

Segmented Sales Figures

Presented for: Data Visualization

Warehouse Code

- ☒ WARE-MKL1006
- ☒ WARE-NBV1002
- ☒ WARE-NMK1003
- ☒ WARE-PUJ1005

Warehouse Code

- WARE-MKL1006
- WARE-NBV1002
- WARE-NMK1003
- WARE-PUJ1005

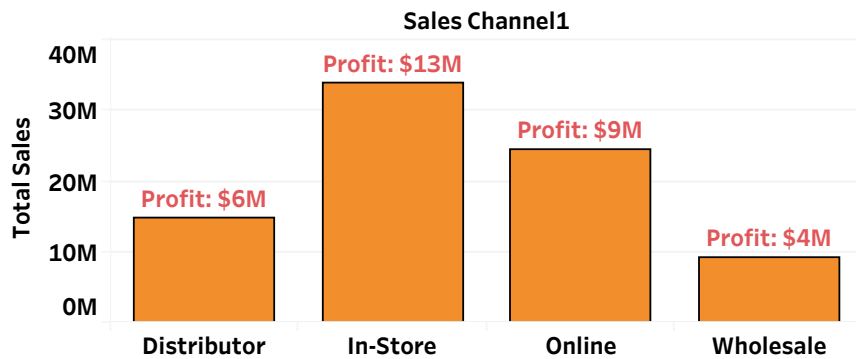
_ProductID1

- ☒ 1
- ☒ 2
- ☒ 3
- ☒ 4

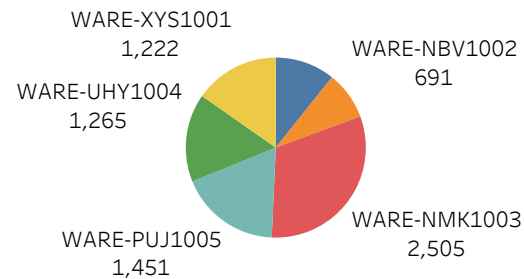
Count of Or.. 7,991

Forecast in.. ■ Actual ■ Estimate

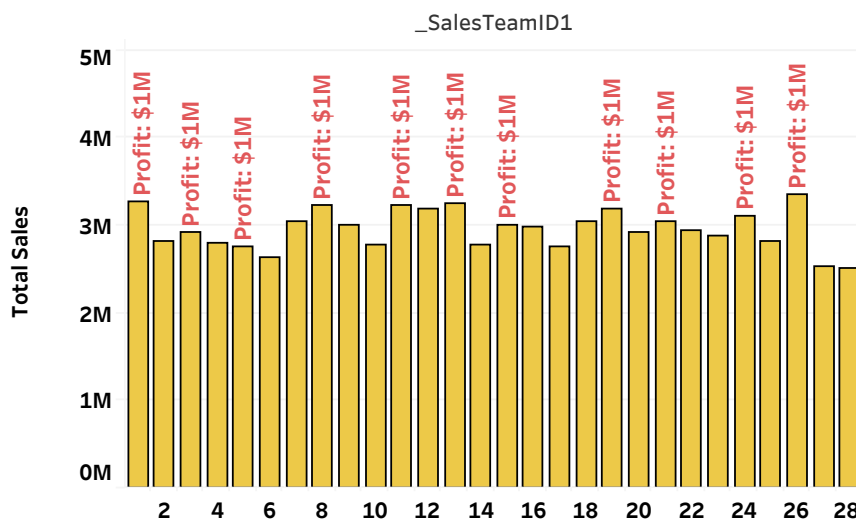
1a) Total Sales by Channel



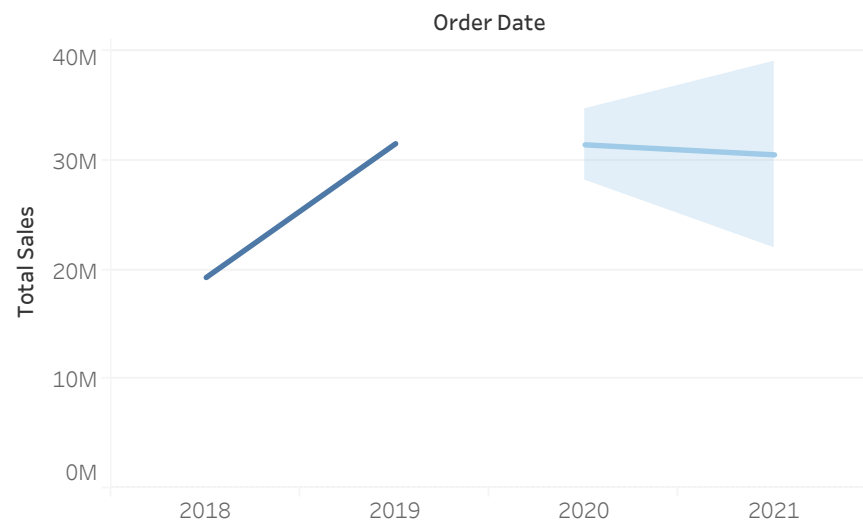
3a) Total Sales by Warehouse



5a) Sales by Team



8) Sales Forecasting



Profit Figures

Presented for: Data Visualization

Month, Year of Delivery Date

- ☒ June 2018
- ☒ July 2018
- ☒ August 2018
- ☒ September 2018
- ☒ October 2018
- ☐ November 2018

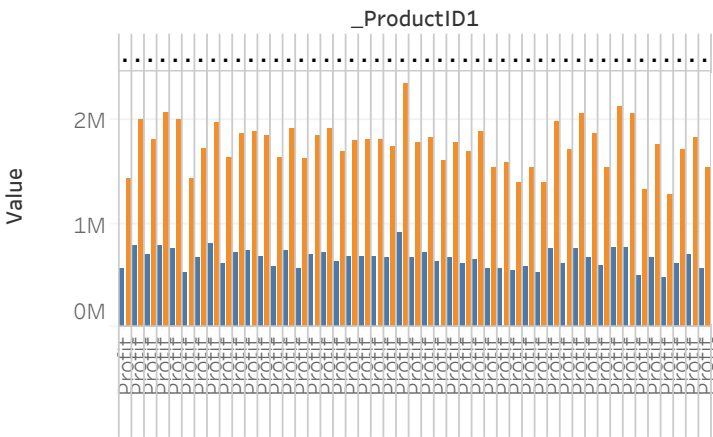
Order Quantity

585 to 956

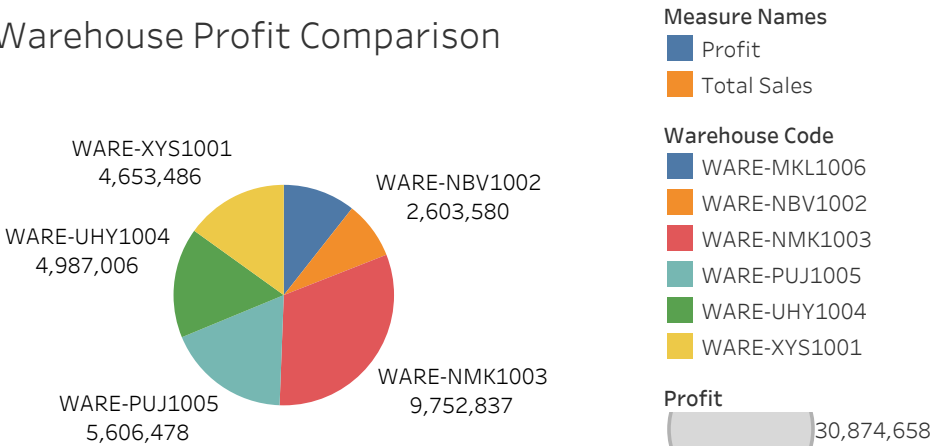
Measure Names

- ☐ Count of US_Regional_Sales_Data.csv
- ☐ Delivery Time
- ☐ Discount Applied
- ☐ Order Quantity
- ☒ Profit
- ☐ Profit per Sale

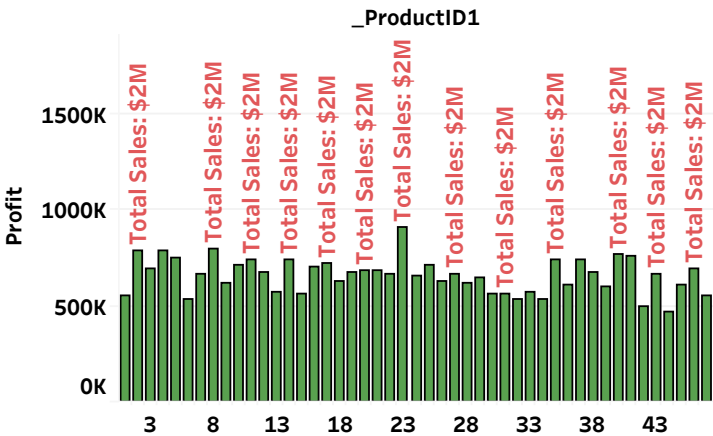
6b) Revenue by Product



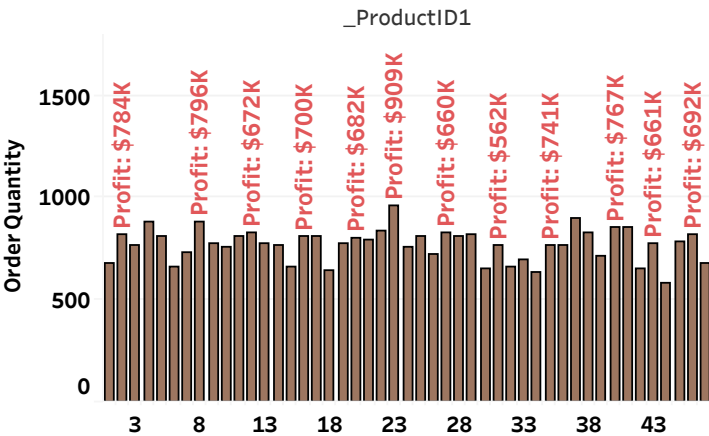
7b) Warehouse Profit Comparison



2a) Profit Margins by Product



6a) Top Selling Products



Customer Figures

Presented For: Data Visualization

_ProductID1

- ☒ 1
- ☒ 2
- ☒ 3
- ☒ 4
- ☒ 5
- ☒ 6

Count of Order Number

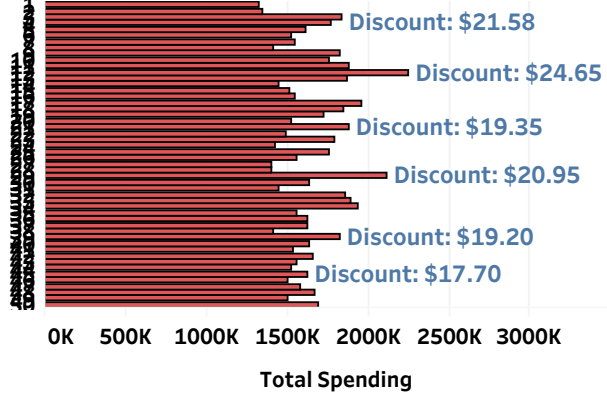
135  210

Year of Order Date

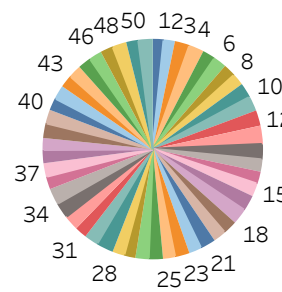
- ☒ 2018
- ☒ 2019
- ☒ 2020

4a) Customer Segmentation

_CustomerID1



Customer Total Purchases



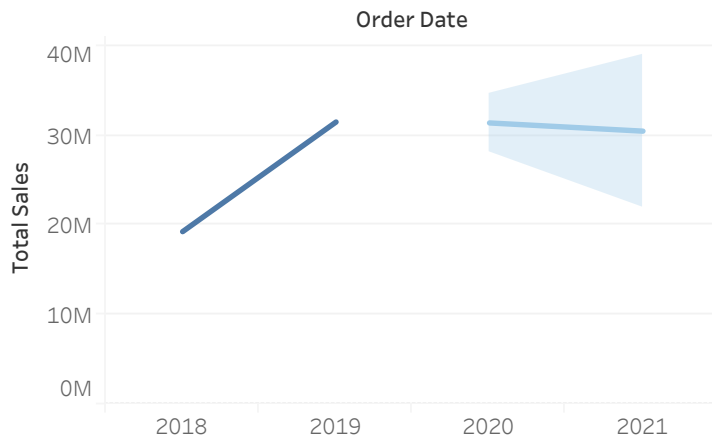
Forecast indicator

- Actual
- Estimate

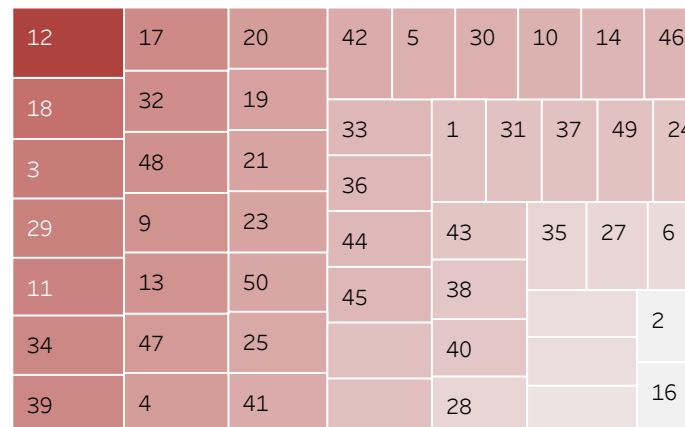
_CustomerID1

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
- 18
- 19
- 20
- 21
- 22
- 23

8) Sales Forecasting



4b) Repeat Customers



Total Sales

 82,692,727

Discount and Sale Comparisons

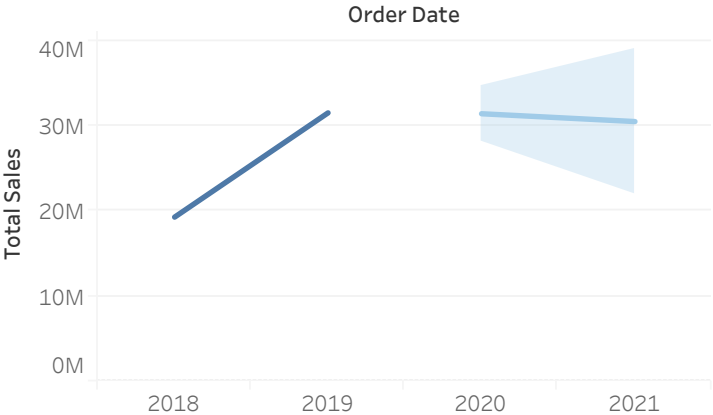
Presented For: Data Visualization

_ProductID1	
<input checked="" type="checkbox"/>	1
<input checked="" type="checkbox"/>	2
<input checked="" type="checkbox"/>	3
<input checked="" type="checkbox"/>	4
<input checked="" type="checkbox"/>	5
<input checked="" type="checkbox"/>	6

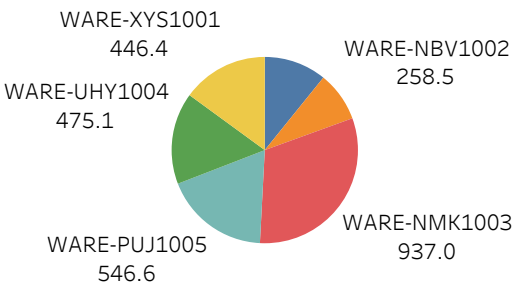
Discount Applied (group)	
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<input checked="" type="checkbox"/>	0.29999999999999999
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<input checked="" type="checkbox"/>	0.05000000000000003

Warehouse Code	
<input checked="" type="checkbox"/>	WARE-MKL1006
<input checked="" type="checkbox"/>	WARE-NBV1002
<input checked="" type="checkbox"/>	WARE-NMK1003
<input checked="" type="checkbox"/>	WARE-PUJ1005
<input checked="" type="checkbox"/>	WARE-UHY1004
<input checked="" type="checkbox"/>	WARE-XYS1001

8) Sales Forecasting



7c) Warehouse Profit per Sale Comparison

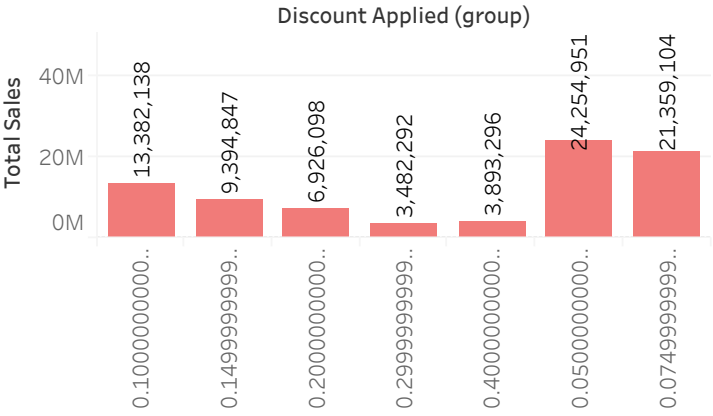


Warehouse Code	
<input checked="" type="checkbox"/>	WARE-MKL1006
<input checked="" type="checkbox"/>	WARE-NBV1002
<input checked="" type="checkbox"/>	WARE-NMK1003
<input checked="" type="checkbox"/>	WARE-PUJ1005
<input checked="" type="checkbox"/>	WARE-UHY1004
<input checked="" type="checkbox"/>	WARE-XYS1001

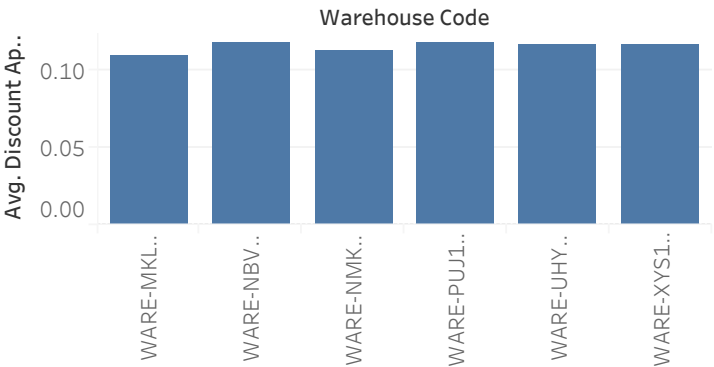
Profit per Sale	
<input checked="" type="checkbox"/>	2,986.2

Forecast indicator	
<input checked="" type="checkbox"/>	Actual
<input checked="" type="checkbox"/>	Estimate

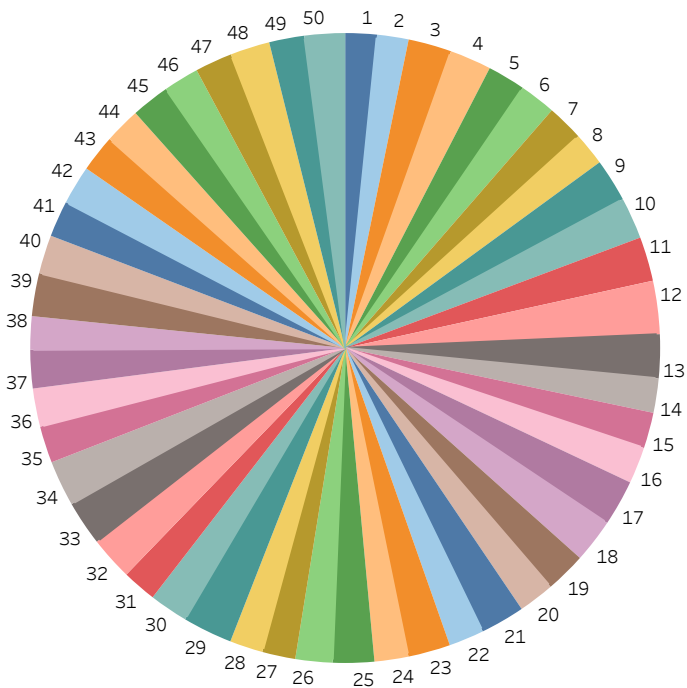
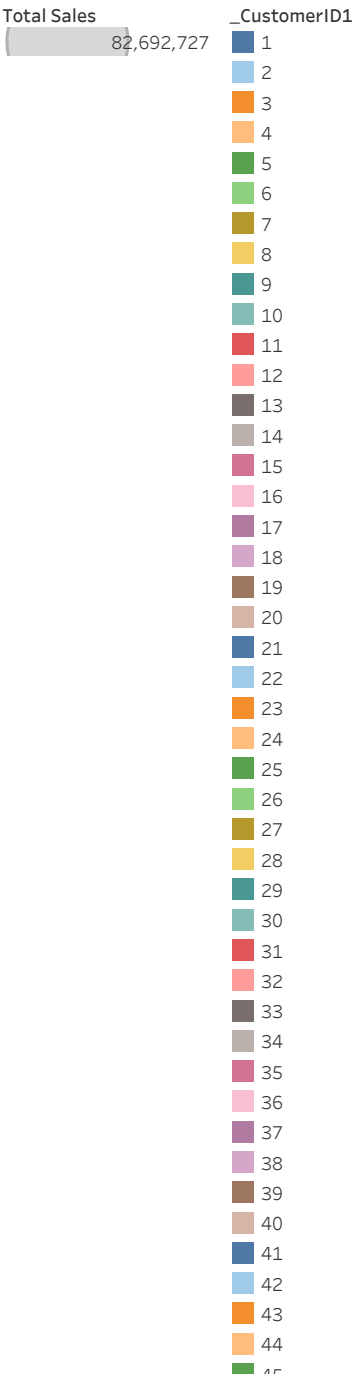
2b) Discount Impact



3b) Average Discount Applied per Warehouse

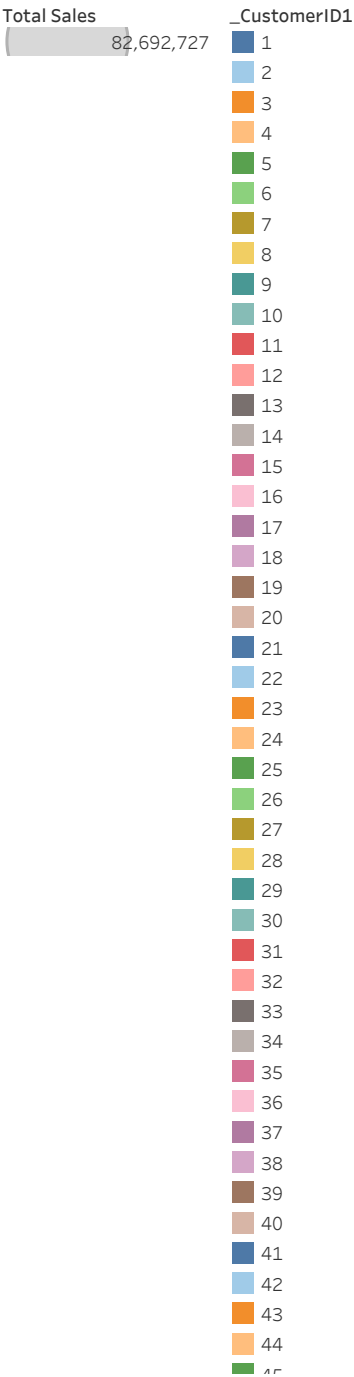


Customer Total Purchases



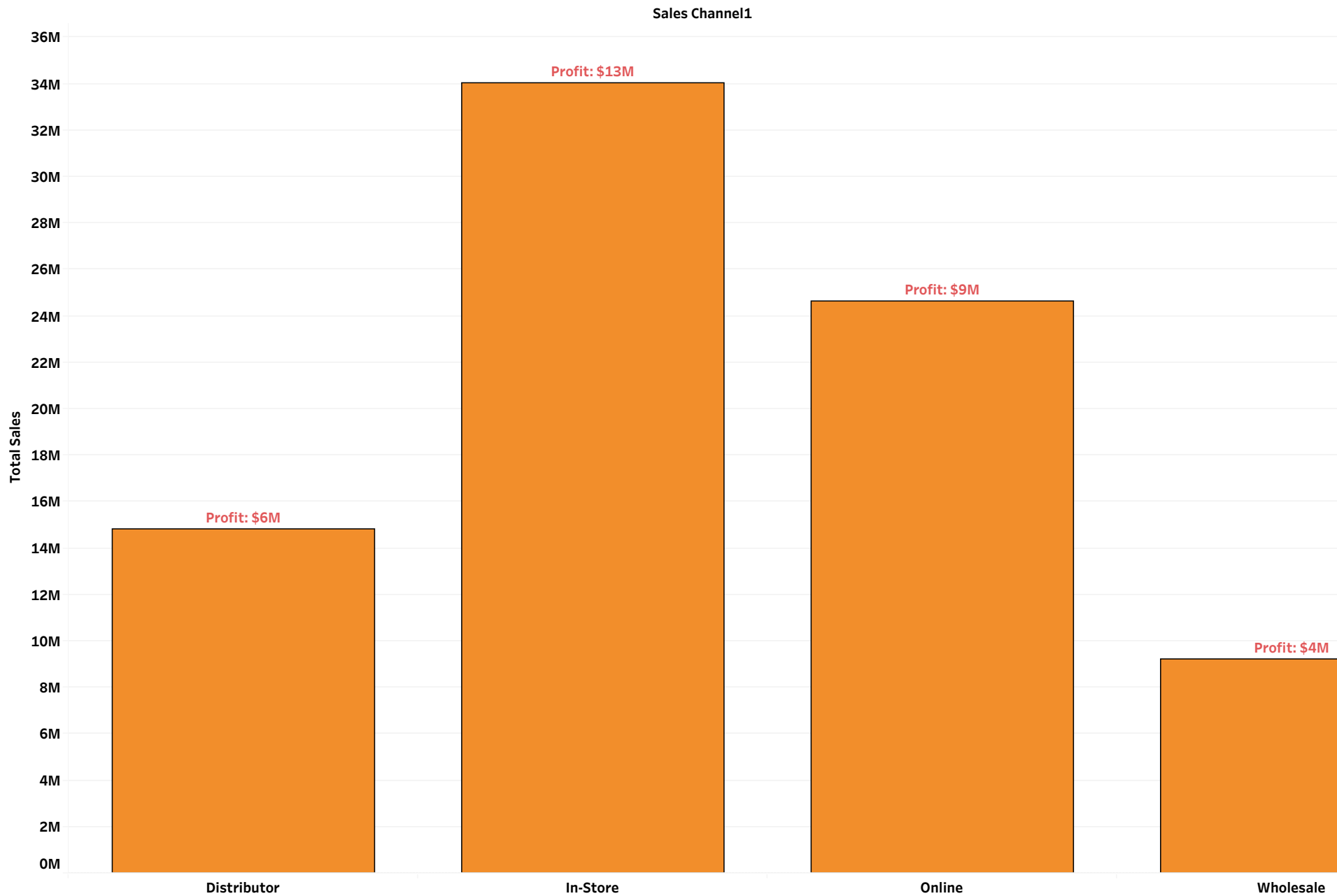
_CustomerID1. Color shows details about _CustomerID1. Size shows sum of Total Sales. The marks are labeled by _CustomerID1. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

Customer Total Purchases



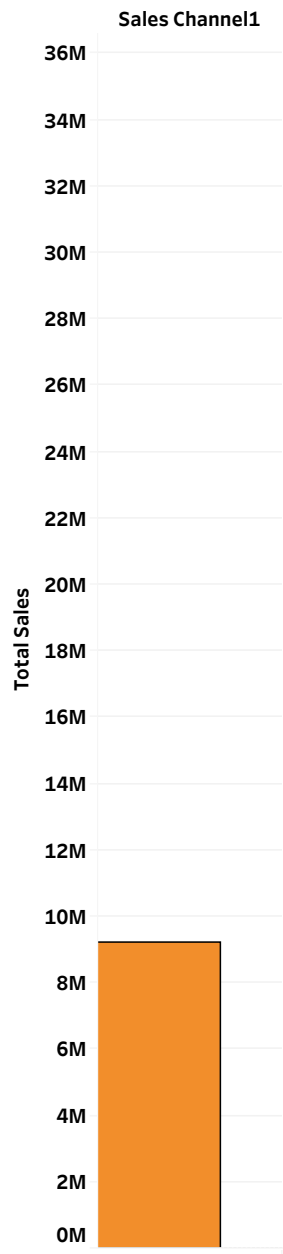
_CustomerID1. Color shows details about _CustomerID1. Size shows sum of Total Sales. The marks are labeled by _CustomerID1. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

1a) Total Sales by Channel



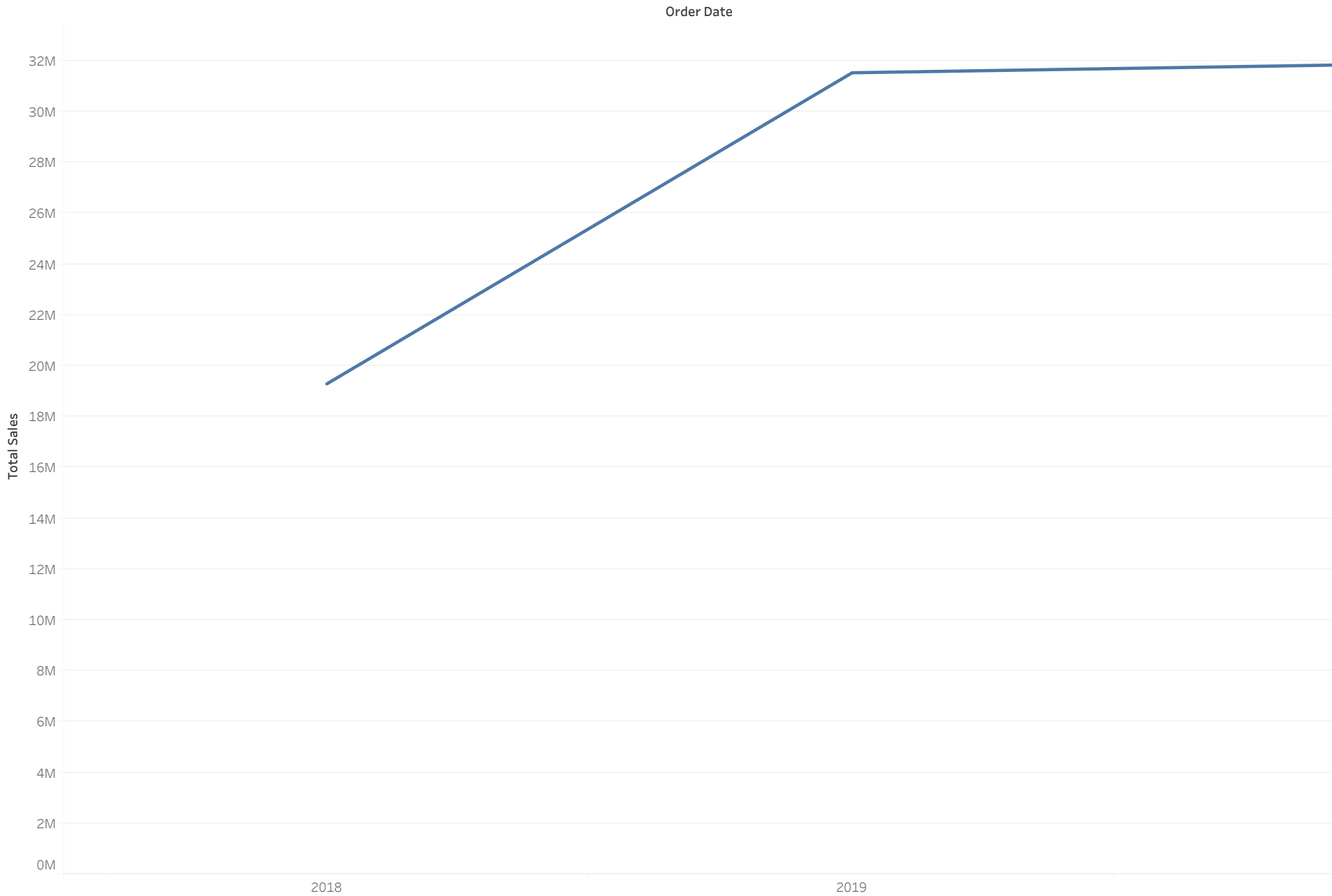
Sum of Total Sales for each Sales Channel1. The marks are labeled by sum of Profit. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

1a) Total Sales by Channel



Sum of Total Sales for each Sales Channel1. The marks are labeled by sum of Profit. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

1b) Sales Trend



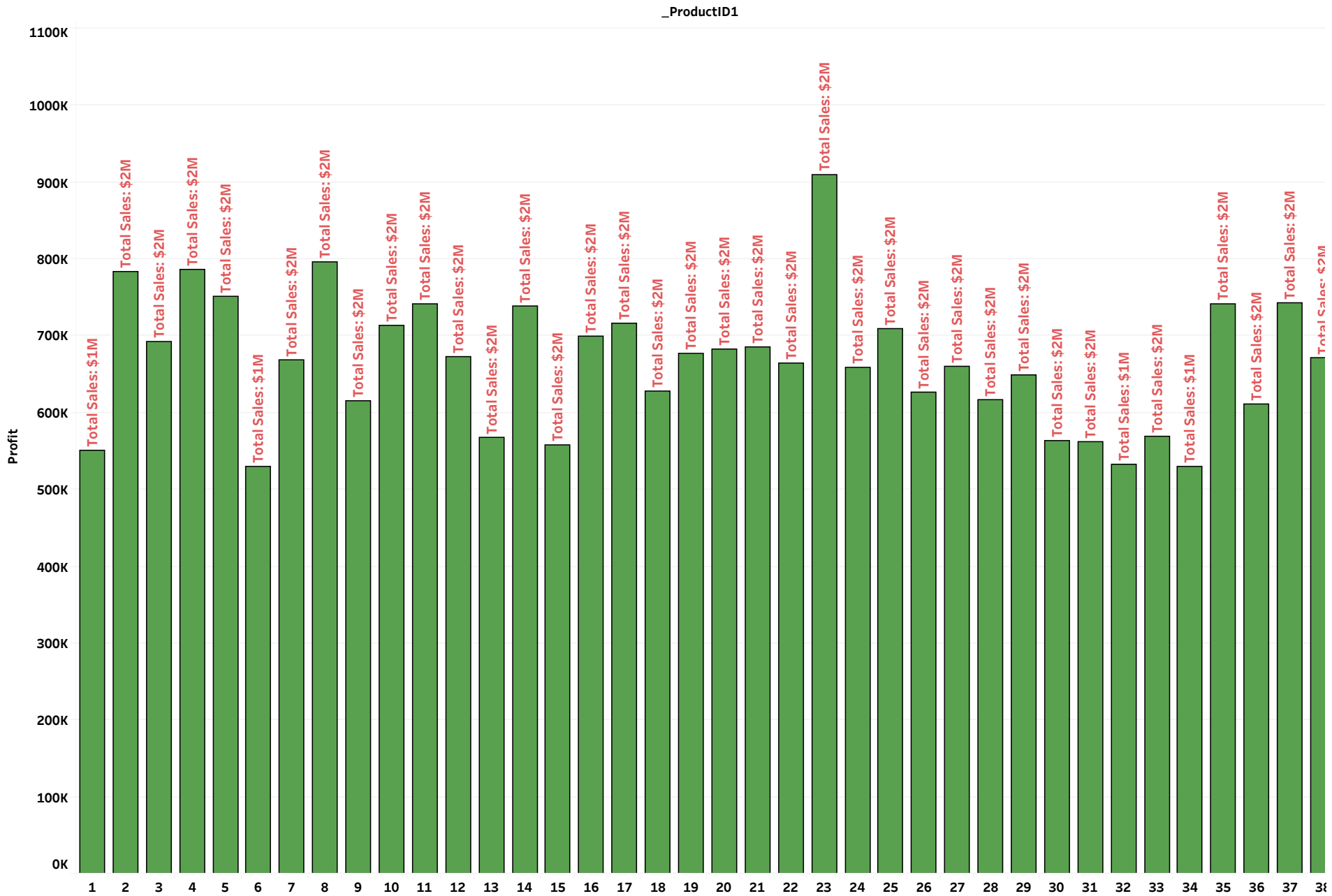
The trend of sum of Total Sales for Order Date Year. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1 and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Order Date Year, which keeps 2018, 2019 and 2020.

1b) Sales Trend



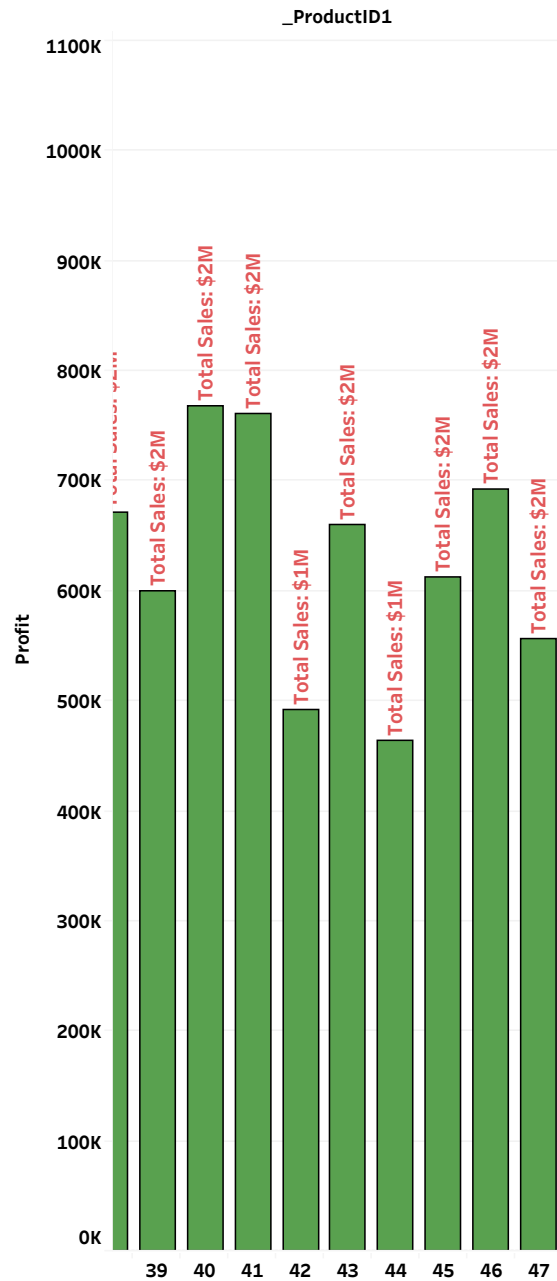
The trend of sum of Total Sales for Order Date Year. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1 and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Order Date Year, which keeps 2018, 2019 and 2020.

2a) Profit Margins by Product



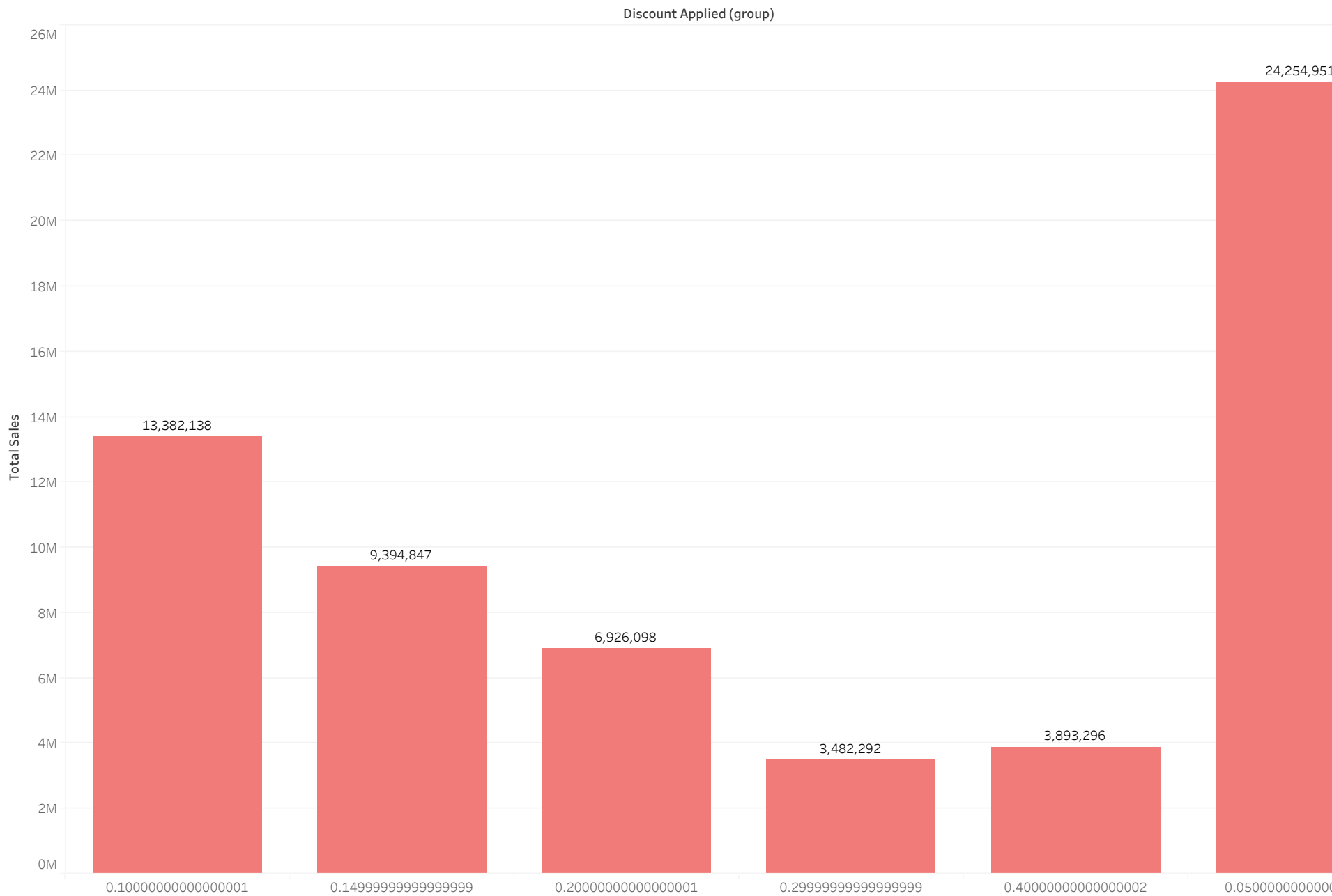
Sum of Profit for each _ProductID1. The marks are labeled by sum of Total Sales. The data is filtered on Order Date (MY), Warehouse Code, Discount Applied (group), Order Date Year and Delivery Date (MY). The Order Date (MY) filter keeps 32 of 32 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on _ProductID1 and sum of Order Quantity. The _ProductID1 filter keeps 47 of 47 members. The sum of Order Quantity filter ranges from 585 to 956.

2a) Profit Margins by Product



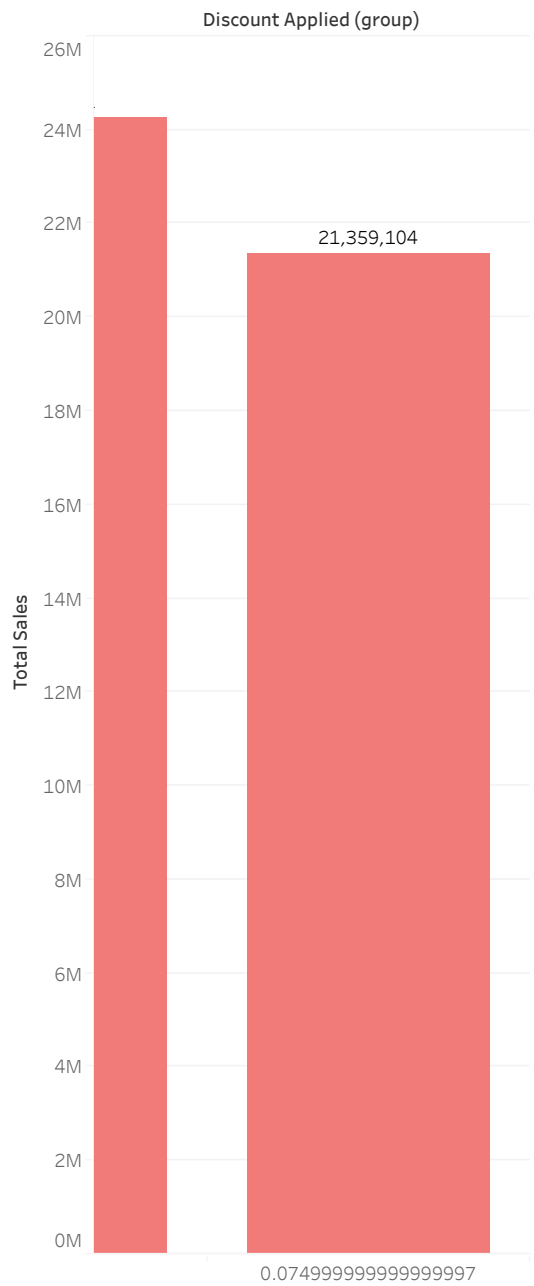
Sum of Profit for each _ProductID1. The marks are labeled by sum of Total Sales. The data is filtered on Order Date (MY), Warehouse Code, Discount Applied (group), Order Date Year and Delivery Date (MY). The Order Date (MY) filter keeps 32 of 32 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on _ProductID1 and sum of Order Quantity. The _ProductID1 filter keeps 47 of 47 members. The sum of Order Quantity filter ranges from 585 to 956.

2b) Discount Impact



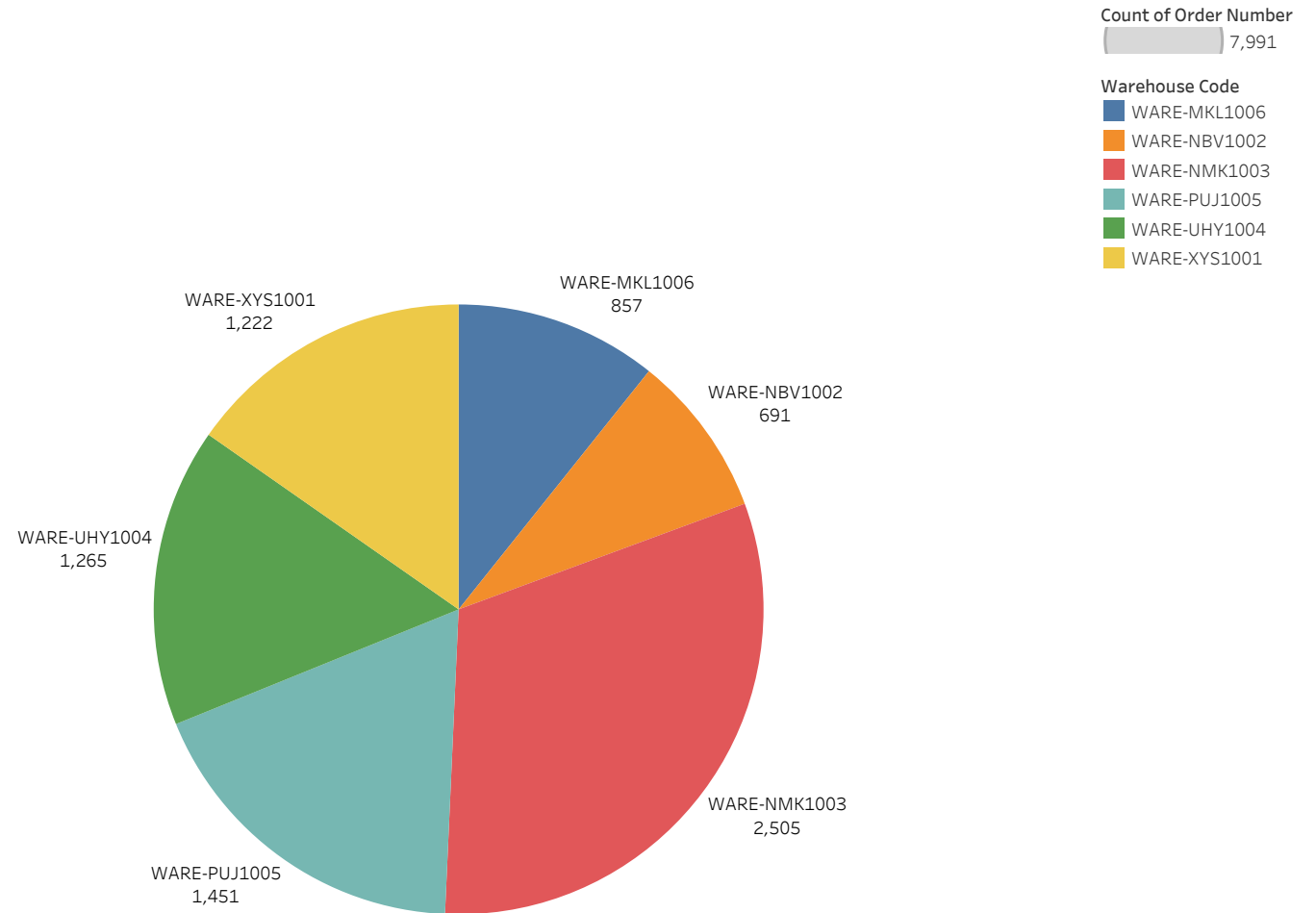
Sum of Total Sales for each Discount Applied (group). The marks are labeled by sum of Total Sales. The data is filtered on Warehouse Code, _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Discount Applied (group), which keeps 7 of 7 members.

2b) Discount Impact



Sum of Total Sales for each Discount Applied (group). The marks are labeled by sum of Total Sales. The data is filtered on Warehouse Code, _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Discount Applied (group), which keeps 7 of 7 members.

3a) Total Sales by Warehouse



Warehouse Code and count of Order Number. Color shows details about Warehouse Code. Size shows count of Order Number. The marks are labeled by Warehouse Code and count of Order Number. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

3a) Total Sales by Warehouse

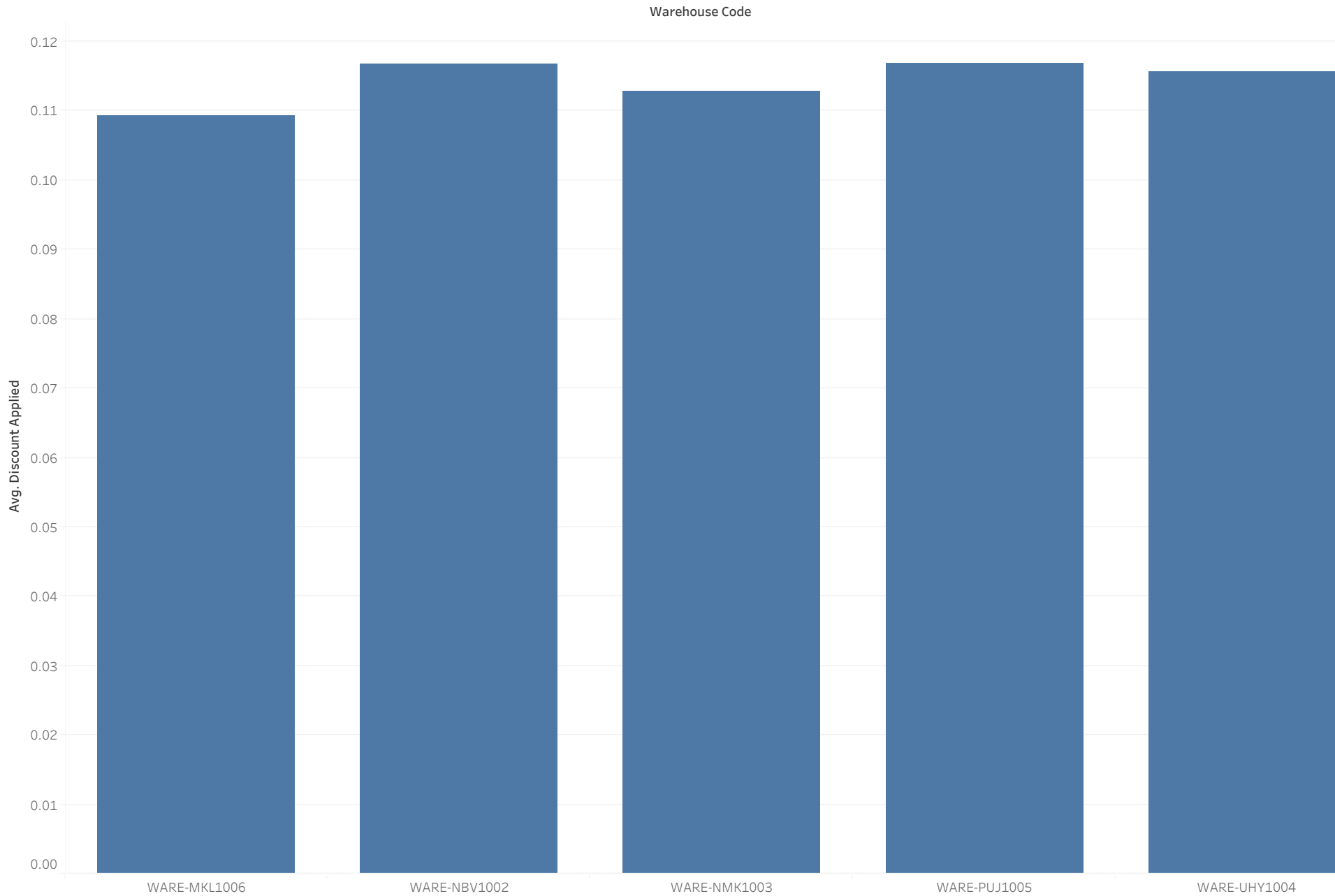
Count of Order Number
7,991

Warehouse Code

- WARE-MKL1006
- WARE-NBV1002
- WARE-NMK1003
- WARE-PUJ1005
- WARE-UHY1004
- WARE-XYS1001

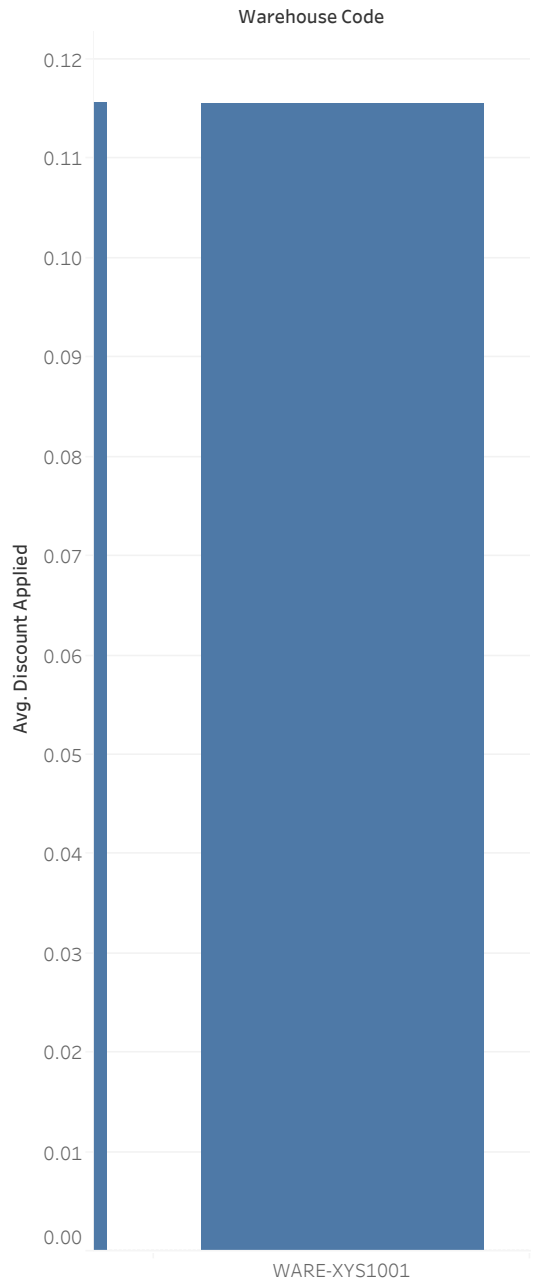
Warehouse Code and count of Order Number. Color shows details about Warehouse Code. Size shows count of Order Number. The marks are labeled by Warehouse Code and count of Order Number. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

3b) Average Discount Applied per Warehouse



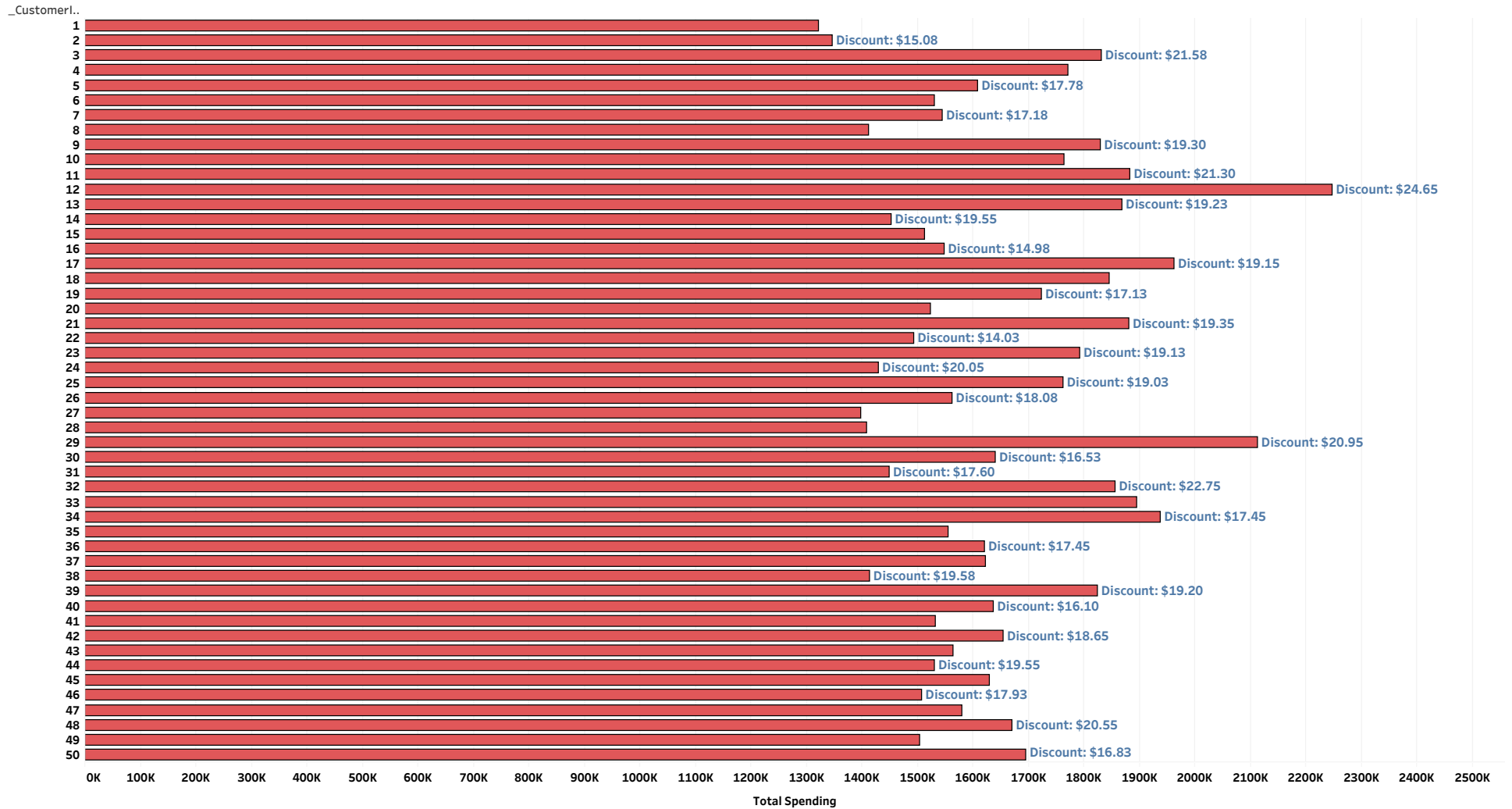
Average of Discount Applied for each Warehouse Code. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

3b) Average Discount Applied per Warehouse



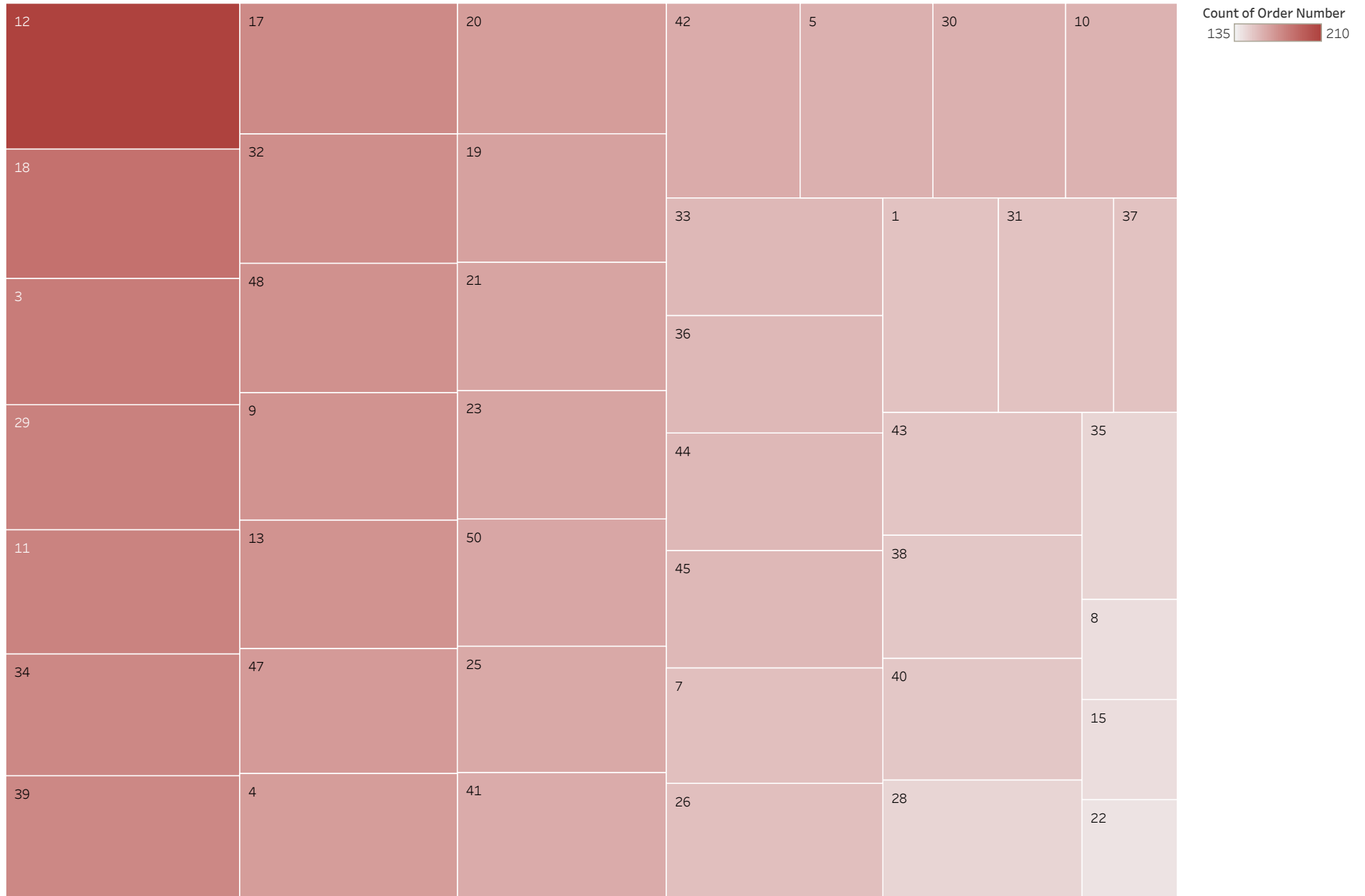
Average of Discount Applied for each Warehouse Code. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

4a) Customer Segmentation



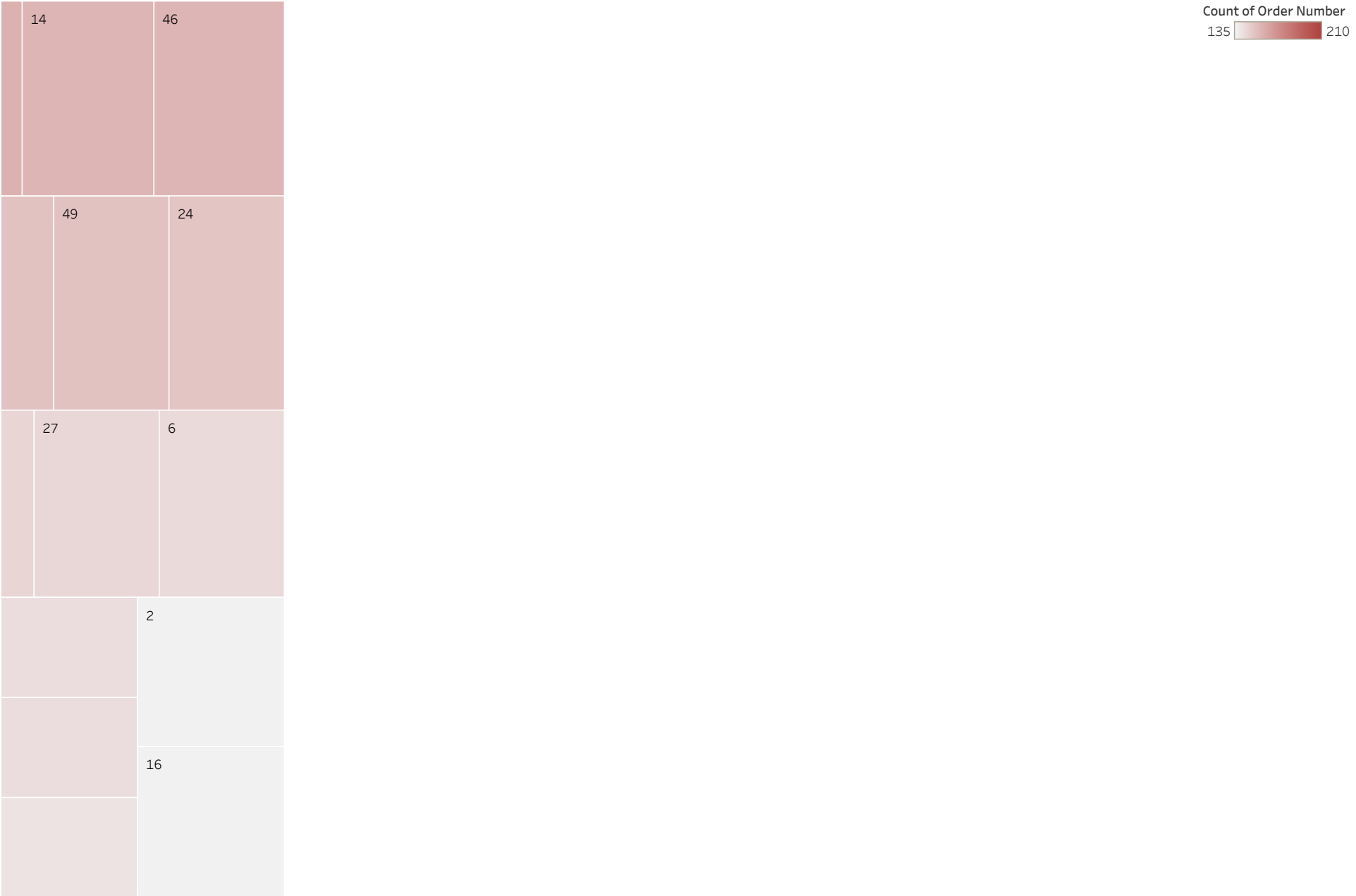
Sum of Total Spending for each _CustomerID1. The marks are labeled by sum of Discount Applied. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

4b) Repeat Customers



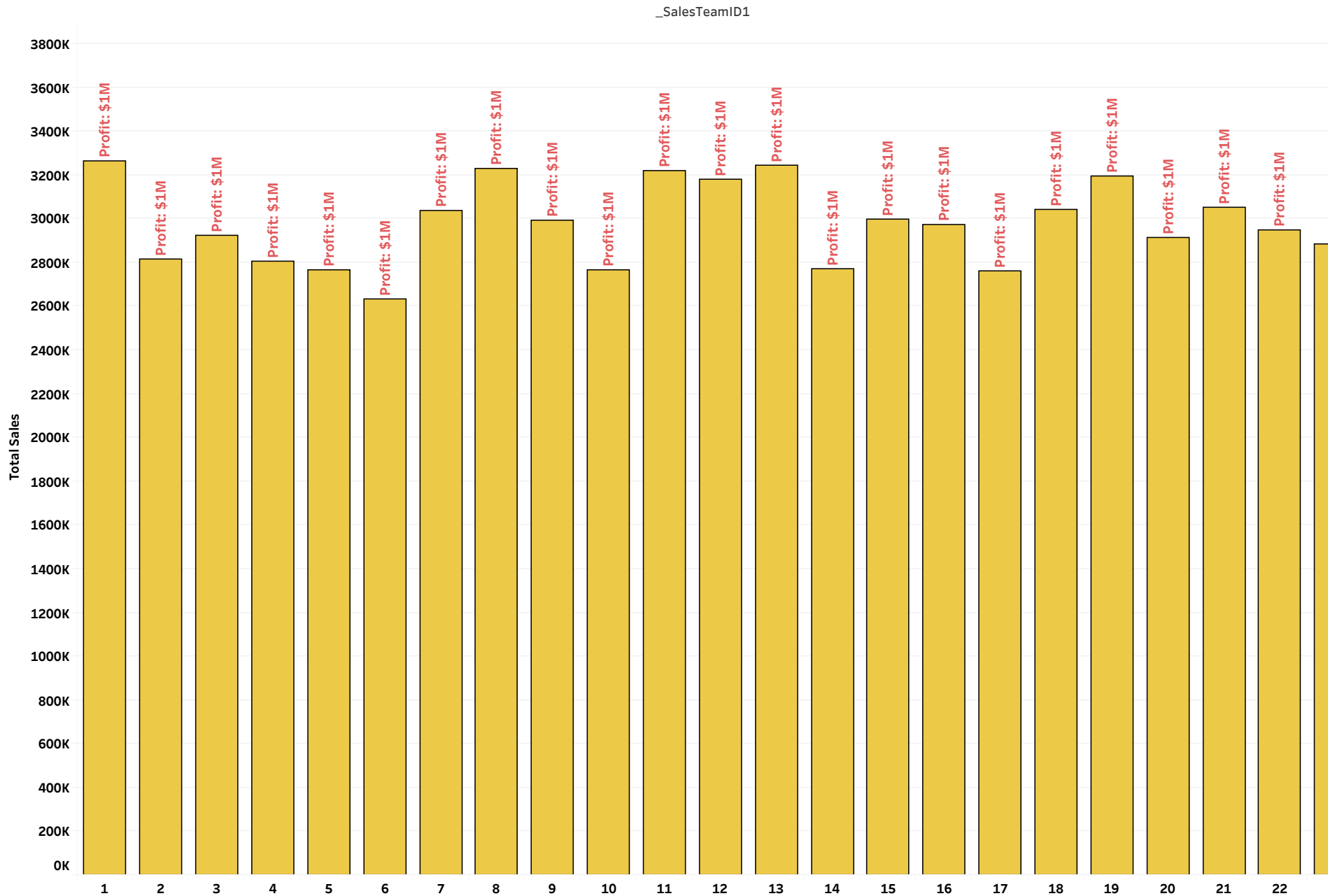
_CustomerID1. Color shows count of Order Number. Size shows count of Order Number. The marks are labeled by _CustomerID1. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

4b) Repeat Customers



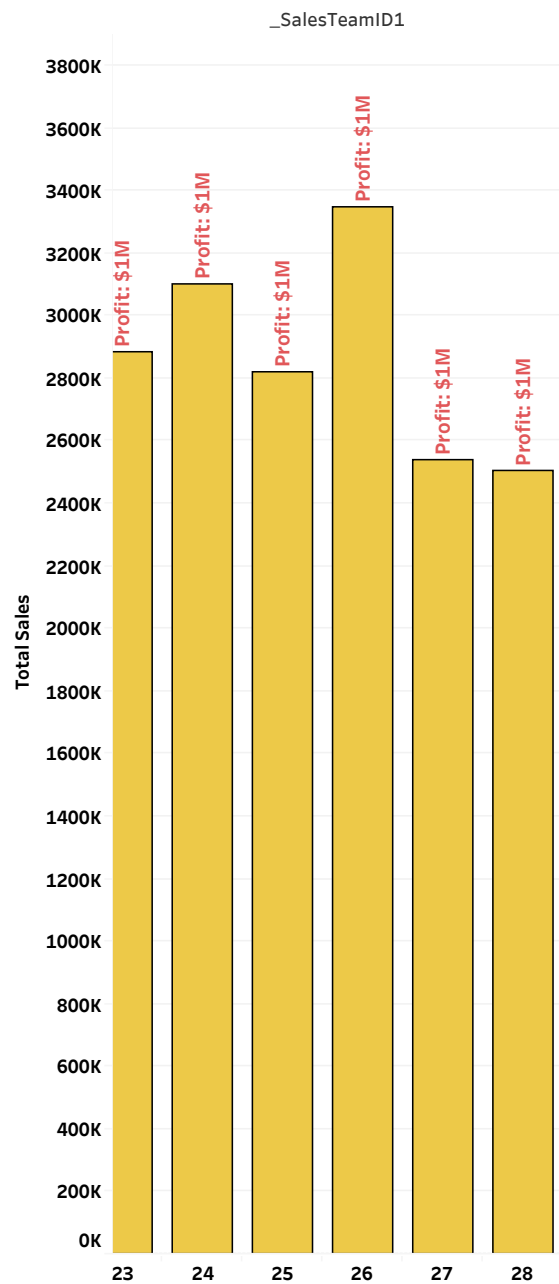
_CustomerID1. Color shows count of Order Number. Size shows count of Order Number. The marks are labeled by _CustomerID1. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

5a) Sales by Team



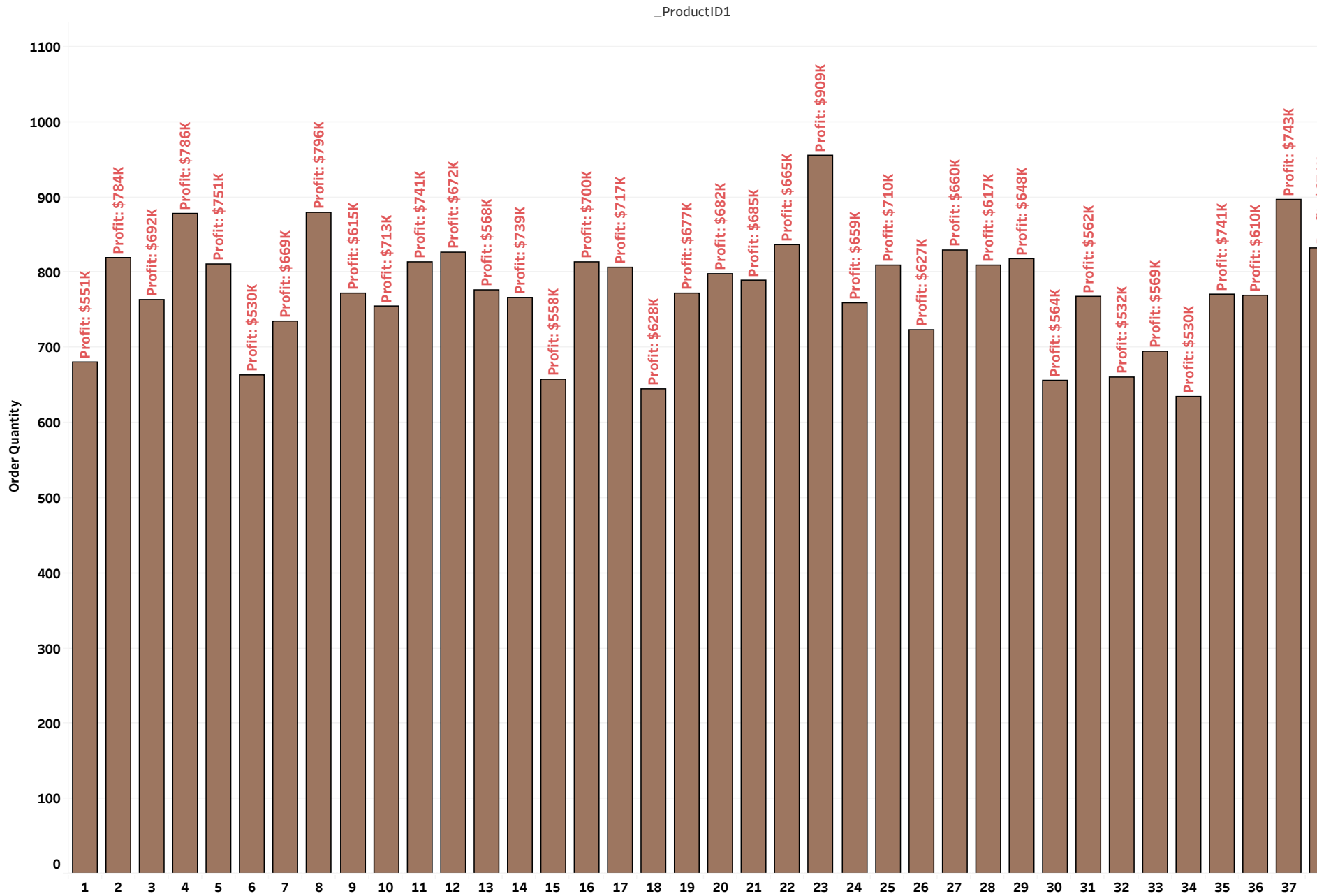
Sum of Total Sales for each _SalesTeamID1. The marks are labeled by sum of Profit. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

5a) Sales by Team



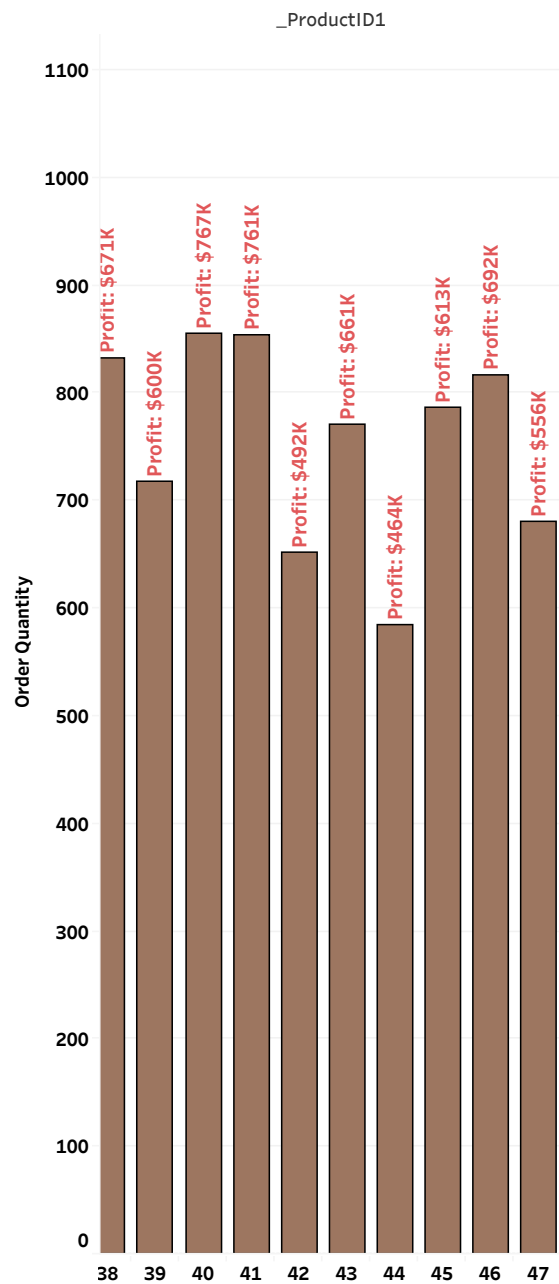
Sum of Total Sales for each _SalesTeamID1. The marks are labeled by sum of Profit. The data is filtered on Warehouse Code, Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members.

6a) Top Selling Products



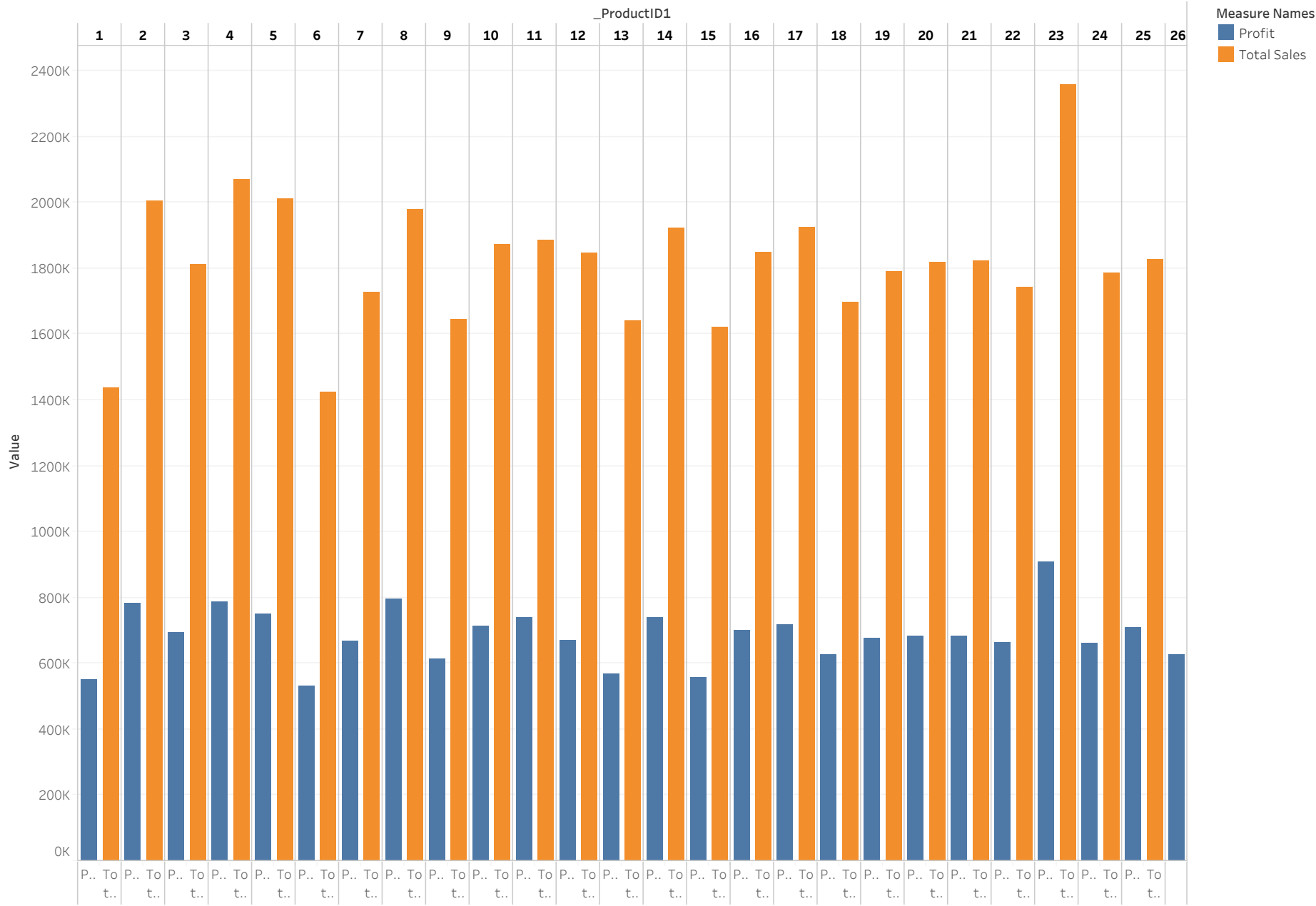
Sum of Order Quantity for each _ProductID1. The marks are labeled by sum of Profit. The data is filtered on Delivery Date (MY), Warehouse Code, Discount Applied (group) and Order Date Year. The Delivery Date (MY) filter keeps 33 of 33 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The view is filtered on sum of Order Quantity and _ProductID1. The sum of Order Quantity filter ranges from 585 to 956. The _ProductID1 filter keeps 47 of 47 members.

6a) Top Selling Products



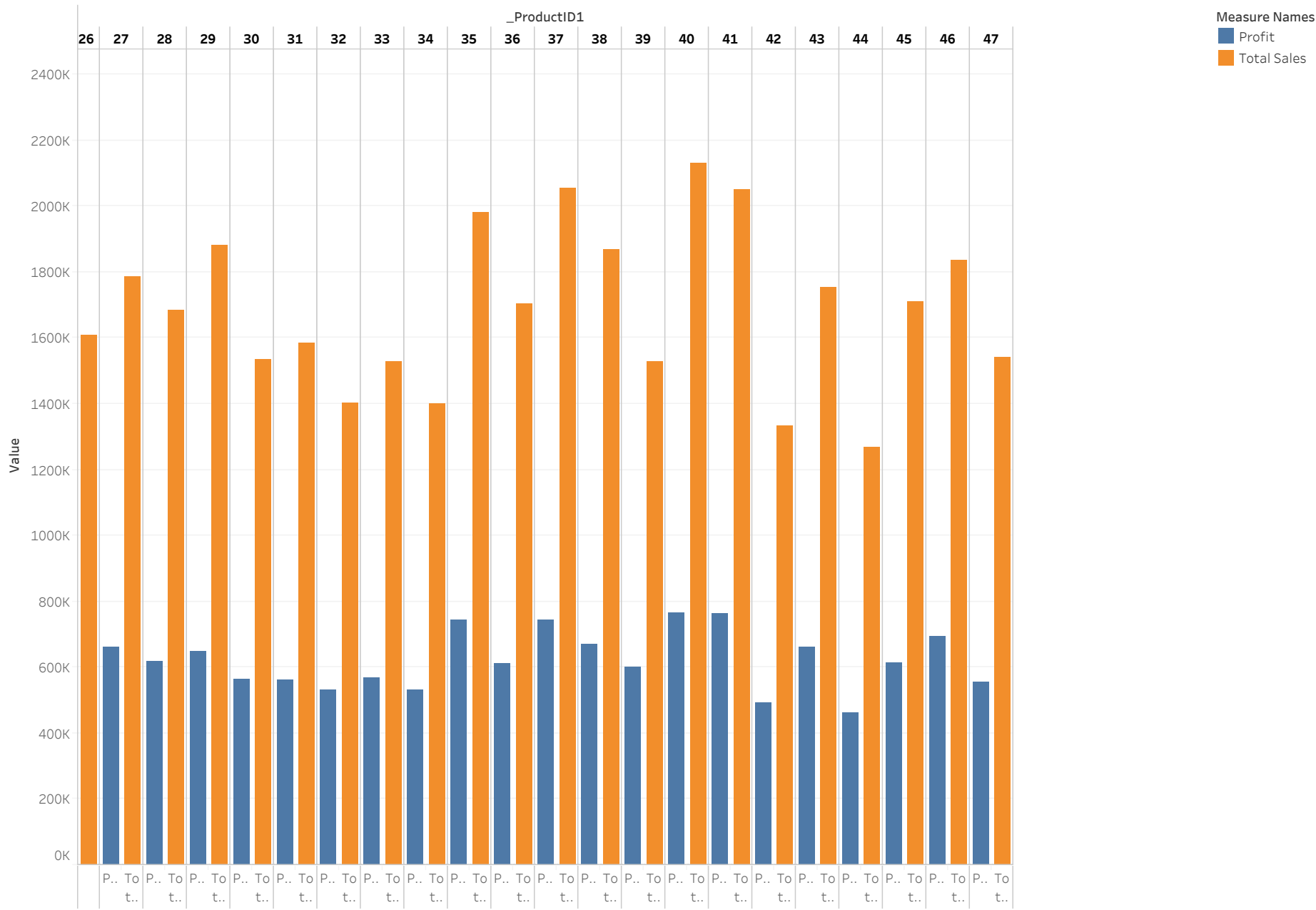
Sum of Order Quantity for each _ProductID1. The marks are labeled by sum of Profit. The data is filtered on Delivery Date (MY), Warehouse Code, Discount Applied (group) and Order Date Year. The Delivery Date (MY) filter keeps 33 of 33 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The view is filtered on sum of Order Quantity and _ProductID1. The sum of Order Quantity filter ranges from 585 to 956. The _ProductID1 filter keeps 47 of 47 members.

6b) Revenue by Product



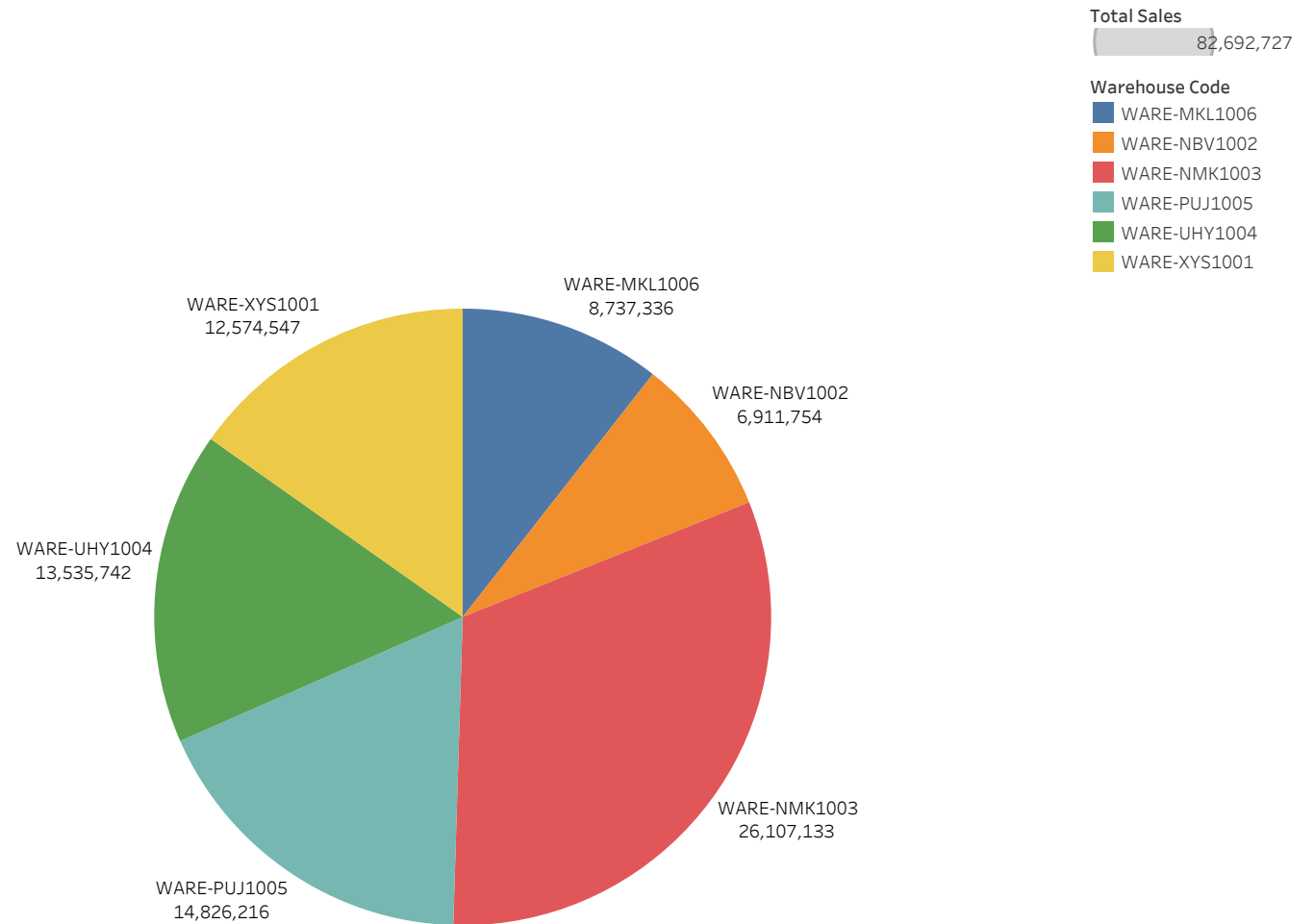
Profit and Total Sales for each _ProductID1. Color shows details about Profit and Total Sales. The data is filtered on Warehouse Code, Discount Applied (group), Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on _ProductID1 and sum of Order Quantity. The _ProductID1 filter keeps 47 of 47 members. The sum of Order Quantity filter ranges from 585 to 956.

6b) Revenue by Product



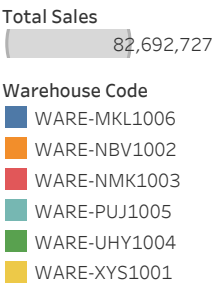
Profit and Total Sales for each _ProductID1. Color shows details about Profit and Total Sales. The data is filtered on Warehouse Code, Discount Applied (group), Order Date Year and Delivery Date (MY). The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on _ProductID1 and sum of Order Quantity. The _ProductID1 filter keeps 47 of 47 members. The sum of Order Quantity filter ranges from 585 to 956.

7a) Regional Sales Comparison



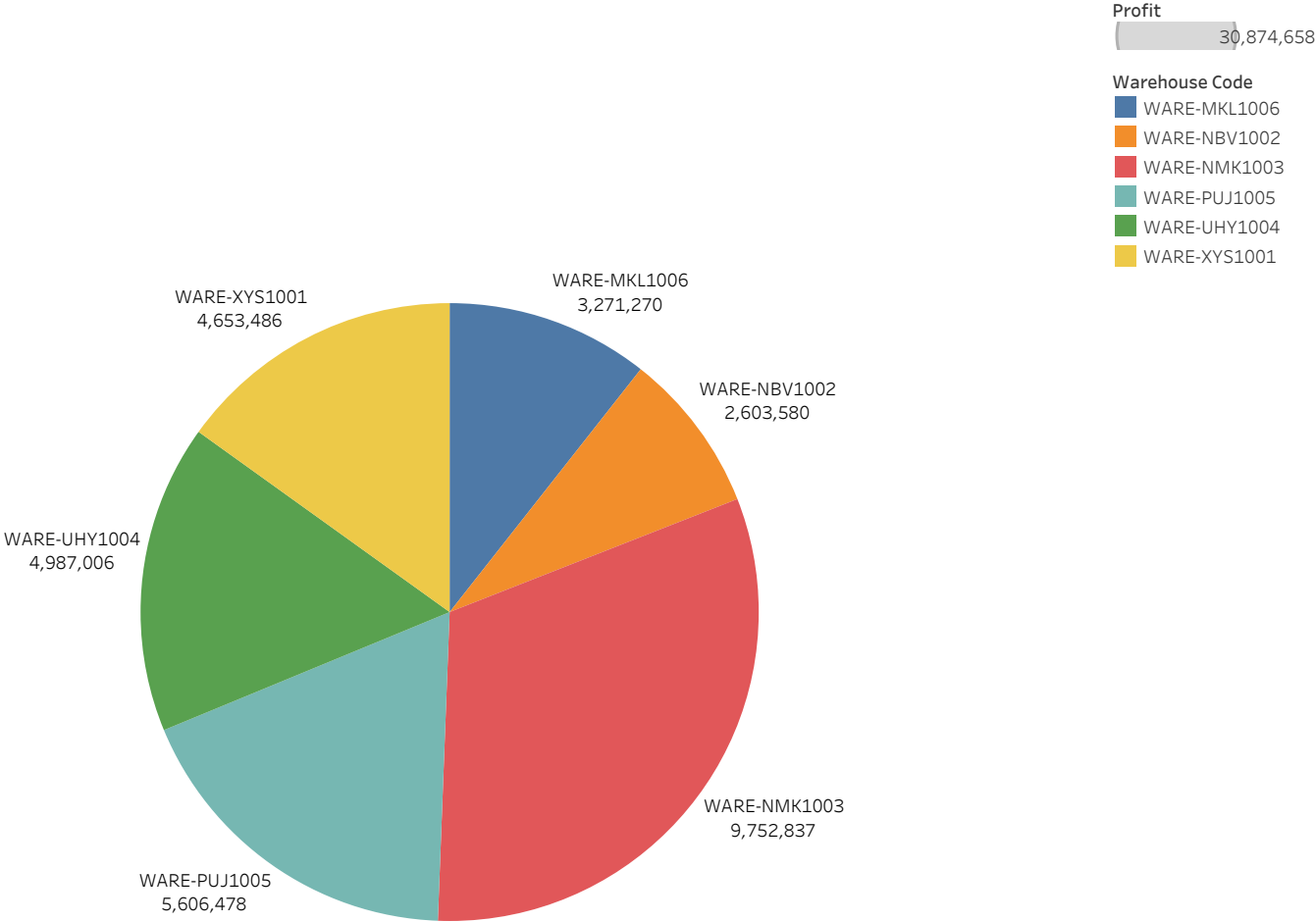
Warehouse Code and sum of Total Sales. Color shows details about Warehouse Code. Size shows sum of Total Sales. The marks are labeled by Warehouse Code and sum of Total Sales. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

7a) Regional Sales Comparison



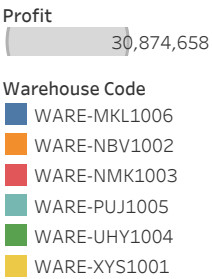
Warehouse Code and sum of Total Sales. Color shows details about Warehouse Code. Size shows sum of Total Sales. The marks are labeled by Warehouse Code and sum of Total Sales. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

7b) Warehouse Profit Comparison



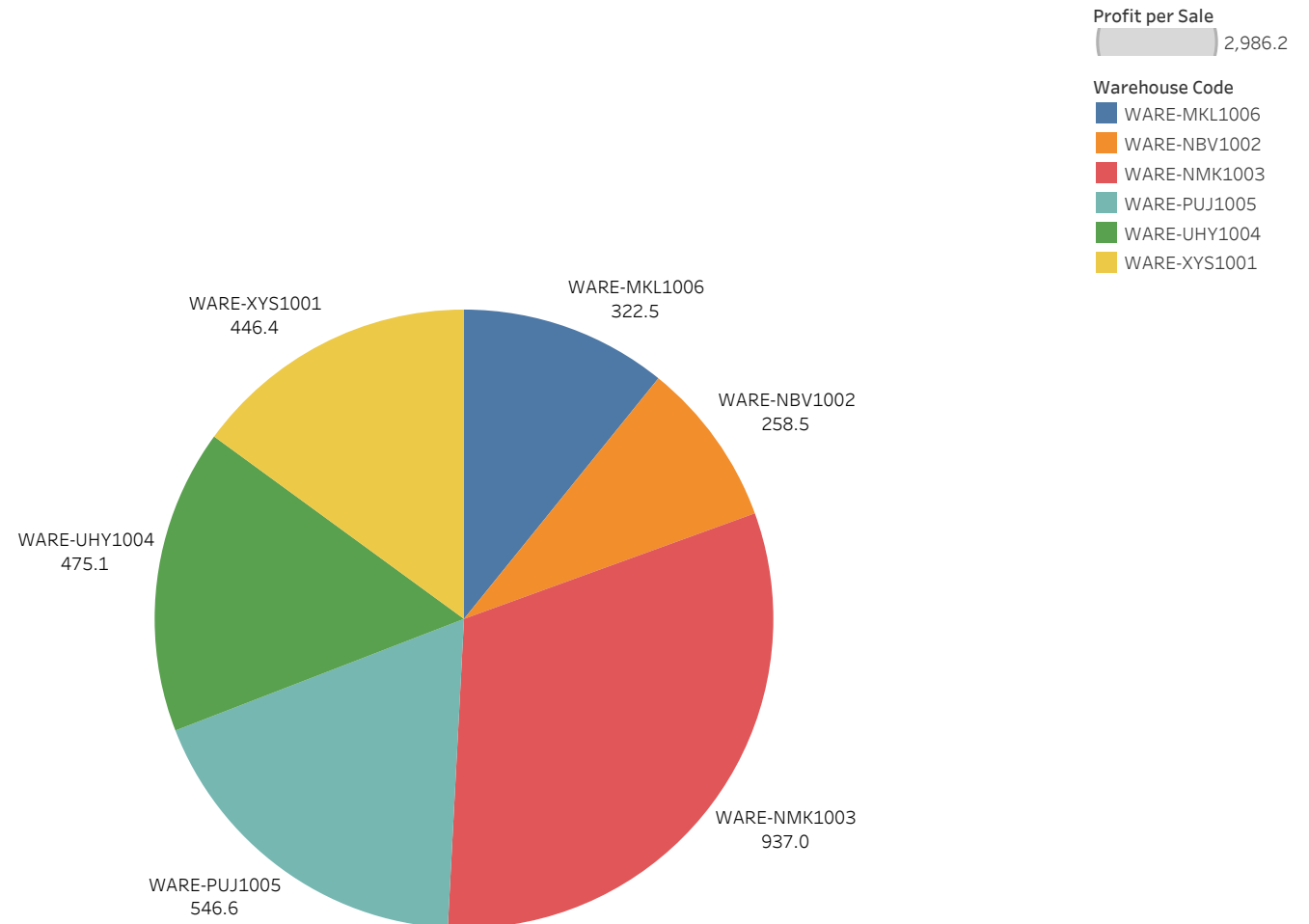
Warehouse Code and sum of Profit. Color shows details about Warehouse Code. Size shows sum of Profit. The marks are labeled by Warehouse Code and sum of Profit. The data is filtered on Order Date (MY), Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Order Date (MY) filter keeps 32 of 32 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

7b) Warehouse Profit Comparison



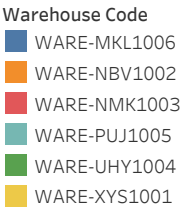
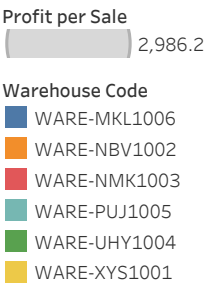
Warehouse Code and sum of Profit. Color shows details about Warehouse Code. Size shows sum of Profit. The marks are labeled by Warehouse Code and sum of Profit. The data is filtered on Order Date (MY), Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Order Date (MY) filter keeps 32 of 32 members. The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

7c) Warehouse Profit per Sale Comparison



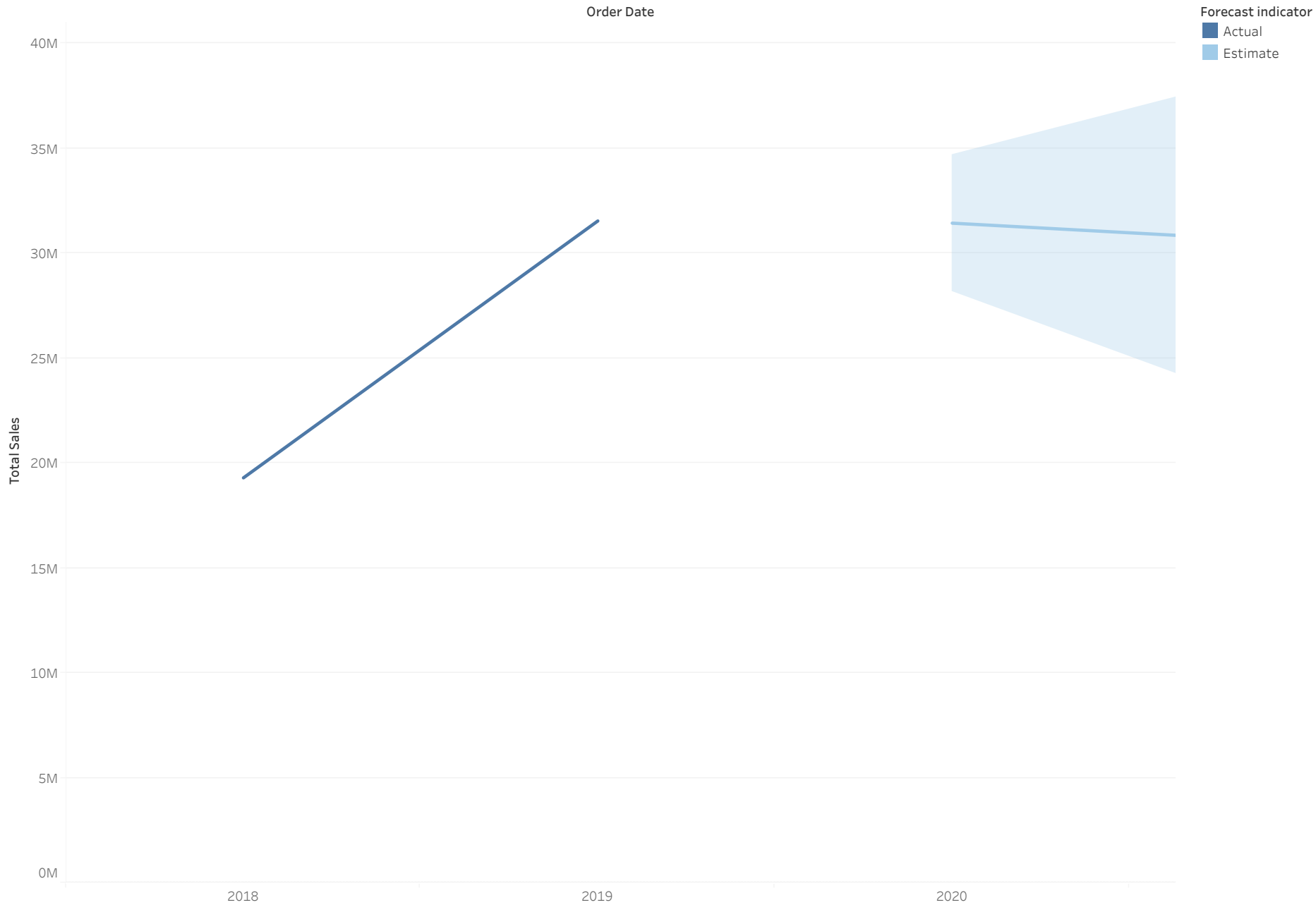
Warehouse Code and sum of Profit per Sale. Color shows details about Warehouse Code. Size shows sum of Profit per Sale. The marks are labeled by Warehouse Code and sum of Profit per Sale. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

7c) Warehouse Profit per Sale Comparison



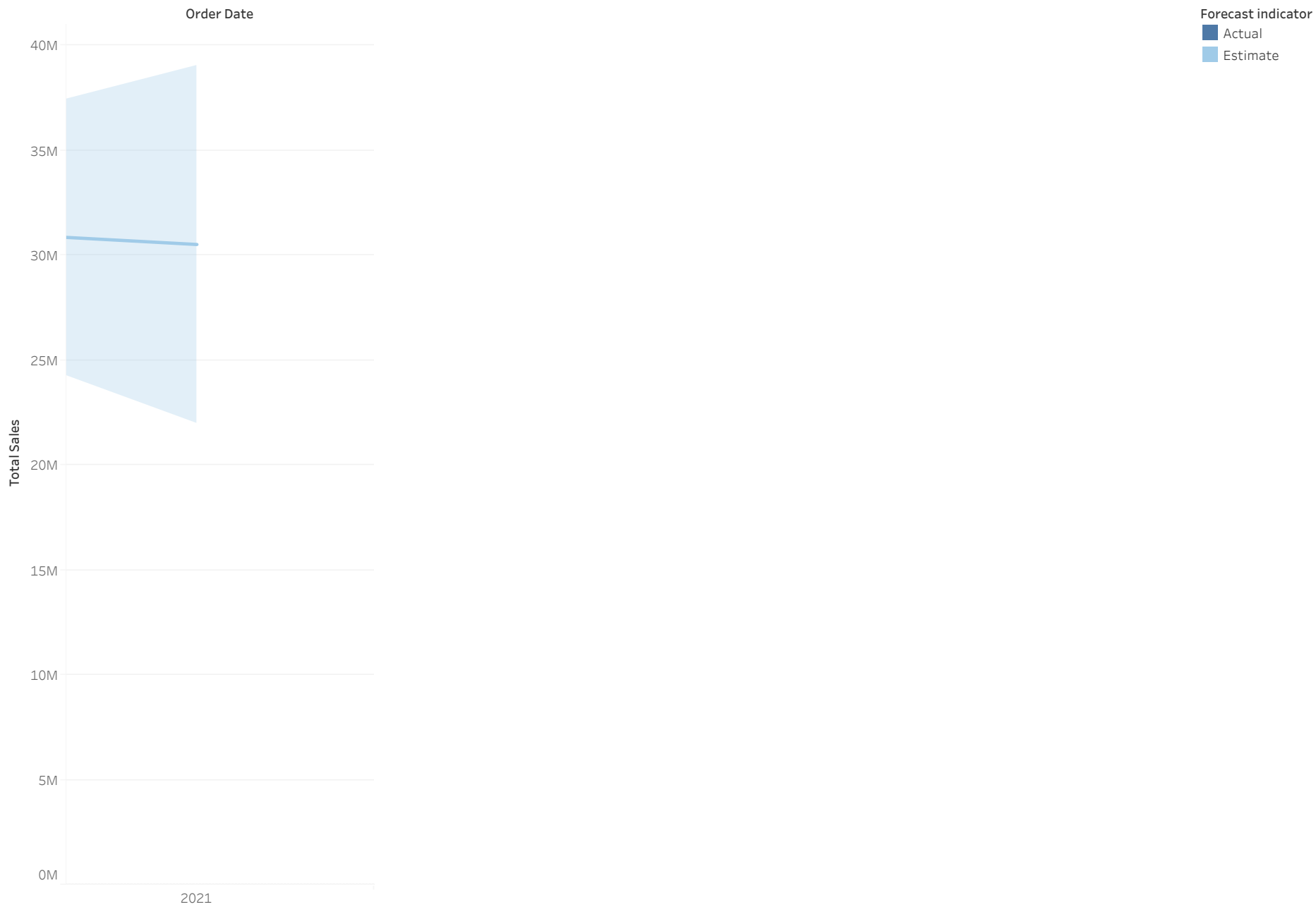
Warehouse Code and sum of Profit per Sale. Color shows details about Warehouse Code. Size shows sum of Profit per Sale. The marks are labeled by Warehouse Code and sum of Profit per Sale. The data is filtered on Discount Applied (group), _ProductID1, Order Date Year and Delivery Date (MY). The Discount Applied (group) filter keeps 7 of 7 members. The _ProductID1 filter keeps 47 of 47 members. The Order Date Year filter keeps 2018, 2019 and 2020. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Warehouse Code, which keeps 6 of 6 members.

8) Sales Forecasting



The trend of sum of Total Sales (actual & forecast) for Order Date Year. Color shows details about Forecast indicator. The data is filtered on _ProductID1, Warehouse Code, Discount Applied (group) and Delivery Date (MY). The _ProductID1 filter keeps 47 of 47 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Order Date Year, which keeps 2018, 2019 and 2020.

8) Sales Forecasting



The trend of sum of Total Sales (actual & forecast) for Order Date Year. Color shows details about Forecast indicator. The data is filtered on _ProductID1, Warehouse Code, Discount Applied (group) and Delivery Date (MY). The _ProductID1 filter keeps 47 of 47 members. The Warehouse Code filter keeps 6 of 6 members. The Discount Applied (group) filter keeps 7 of 7 members. The Delivery Date (MY) filter keeps 33 of 33 members. The view is filtered on Order Date Year, which keeps 2018, 2019 and 2020.