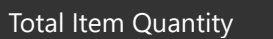


Reset Filters

Count of Invoices

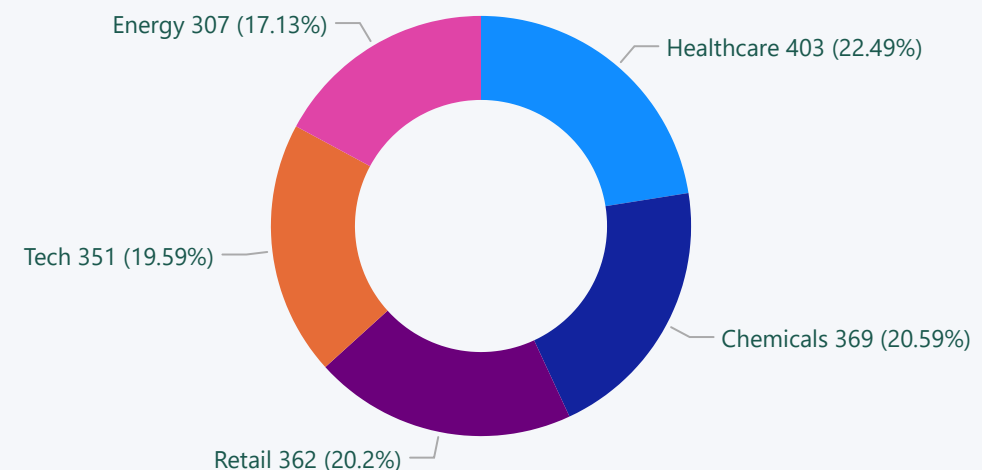
1792

Orders and Quantity Switch



Product	Reviews	Rating
Daily Greens Vegetable Juic...	1.8K	4.5
Haldiram's Banana Chips 665	1.8K	4.5
Vedica Spring 110	1.8K	4.5
B-Natural Fruit Juice 362	1.8K	4.5
L'Oreal Color Protect 999	1.7K	4.5

Number of Purchases by Customer Industry and Customer Name



Customer Category	Customer Industry	Customer Name	Customer Country	Sum of Item Qty	Count of Order No
Corporate	Chemicals	Blue Corporation	India	129	1
Corporate	Chemicals	Blue Group	India	1	1
Corporate	Chemicals	Blue Holdings	USA	2	1
Total				254868	1792

Sales Performance Report for Financial Year 2020-21 to 2024-25

Reset Filters

Select Time Period

All

Select Customer Location

All

Select Company Location

All

Select Product

All

Target Sales and Actual Sales

20M

15M

10M

5M

0M

2020-2021

2021-2022

2022-2023

2023-2024

2024-2025

Financial Year

14.1M

16.2M

16.9M

20.1M

17.0M

19.1M

16.9M

Top 5 Sales Person

Sheila Gross

9.41M

Anthony Abbott

8.98M

Mary Wilkins

5.95M

Gregory Harrison

5.88M

Bradley Gonzales

5.52M

Sales Person	Total Actual Sales	Total Target Sales	Var %	Targets Reached Months
Abigail Jones	51,78,964.35	8376688	-0.38	met targets for 41 out of 41 Months
Alan Wright	12,86,165.03	3892599	-0.67	met targets for 43 out of 43 Months
Andrew Marsh	23,44,914.34	1734160	0.35	met targets for 41 out of 41 Months
Anthony Abbott	89,78,082.38	4984105	0.80	met targets for 45 out of 45 Months
Ariana Ramirez	26,59,482.99	2736849	-0.03	met targets for 42 out of 42 Months
Bradley Gonzales	55,18,991.78	2250030	1.45	met targets for 39 out of 39 Months
Catherine Osborne	37,09,770.47	2483788	0.49	met targets for 41 out of 41 Months
Daniel Byrd	16,73,648.51	1568762	0.07	met targets for 38 out of 38 Months
Diana Gonzales	53.18.940.77	1659525	2.21	met targets for 37 out of 37 Months

Team

Enterprise

Innovation

Marketing

Procurement

Variance

7.31M

Variance Percentage

8.6%

Target Reached months

60



Geographical Insights

Reset Filters

Total Customers

100

Total Centres

25

Total Sales

92.31M

Average Sales

51.51K

Total Orders

1792

Total Item Quantity

255K

Select Time Period

All

Select Customer Location

☒

Australia

☒

Canada

☒

Germany

☒

India

☒

UK

☒

USA

Select Company Location

☐

Barajasmouth

☐

Colemanborough

☐

East Danielleside

☐

East Henry

☐

Gregoryville

☐

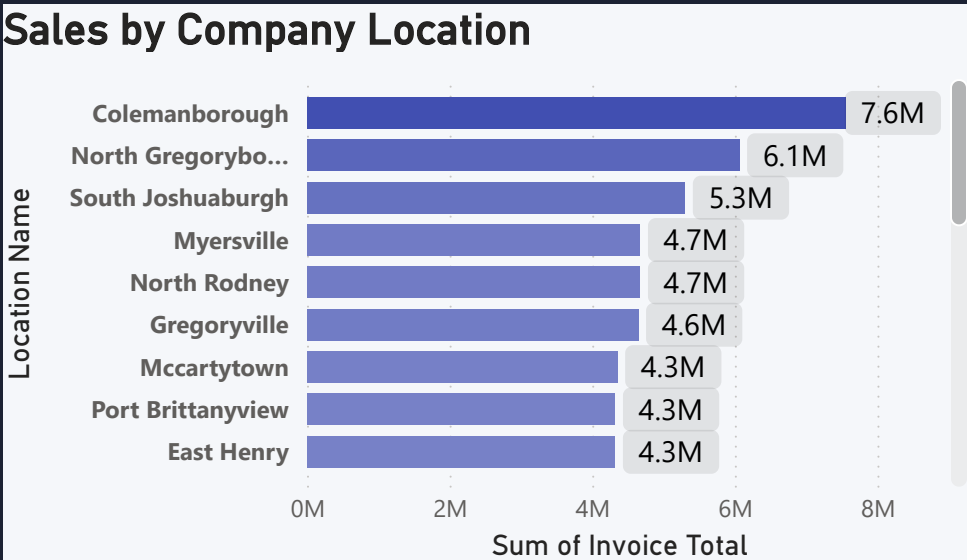
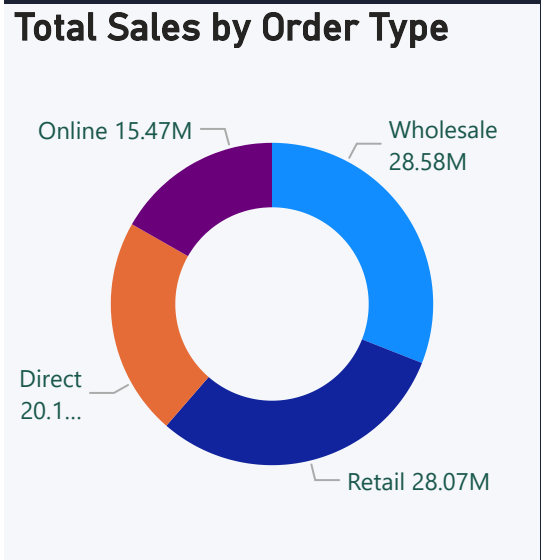
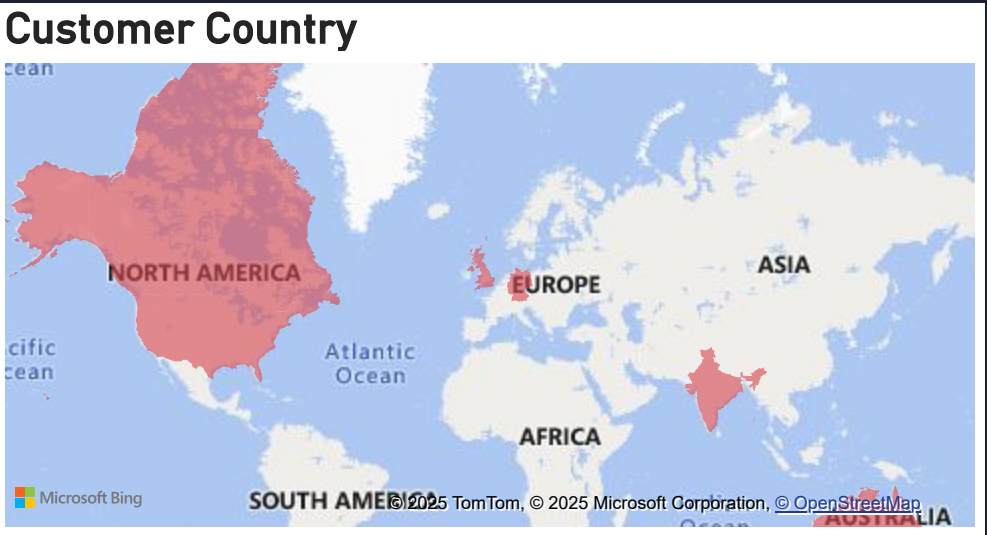
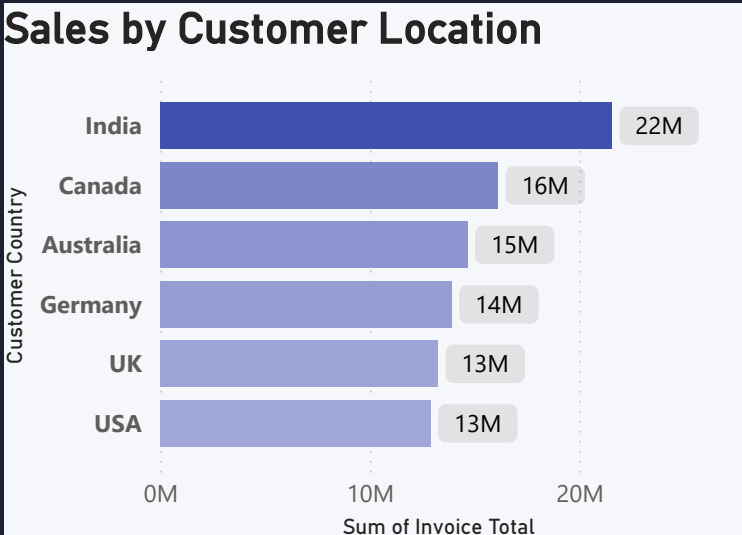
Haleport

☐

Littleport

☐

Mccartytown



Company and Customer Analysis

Reset Filters

Select Time Period

All

Select Customer Name

All

Select Customer Location

All

Select Company Location

All

Select Product/ Item

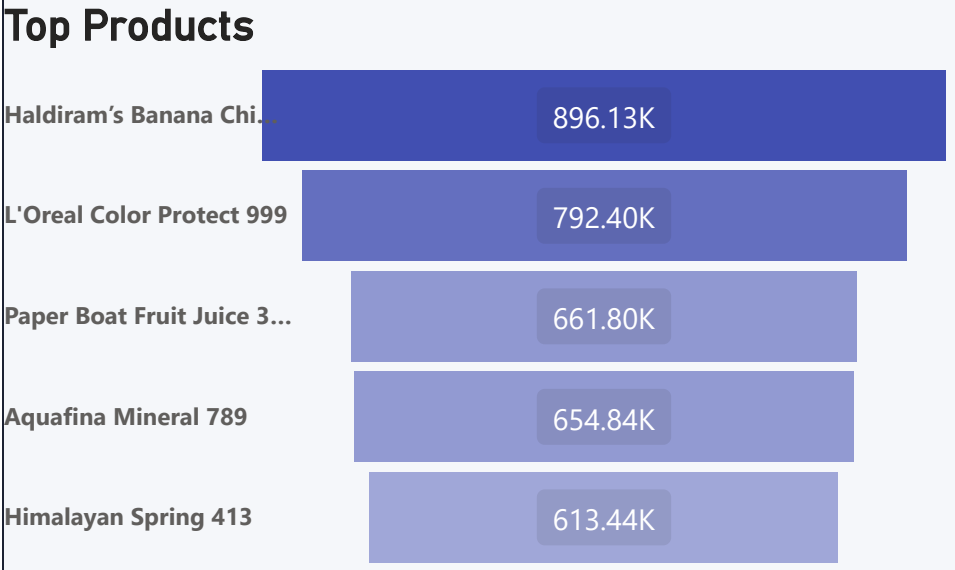
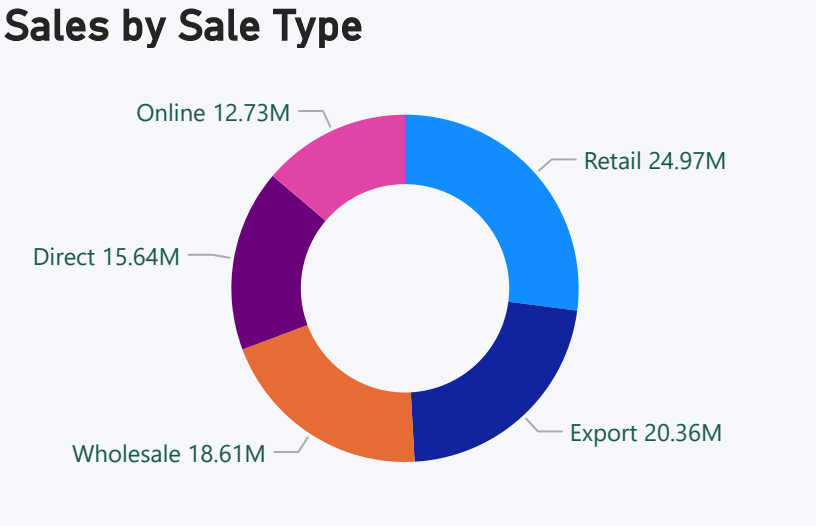
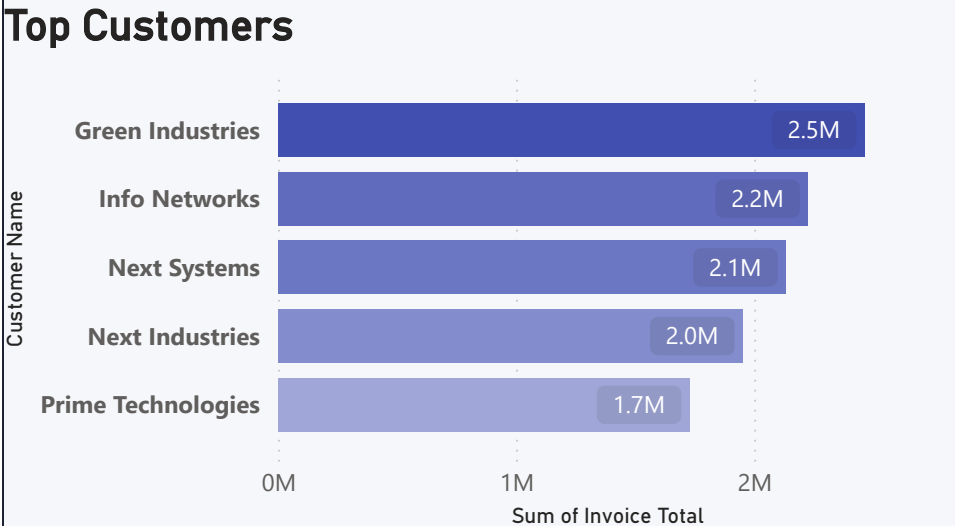
All

Total Customers

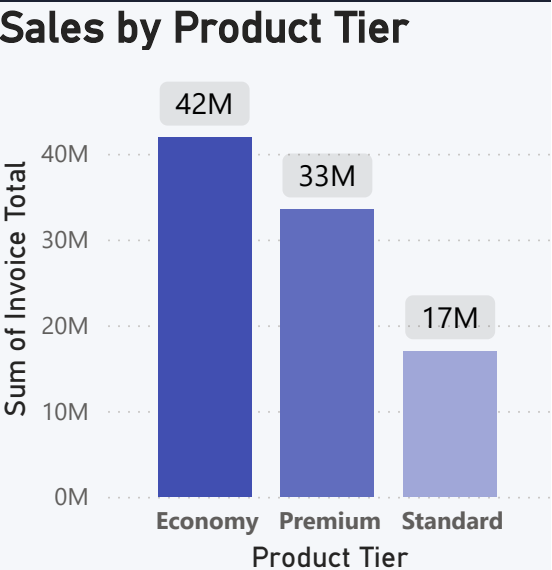
100

Total Centres

25



Company Location Code	Company Location	Total Sales
LOC001	Colemanborough	30,025.56
LOC001	East Danielleside	37,186.77
LOC001	Haleport	43,256.74
LOC001	Rebeccaport	25,252.80
LOC004	Mccartytown	8,382.83
Total		9,23,06,830.67



Sales Team Performance

Reset Filters

January

February

March

April

May

June

July

August

September

October

November

December

2020-2021

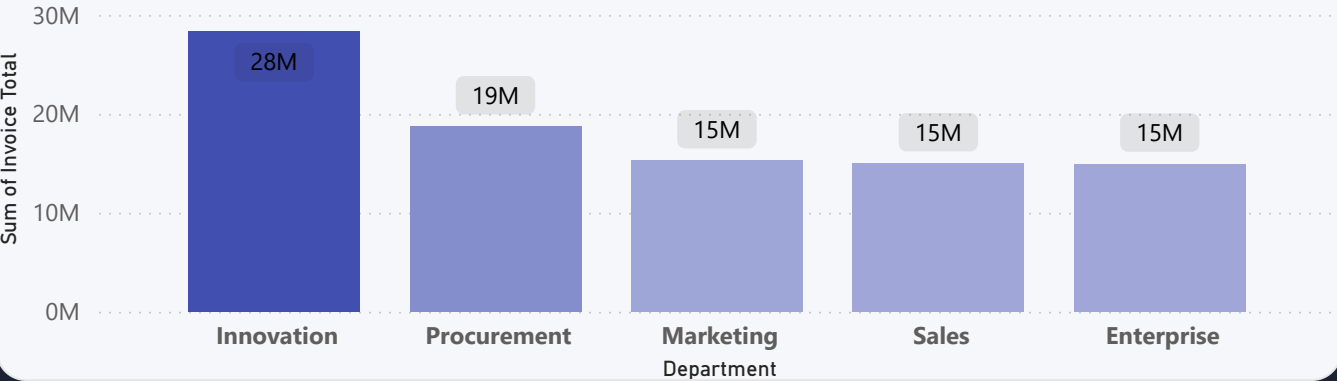
2021-2022

2022-2023

2023-2024

2024-2025

Total Sales by Team



Total Sales by Sales Person & item group

Sales Person	Adelaide	Amritsar	Bangalore	Berlin	Birmingham
+ Abigail Jones	2,78,985.45	4,03,810.76		44,108.12	7,17,793.14
+ Alan Wright	29,301.09	34,117.38	35,476.99	25,521.62	38,596.57
+ Andrew Marsh	1,12,750.61		18,353.95	1,79,860.65	1,38,565.96
+ Anthony Abbott	2,21,402.93	2,22,696.84	8,75,710.28	19,086.56	5,07,074.21

Top Sales Person

Sheila Gross

Total Sales

9413869.89

Sum of Item Qty

17522

Anthony Abbott

Total Sales

8978082.38

Sum of Item Qty

16854

Top Sales Manager

Michael Ryan

Total Sales

8284322.13

Quantity Sold

21162

John Franklin

Total Sales

7036994.46

Quantity Sold

19372

Top HOD

Mary Holder

Total Sales

11142713.35

Quantity Sold

28432

Rebecca Parker

Total Sales

9823566.21

Quantity Sold

28159

Purchase Analysis Report

Reset Filters

Select Time Period

Select Supplier Location

Select Company Location

All

All

All

Total Sales

92.31M

Total MRP

99.97M

Total Purchase

89.19M

Total Discount

10.78M

Gross Profit

3.12M

Total Purchase Qty

259K

Total Purchase Amount by Financial Year

Sum of Total Purchase Price

20M

15M

10M

5M

0M

2020-2021

2021-2022

2022-2023

2023-2024

2024-2025

Financial Year

14.5M

15.8M

18.6M

17.1M

16.8M

47.3K

52.7K

52.8K

56.3K

50.3K

Sum of Item Purchase Qty

55K

50K

Total Purchase Amount

Total Purchase Quantity

Products wise-Analysis

Snacks

13.83M (15.51%)

Beverages

31.18M (34.96%)

Home Care

21.44M (24.0...)

Personal Care

22.74M (25.5%)

Sum of Gross Margin by Financial Year

Sum of Gross Margin

\$1.5M

\$1.0M

\$0.5M

\$0.0M

2020-2021

2021-2022

2022-2023

2023-2024

2024-2025

Financial Year

\$1.21M

\$1.44M

\$1.44M

\$1.40M

\$1.11M

Supplier Name	Purchase Amount	Sale Value	Gross Profit
Adams, Smith and Barber	7,88,710.15	8,15,045.09	\$68,
Andrews Group	8,05,018.89	8,58,311.35	\$97,
Ashley, Nielsen and Sellers	3,52,388.33	3,27,262.70	(\$18,0
Beard-Haynes	5,32,399.03	6,01,060.32	\$77,
Blair PLC	8,12,721.20	8,55,025.44	\$70,
Total	8,91,86,946.06	9,23,06,830.67	\$66,02,3

Top 5 Suppliers

Brown, James and Ferrell

1.3M

Gibson LLC

1.3M

Rodriguez, Figueroa and ...

1.2M

Yu Inc

1.1M

Brennan, Henderson and ...

1.1M

Total Purchase Amount by Supplier Location

India

25M

UK

15M

USA

14M

Australia

12M

Germany

10M

Canada

6M



Gross Profit Analysis Report

 Reset Filters

Select Time Period

Select Supplier Location

Select Company Location

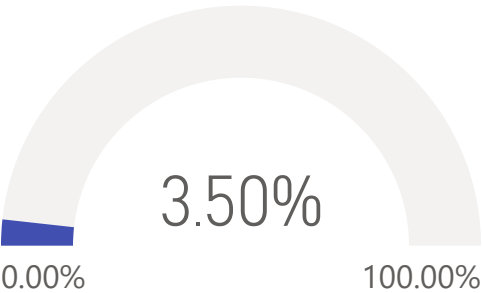
All

All

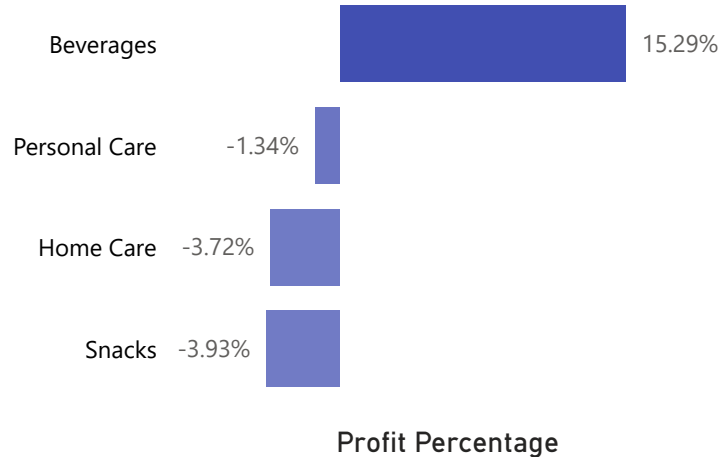
All

Total Sales	Total MRP	Total Purchase	Total Discount	Gross Profit	Total Purchase Qty
92.31M	99.97M	89.19M	10.78M	3.12M	259K

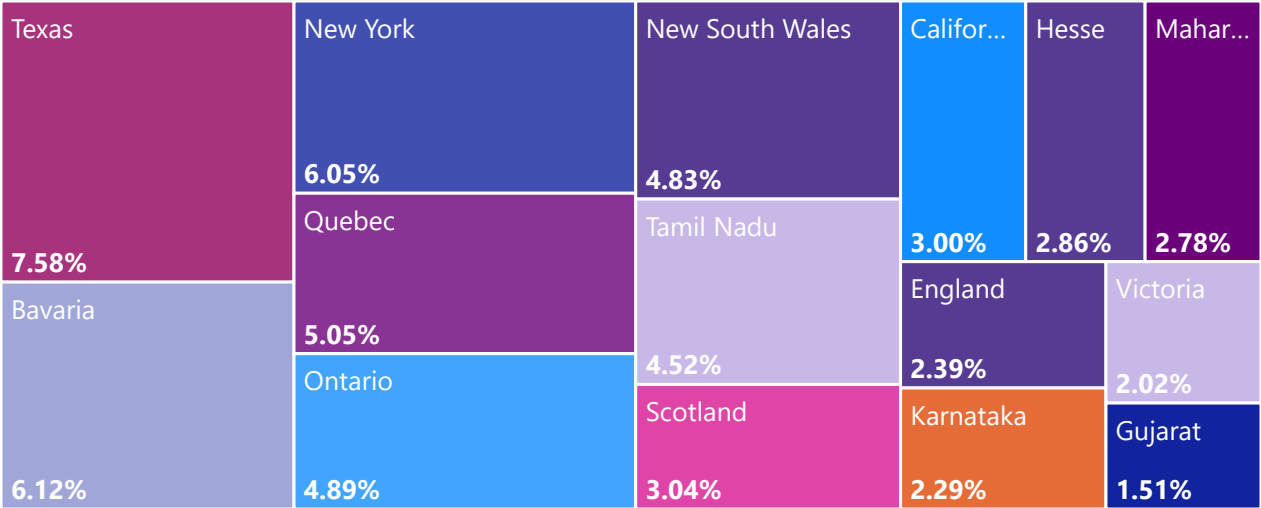
Gross Profit Percentage



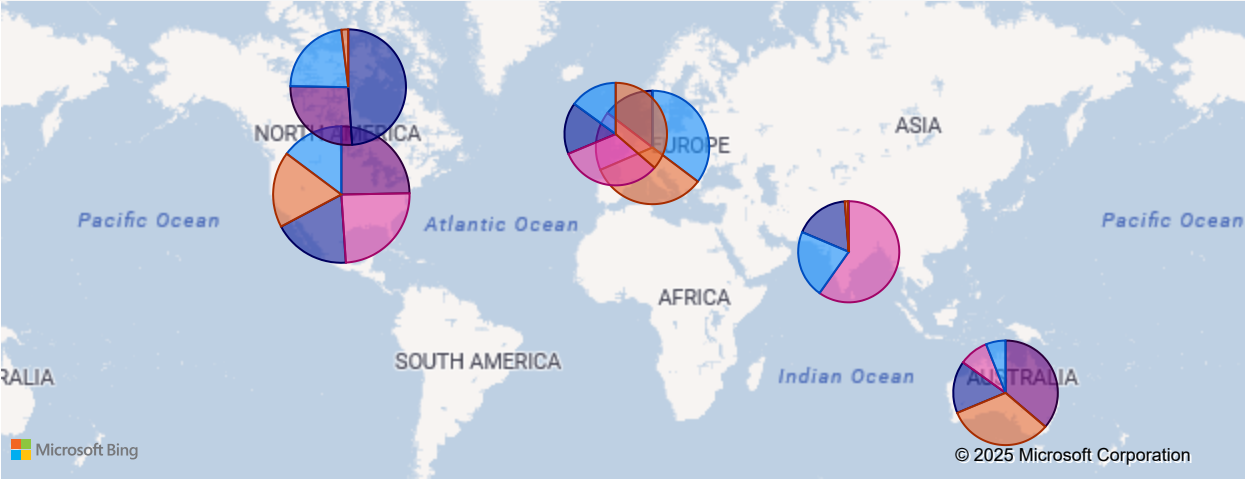
Gross Profit Percentage by Product



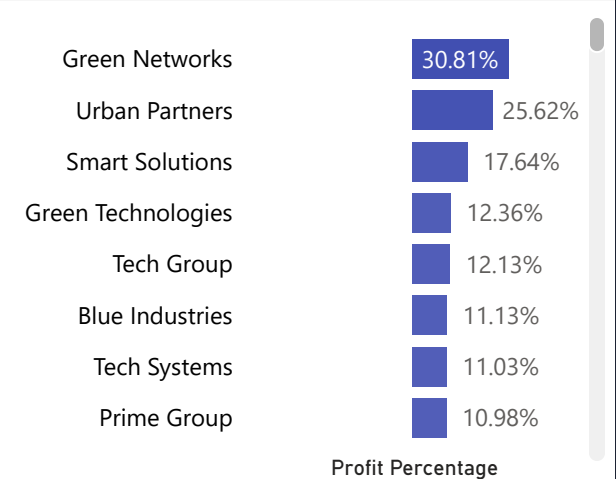
Gross Profit % by Sale Type and Region



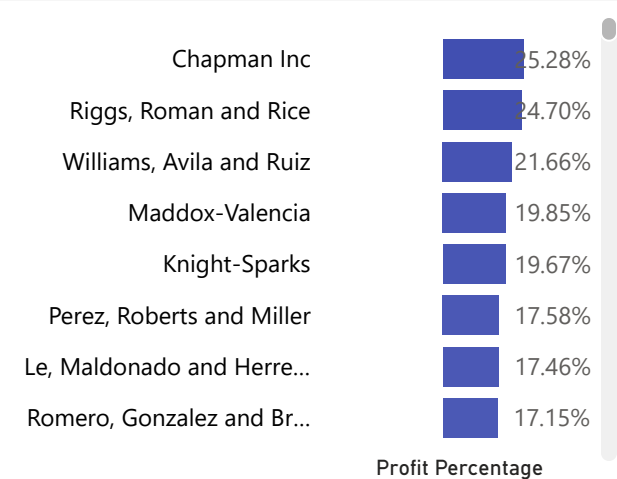
Gross Profit % by Region



Gross Profit Percent by Customer



Gross Profit Percent by Supplier



Predictive Analysis Report

Reset Filters

Select Time PeriodSelect Supplier LocationSelect Customer Location

AllAllAll

Compare

Total Predicted Sales86.62M

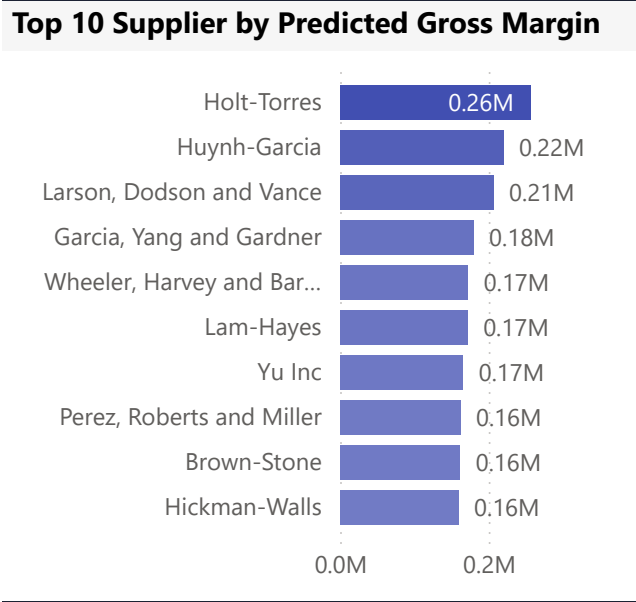
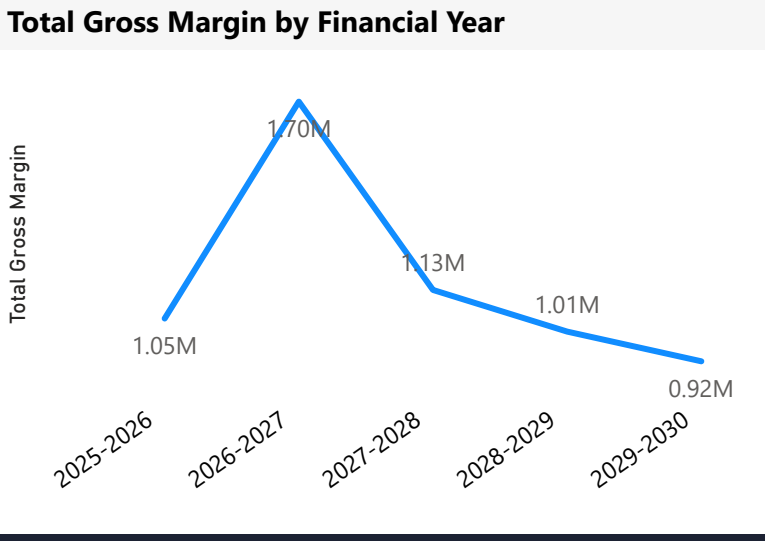
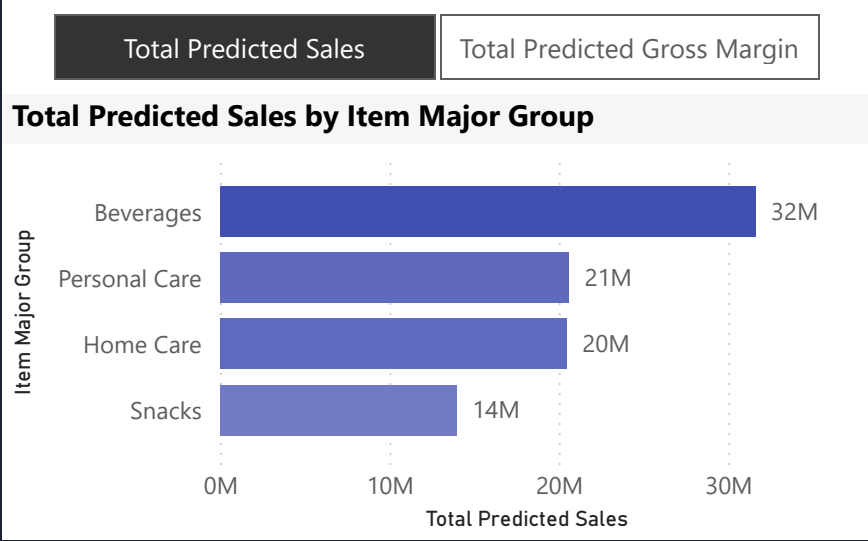
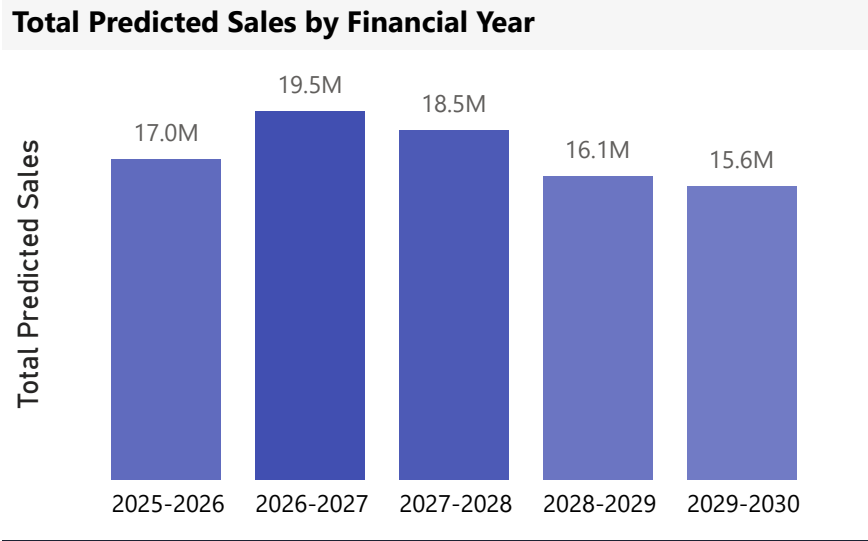
Total Predicted Purchase78.46M

Predicted Gross Margin5.80M

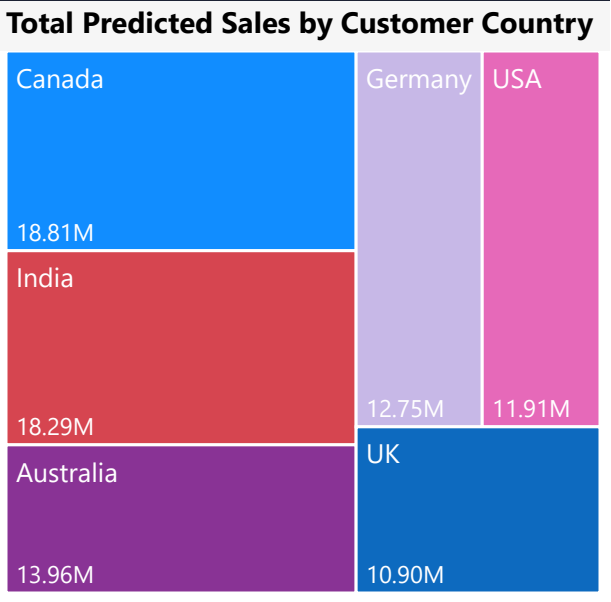
Predicted Profit %7.39

Predicted YoY Growth %21.89

Compare



Supplier Name	Predicted Purchase Amount	Predicted Sale Value	Predicted Gross Margin
⊕ Adams, Smith and Barber	10,78,077.70	12,52,585.53	1,54,083.80
⊕ Andrews Group	2,70,695.65	3,47,490.11	67,961.67
⊕ Ashley, Nielsen and Sellers	1,11,379.64	1,11,532.53	-5,564.16
⊕ Beard-Haynes	4,43,502.68	4,91,340.12	30,369.03
⊕ Blair PLC	10,66,451.22	12,15,723.97	1,21,154.89
⊕ Boyd, Santos and Gilbert	3,09,691.52	3,30,557.40	19,583.12
⊕ Brennan, Henderson and Lewis	8,58,423.00	9,38,271.22	63,054.94
Total	7,84,55,508.11	8,66,22,454.19	57,97,976.35



Inventory Analysis Report

Reset Filters

Select Time Period

All

Select Company Location

All

Select Warehouse

All

Total Sold Quantity

255K

Total Stock Quantity

915K

Stock Below Reorder Point

305

Average Lead Time Days

15.02

Average Turnover Rate

2.55

Sum of Opening Stock and Sum of Closing Stock by Financial Year

Sum of Opening Stock a...

100K

50K

0K

89K

100K

106K

91K

100K

2K

2K

3K

2K

3K

2020-2021

2021-2022

2022-2023

2023-2024

2024-2025

Financial Year

Supplier Name

Average Lead_Time_Days

LogisticsCost

Purchase Cost

Adams, Smith and Barber

12.42

56,821.46

7,28,530.0

Andrews Group

16.42

52,151.31

7,42,613.0

Ashley, Nielsen and Sellers

18.50

18,748.20

3,27,648.6

Beard-Haynes

15.25

37,856.99

4,96,540.6

Blair PLC

17.75

66,313.55

8,47,773.1

Boyd, Santos and Gilbert

15.92

51,003.44

8,82,668.2

Brennan, Henderson and Lewis

12.08

66,359.85

10,51,377.7

Total

15.02

55,71,557.86

8,26,47,967.3

Total Products Below Reorder Point

Sum of Stock_Quantity

100

80

60

40

134K

274K

319K

188K

38

90

78

Beverages

Home Care

Personal Care

Snacks

Item Code

Sold Item Qty

Stock_Quantity

Average Lead_Time_Days

Reorder_Point

Status

ITM00001

502

880

20.00

203

Pending f

ITM00002

776

212

18.00

177

Pending f

ITM00003

68

828

13.00

56

Out of St

ITM00004

257

136

12.00

219

In Stock

ITM00005

473

5

27.00

96

In Stock

ITM00006

755

108

27.00

102

Pending f

Total

254868

914543

15.02

314682

Count of Item Code by Status

Out of Stock

414 (23.1%)

Pending Restock

476 (26.56%)

In Stock

445 (24.83%)

Low Stock

457 (25.5%)

Sum of TurnoverRate by Item Major Group

Sum of TurnoverRate

1574

1336

690

962

Beverages

Home Care

Personal Care

Snacks

Glossary

Category	Field Names	Definition
Location & Warehouse	Location Code, Location Name	Identifies the sales/purchase location
	Warehouse Code, Warehouse Name	Indicates the warehouse where inventory is stored or issued
Sales Information	SALE TYPE Code/Name	Defines the type of sale (e.g., Retail, Wholesale, Online)
	Transaction Type, Transaction Sub-Type	Specifies the nature of the transaction
	Order No, Order Date, Order Type	Unique order identification and classification
	Department	Department associated with the transaction
	Invoice No, Invoice Date	Invoice reference and billing dated
Customer Details	Customer Code, Customer Name	Unique identification of each customer
	Customer Category, Industry, Size	Classification of customers by business attributes
	City, District, State, Country	Customer's geographical location
Product Details	Item Code, Item Name	Unique identifier and description of a product
	Product Tier, Item UOM	Classification level and unit of measurement
	Item Qty, Item Rate	Quantity sold and unit price
	Discount %, Discount Amount	Discounts applied on the item
	Item Value	Net sales value of the item
	CGST/SGST/IGST % & Amount	Tax details at the item level
	Invoice Total	Total invoice value after taxes and discounts
Product Hierarchy	Major Group, Minor Group, Sub Group, Sub Sub Group/Brand	Multi-level categorization of products
Sales Team	Sales Person Code/Name	Sales executive responsible for the transaction
	Reporting Manager Code/Name	Manager supervising the salesperson
	Head of Department Code/Name	Functional or departmental head
Targets	Target Sales	Predefined sales goal set for the salesperson
	Month	The reporting month for tracking performance
Supplier & Purchase	Supplier Code/Name	Unique identification of supplier/vendor
	Supplier City, State, Country	Supplier's geographical details
	GSTIN Supplier	Supplier's GST registration number
	Purchase Order No, Date	Purchase order reference and date
	Purchase Invoice No	Supplier invoice number
	Supplier Invoice Code/Name	Supplier invoice identification