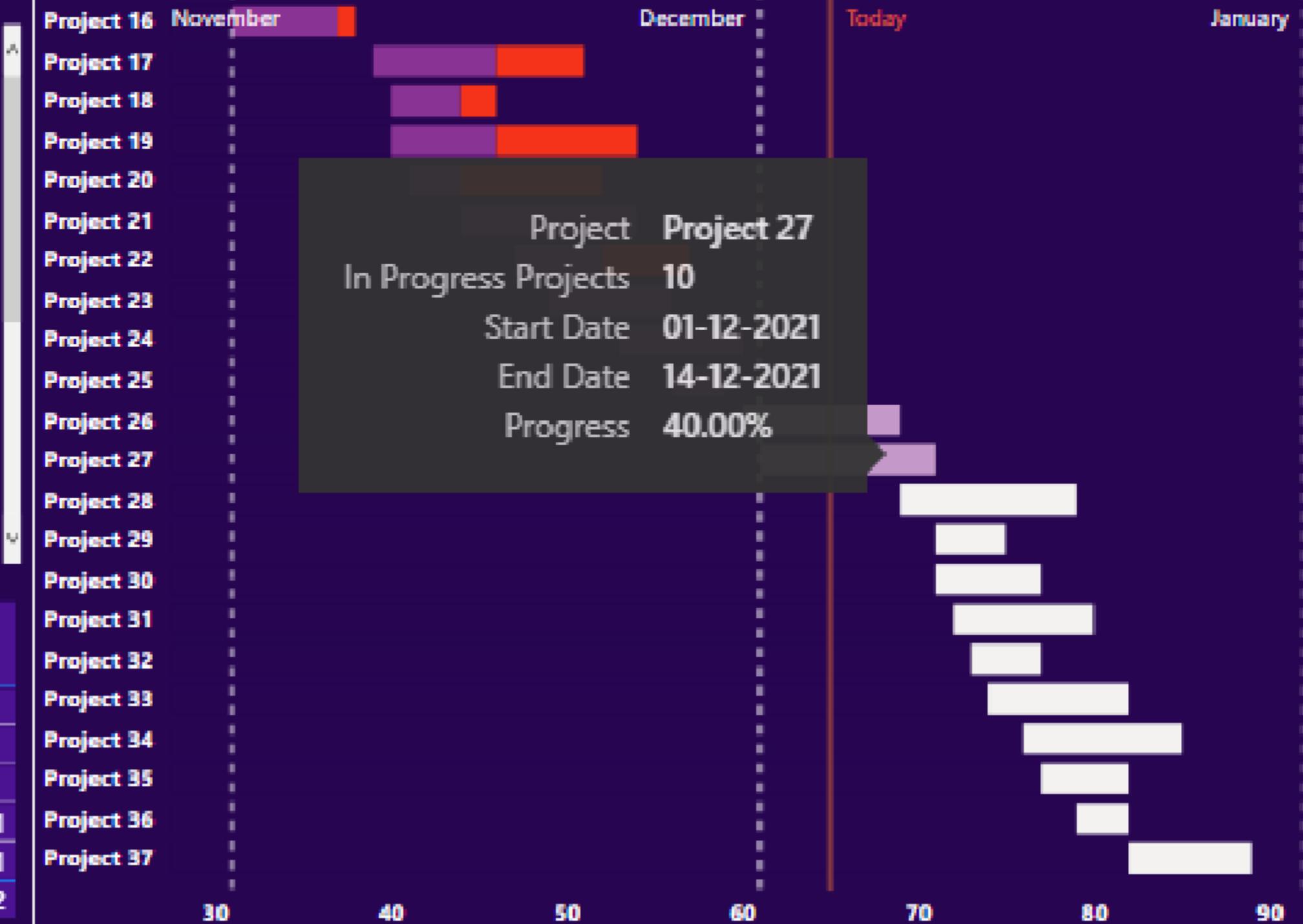
Upcoming Projects

Issue	Date opened	Priority
Battery status screen are not working	20-11-2021	Low
Battery status screen not responding	09-11-2021	High
Broken expansion slots	26-11-2021	High
Broken template files	30-11-2021	High
Closed expansion slots	18-11-2021	High
Closed expansion slots	19-11-2021	Low
Closed expansion slots	25-11-2021	Low
Closed monitoring meter	22-11-2021	Low
Closed template files	12-11-2021	Low
Keyboard scanner not responding	05-11-2021	Low
Keyboard scanner not responding	11-11-2021	High
Keyboard scanner won't open up	02-11-2021	High
Keyboard scanner won't open up	14-11-2021	Low

Manager	Issue	Open Issue	Upcoming Projects	In Progress Projects
Ladd	4	4	3	
McFay	5	5	3	
Wood	5	4	3	
Hirsch	6	5	2	1
Samora	5	5	2	1
Total	25	23	13	2

Project Timeline

● Open Projects ● In Progress Projects ● Completed Projects ● Duration (Delay)



BASKET ANALYSIS

Category	Audio	Cameras and camcorders	Cell phones	Computers	Games and Toys	Home Appliances	Music, Movies and Audio Books	TV and Video
Audio		22.71%	11.06%	20.20%	31.36%	17.59%	7.14%	24.62%
Cameras and camcorders	12.09%		12.30%	39.57%	34.71%	22.57%	7.65%	23.16%
Cell phones	20.00%	41.82%		47.64%	24.00%	46.00%	21.82%	40.18%
Computers	9.64%	35.49%	12.57%		32.95%	19.62%	7.00%	22.01%
Games and Toys	5.47%	11.38%	2.31%	12.04%		10.78%	1.89%	20.84%
Home Appliances	9.05%	21.83%	13.09%	21.16%	31.82%		8.02%	27.57%
Music, Movies and Audio Books	18.83%	37.93%	31.83%	38.73%	28.65%	41.11%		38.99%
TV and Video	7.17%	12.68%	6.47%	13.44%	34.81%	15.60%	4.30%	

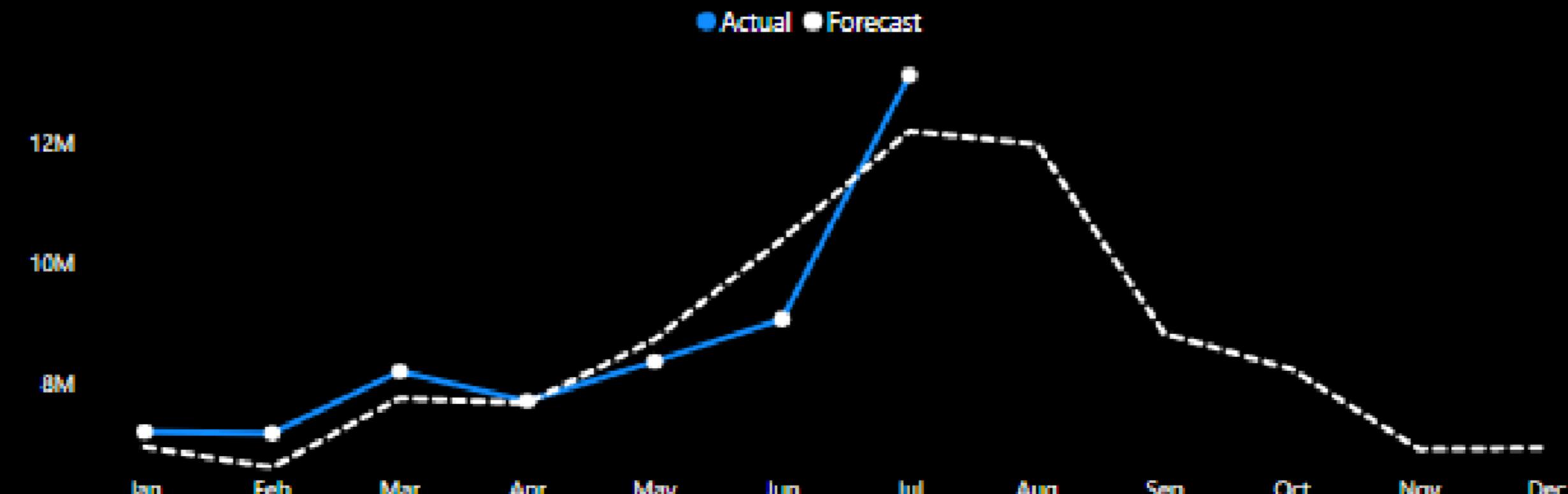
Customers buying “Cell phones” are likely to buy “Computers” too (confidence is 47.64%), whereas only 12.57% of customers buying “Computers” also buy “Cell phones”.

All Categories by Customer					All Categories by Order				
Category	Cust. Both	% Cust. Support	% Cust. Confidence	Cust. Lift	Category	Order Both	% Orders Support	% Orders Confidence	Orders Lift
Audio									
Cameras and camcorders	226	2.06%	22.71%	1.33	Cameras and camcorders	34	0.16%	3.12%	0.28
Cell phones	110	1.00%	11.06%	2.21	Computers	3	0.01%	0.28%	0.02
Computers	201	1.83%	20.20%	1.06	Games and Toys	4	0.02%	0.37%	0.01
Games and Toys	312	2.84%	31.36%	0.60	TV and Video	4	0.02%	0.37%	0.02
Home Appliances	175	1.59%	17.59%	1.00	Cameras and camcorders				
Music, Movies and Audio	71	0.65%	7.14%	2.08	Audio	34	0.16%	1.44%	0.28
Books					Cell phones	2	0.01%	0.08%	0.02
TV and Video	245	2.23%	24.62%	0.79	Computers	400	1.87%	16.99%	1.24
Cameras and camcorders									
Audio	226	2.06%	12.09%	1.33	Games and Toys	8	0.04%	0.34%	0.01
Cell phones	230	2.09%	12.30%	2.46	Home Appliances	4	0.02%	0.17%	0.01
Computers	740	6.73%	39.57%	2.09	Music, Movies and Audio	1	0.00%	0.04%	0.02
Games and Toys	649	5.91%	34.71%	0.67	Books				
Home Appliances	422	3.84%	22.57%	1.28	TV and Video	1	0.00%	0.04%	0.00
Music, Movies and Audio	143	1.30%	7.65%	2.23	Cell phones				
Books					Cameras and camcorders	2	0.01%	0.21%	0.02
TV and Video	433	3.94%	23.16%	0.74	Computers	2	0.01%	0.21%	0.02
Cell phones									
Audio	110	1.00%	20.00%	2.21	Computers				
Cameras and camcorders	230	2.09%	41.82%	2.46	Audio	3	0.01%	0.10%	0.02
Total					Cameras and camcorders	400	1.87%	13.69%	1.24
					Cell phones	2	0.01%	0.07%	0.02

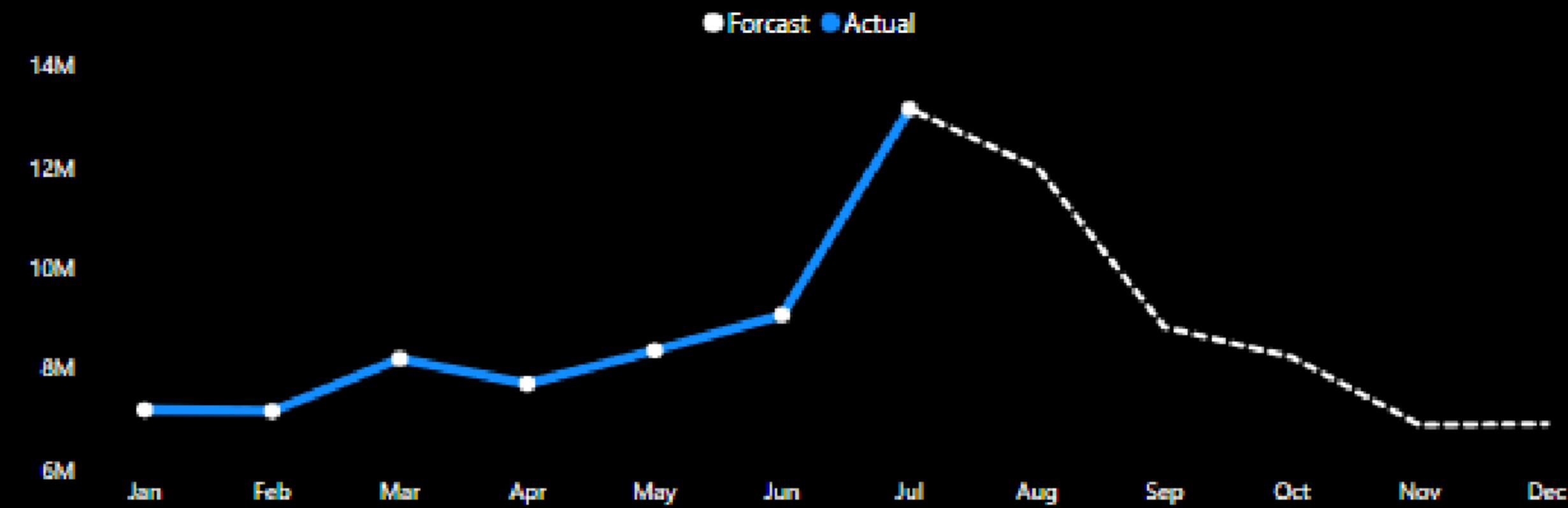
Showing actual and forecast in the same chart with Power BI

Years	Month	Actual	Forecast	Actual & Forecast
2021	Jan	71,87,052	69,29,279	71,87,052
2021	Feb	71,60,458	65,86,720	71,60,458
2021	Mar	82,02,006	77,51,333	82,02,006
2021	Apr	77,03,680	76,64,246	77,03,680
2021	May	83,66,206	87,32,282	83,66,206
2021	Jun	90,73,442	1,04,10,087	90,73,442
2021	Jul	1,31,65,049	1,22,25,671	1,31,65,049
2021	Aug		1,20,04,182	1,20,04,182
2021	Sep		88,31,778	88,31,778
2021	Oct		82,33,764	82,33,764
2021	Nov		68,91,448	68,91,448
2021	Dec		69,13,222	69,13,222
Total		6,08,57,892	10,31,74,010	10,37,32,285

Actual & Forecast in Separate Line



Actual & Forecast in Same Line



In budgeting reports, a common requirement is to show future sales forecast and actual sales volume on the same line chart. This can be achieved by using DAX.

Showing actual and forecast in the same chart with Power BI

Historical forecast

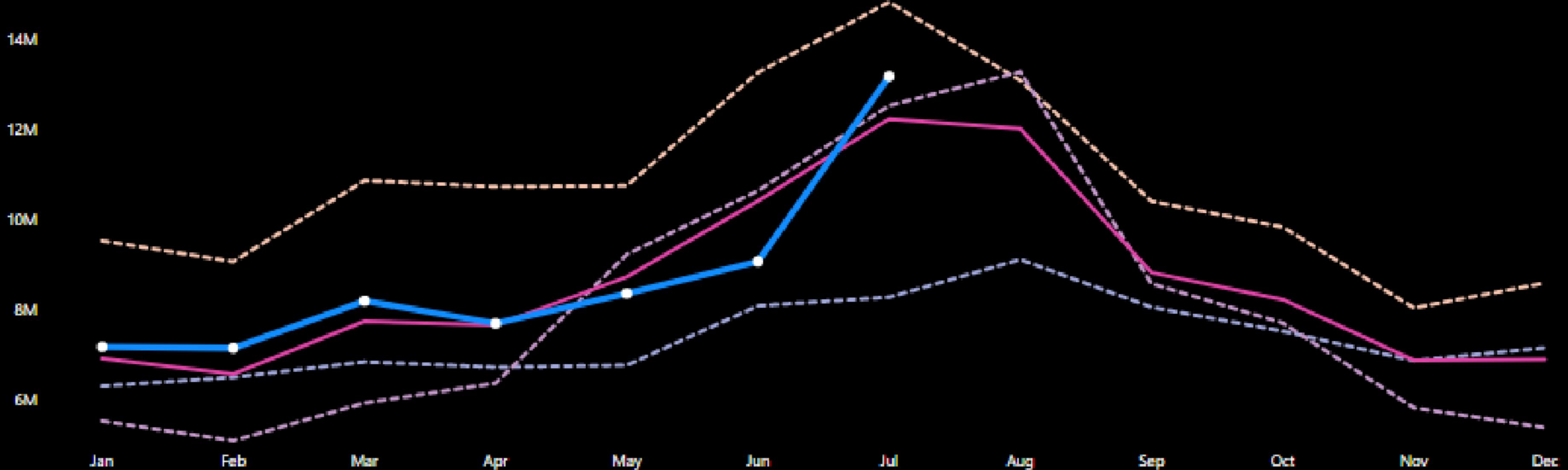
Hide Show

Forecast Source

Select all Marketing Finance Sales Final Actual

Actual & Forecast in Same Line

● Marketing ● Finance ● Sales ● Final ● Actual



Showing future forecast with different point of view from multiple people or departments.

Showing actual and forecast in the same chart with Power BI

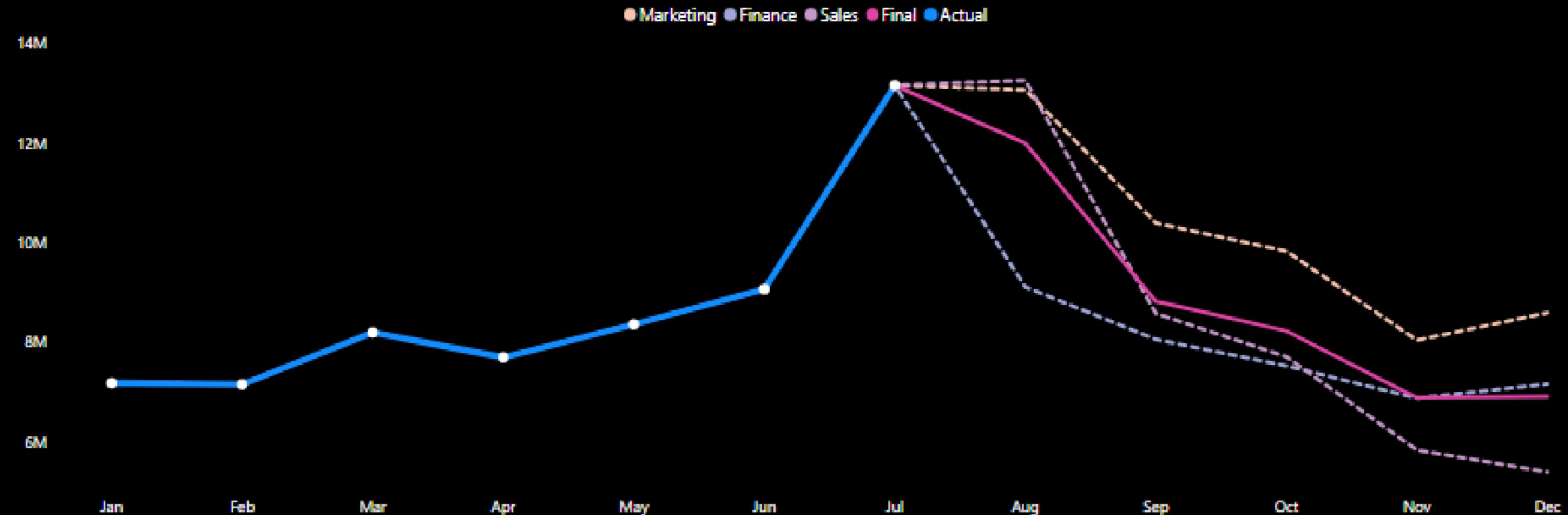
Historical forecast

Hide Show

Forecast Source

Select all Marketing Finance Sales Final Actual

Actual & Forecast in Same Line



Showing future forecast with different point of view from multiple people or departments.