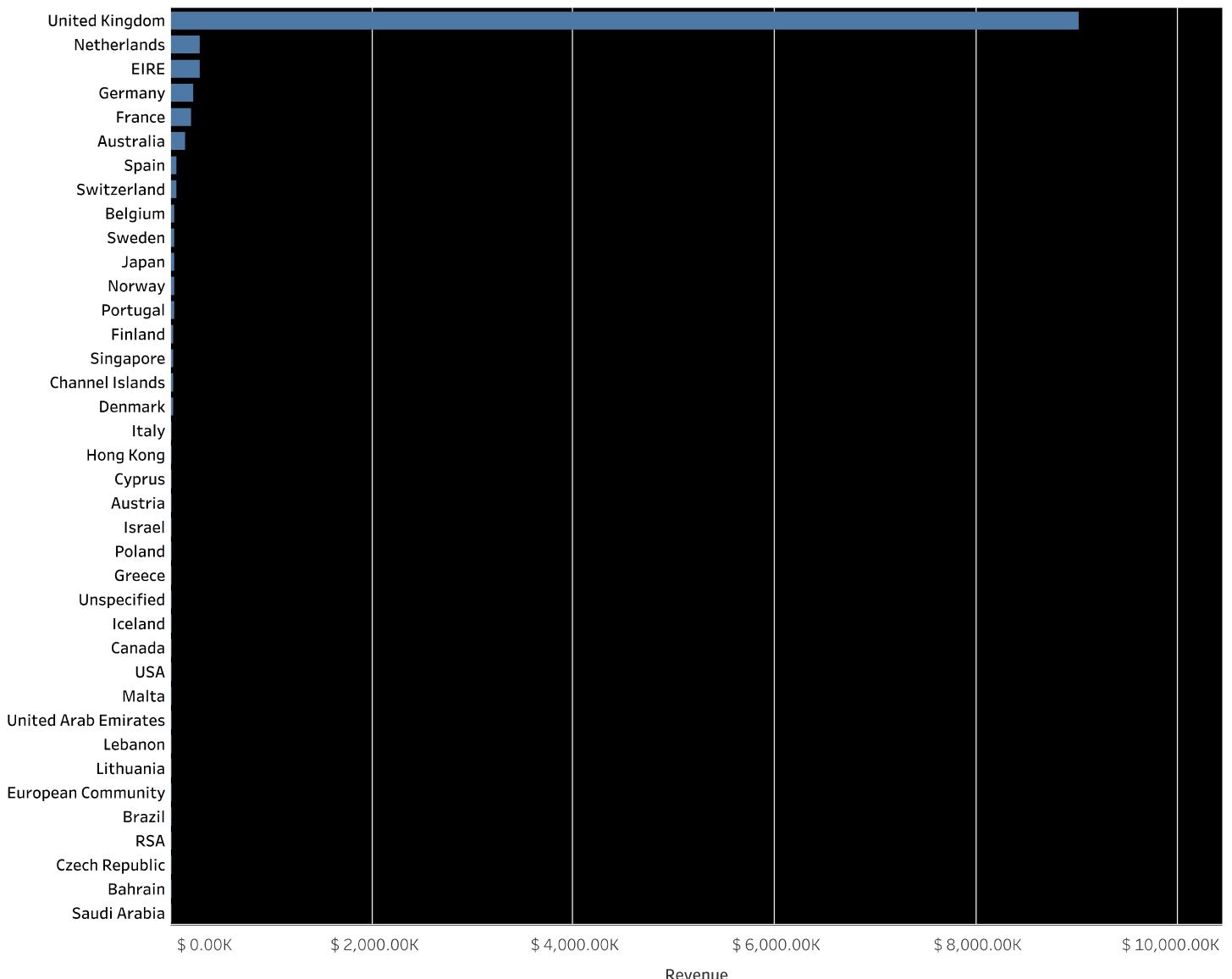
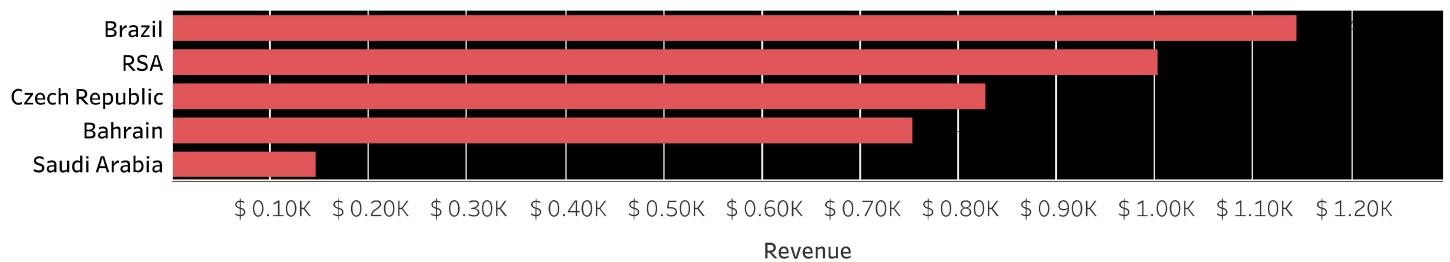


Top 10 Country Based on Revenue



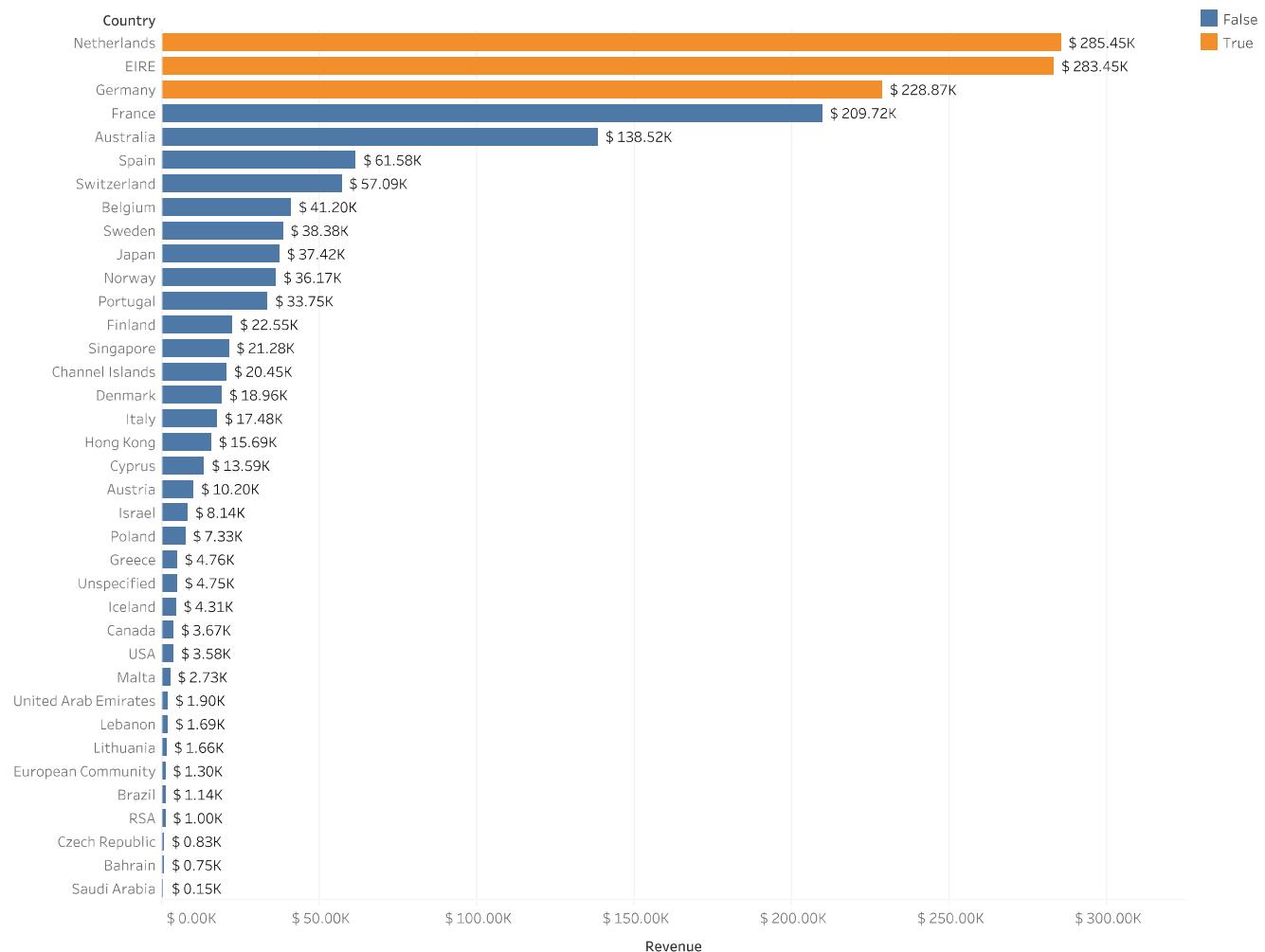
Sum of Revenue for each Country. The marks are labeled by sum of Revenue. The data is filtered on unit price negative and Returned. The unit price negative filter keeps No. The Returned filter keeps No.

Bottom 5 Country Based on Revenue



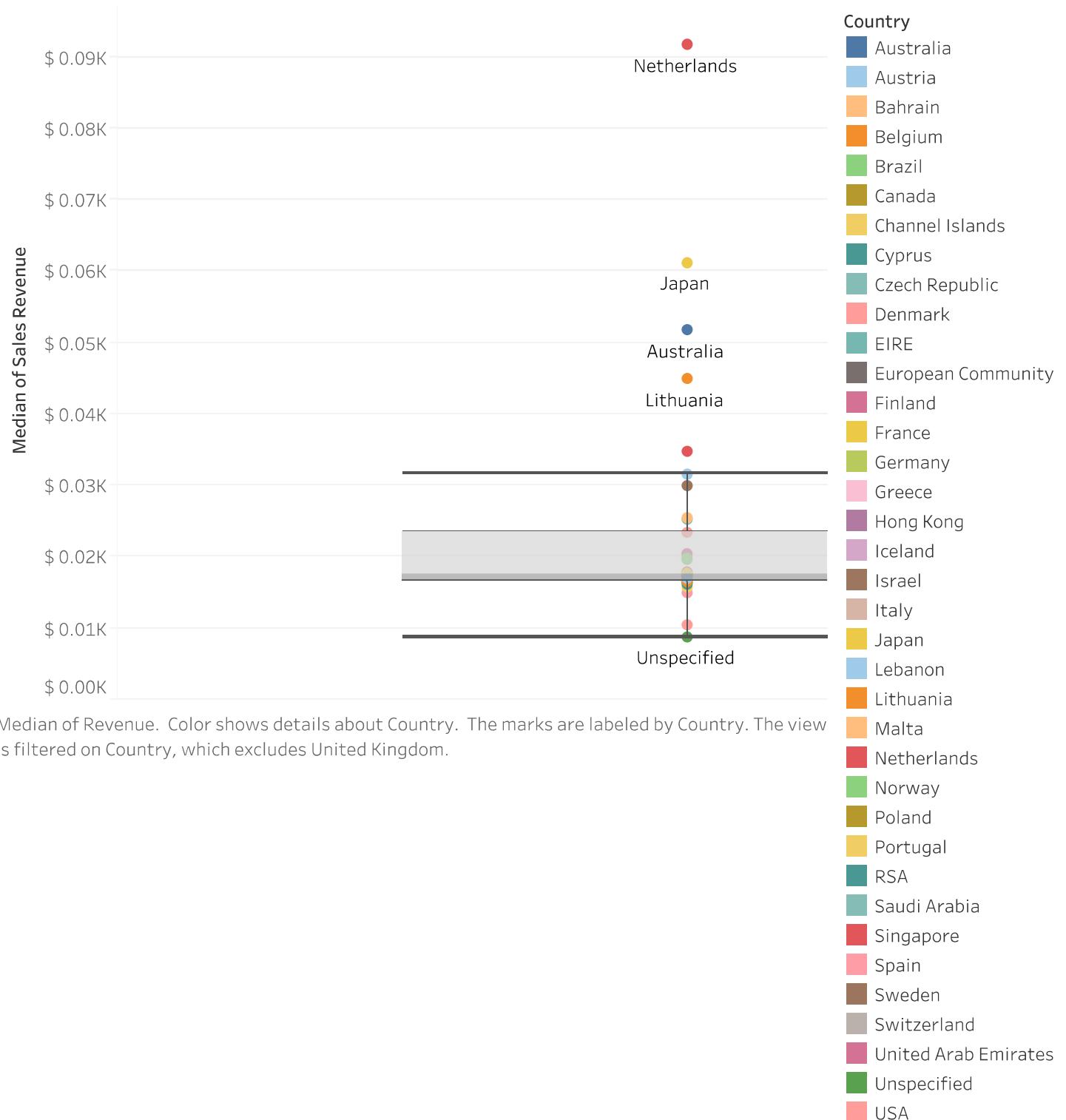
Sum of Revenue for each Country. The data is filtered on unit price negative and Returned. The unit price negative filter keeps No. The Returned filter keeps No. The view is filtered on Country, which keeps Bahrain, Brazil, Czech Republic, RSA and Saudi Arabia.

Sales Revenue Performance by Country (Excluding UK)

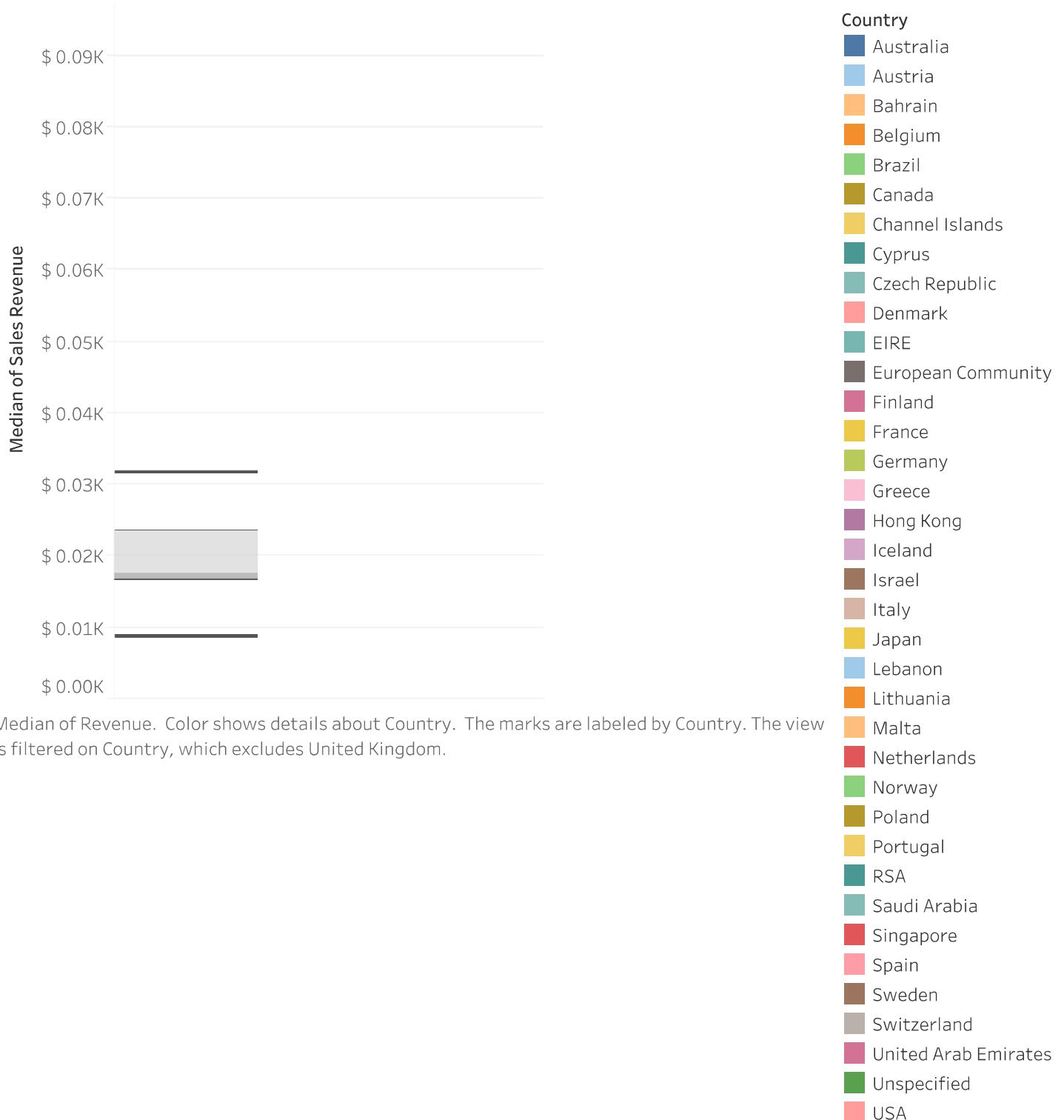


Sum of Revenue for each Country. Color shows details about Top 3 Rank country Revenue. The marks are labeled by sum of Revenue. The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No. The view is filtered on Country, which excludes United Kingdom.

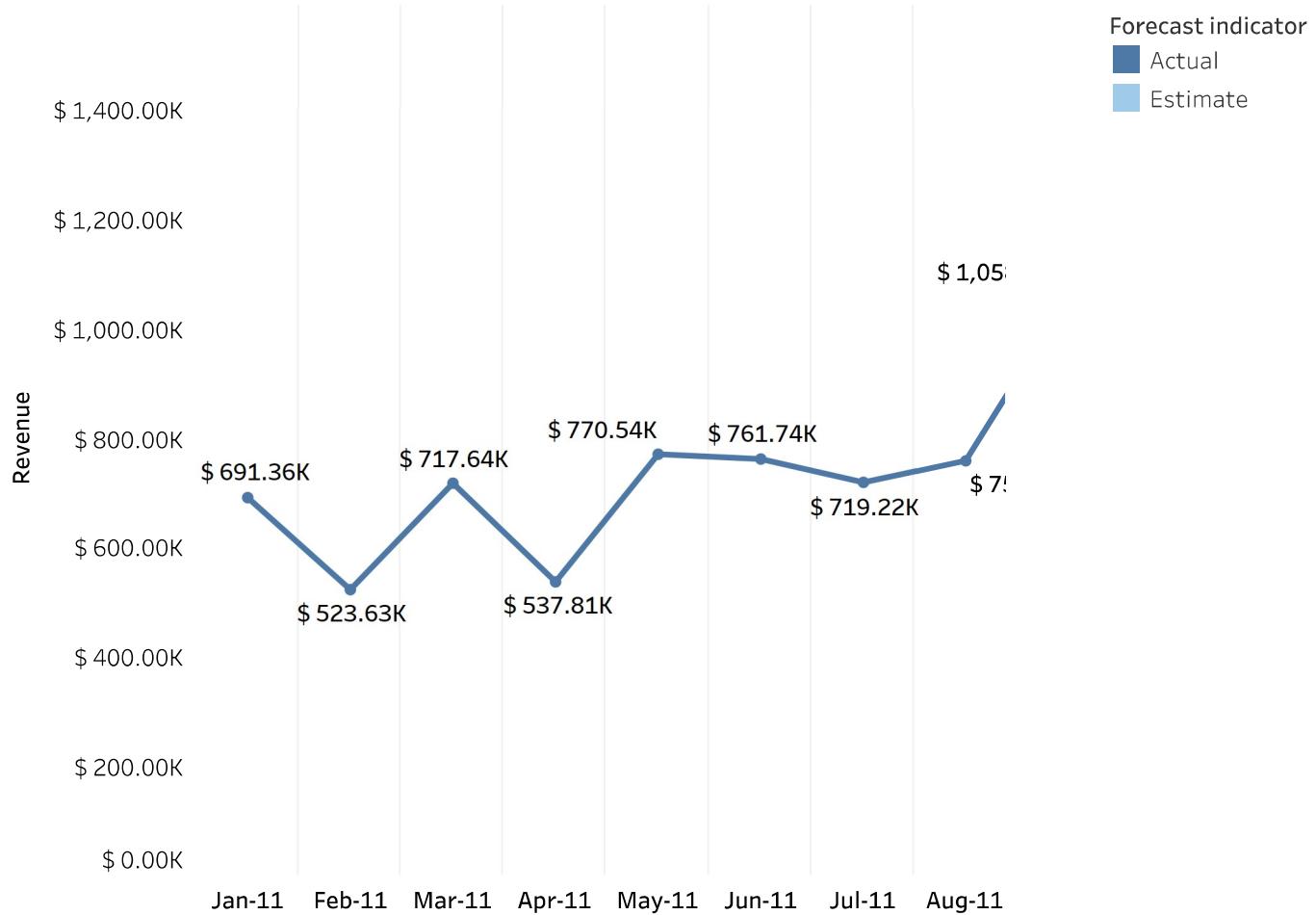
Median Sales by Country



Median Sales by Country

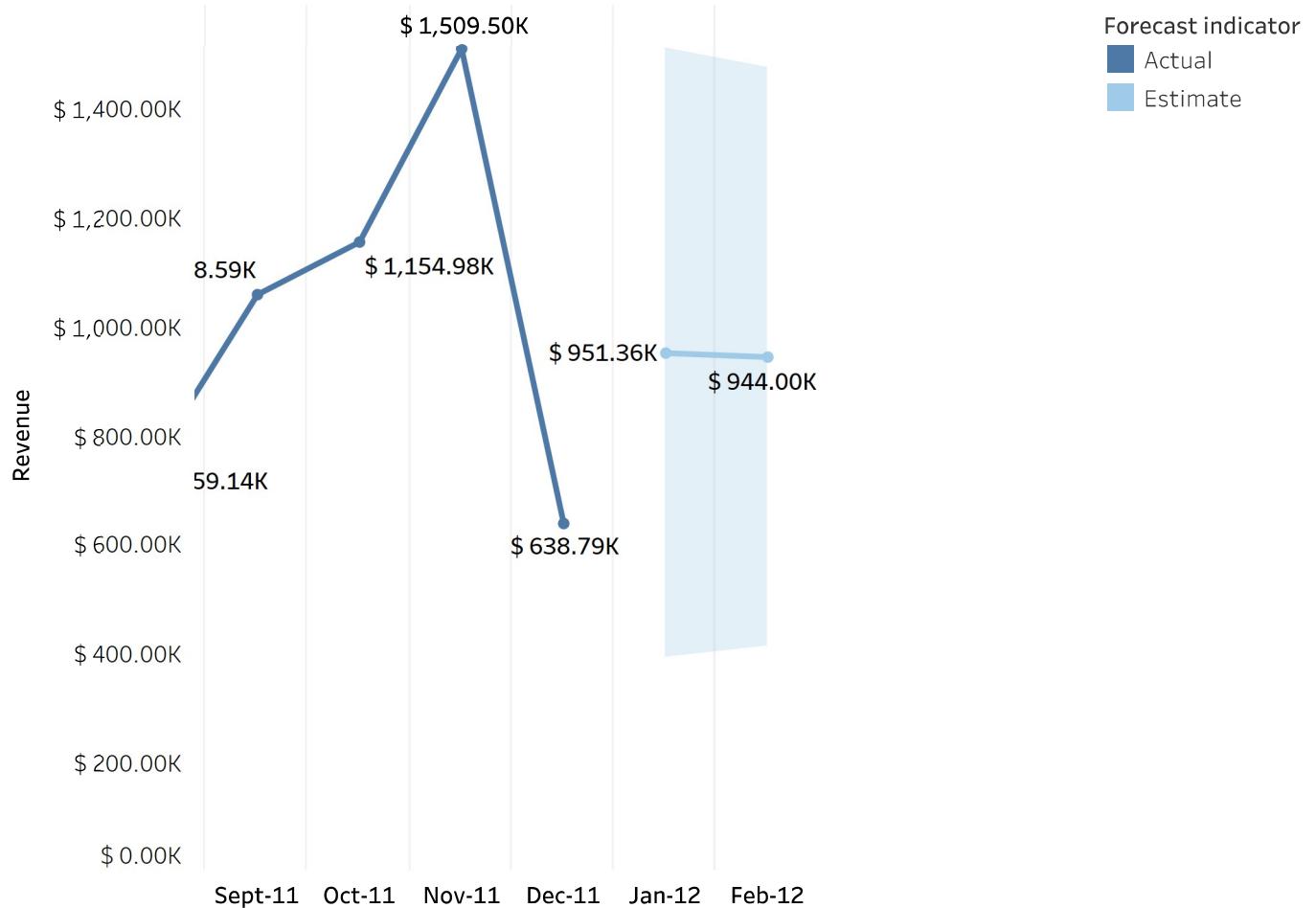


Monthly Revenue Trend for the year 2011



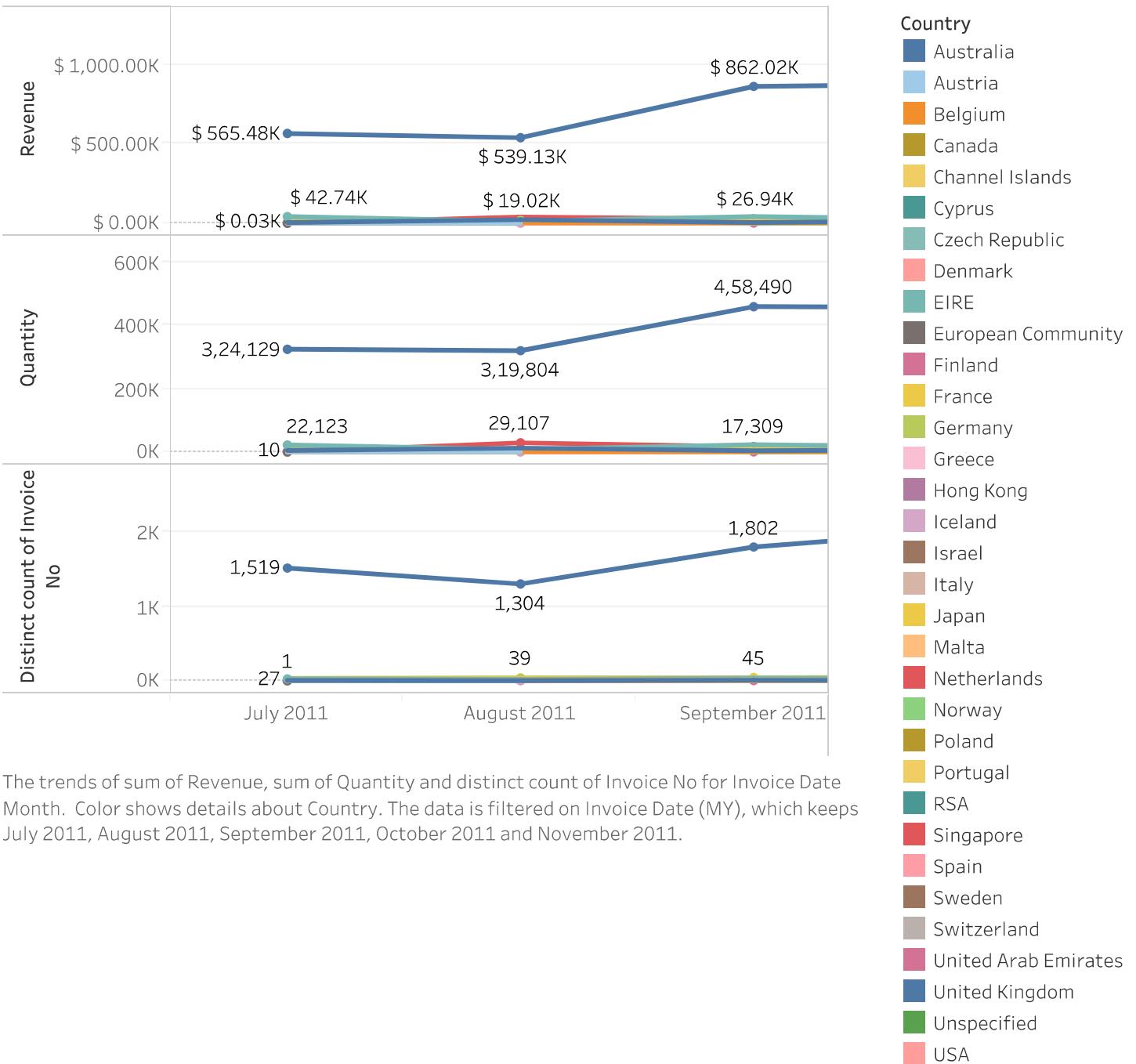
The trend of sum of Revenue (actual & forecast) for Invoice Date Month. Color shows details about Forecast indicator. The marks are labeled by sum of Revenue (actual & forecast) . The data is filtered on Invoice Date Year, unit price negative and Returned. The Invoice Date Year filter keeps 2011. The unit price negative filter keeps No. The Returned filter keeps No.

Monthly Revenue Trend for the year 2011



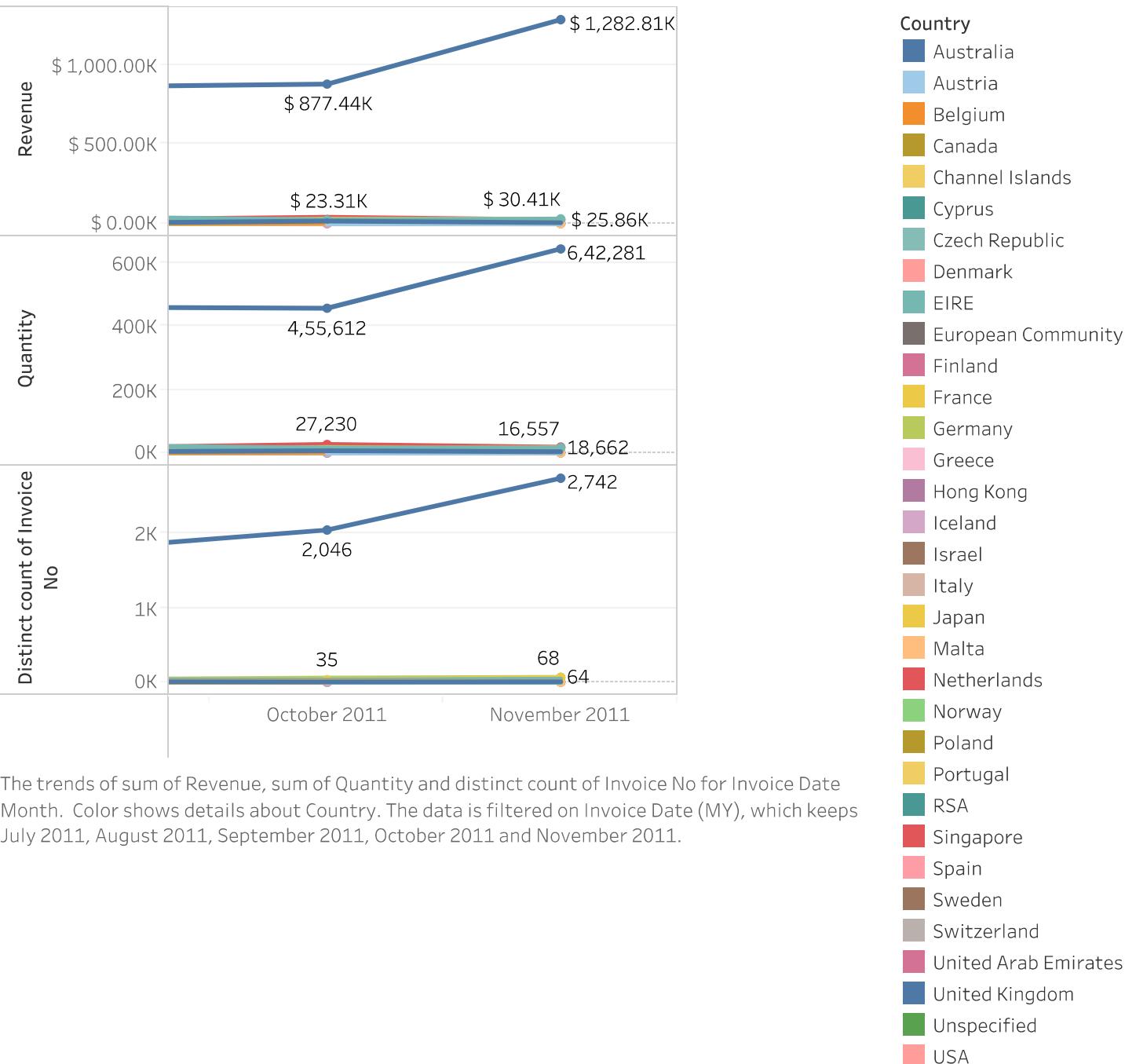
The trend of sum of Revenue (actual & forecast) for Invoice Date Month. Color shows details about Forecast indicator. The marks are labeled by sum of Revenue (actual & forecast) . The data is filtered on Invoice Date Year, unit price negative and Returned. The Invoice Date Year filter keeps 2011. The unit price negative filter keeps No. The Returned filter keeps No.

Which top 10 country based on revenue has picked up sales in last 3 months (Excluding UK)?



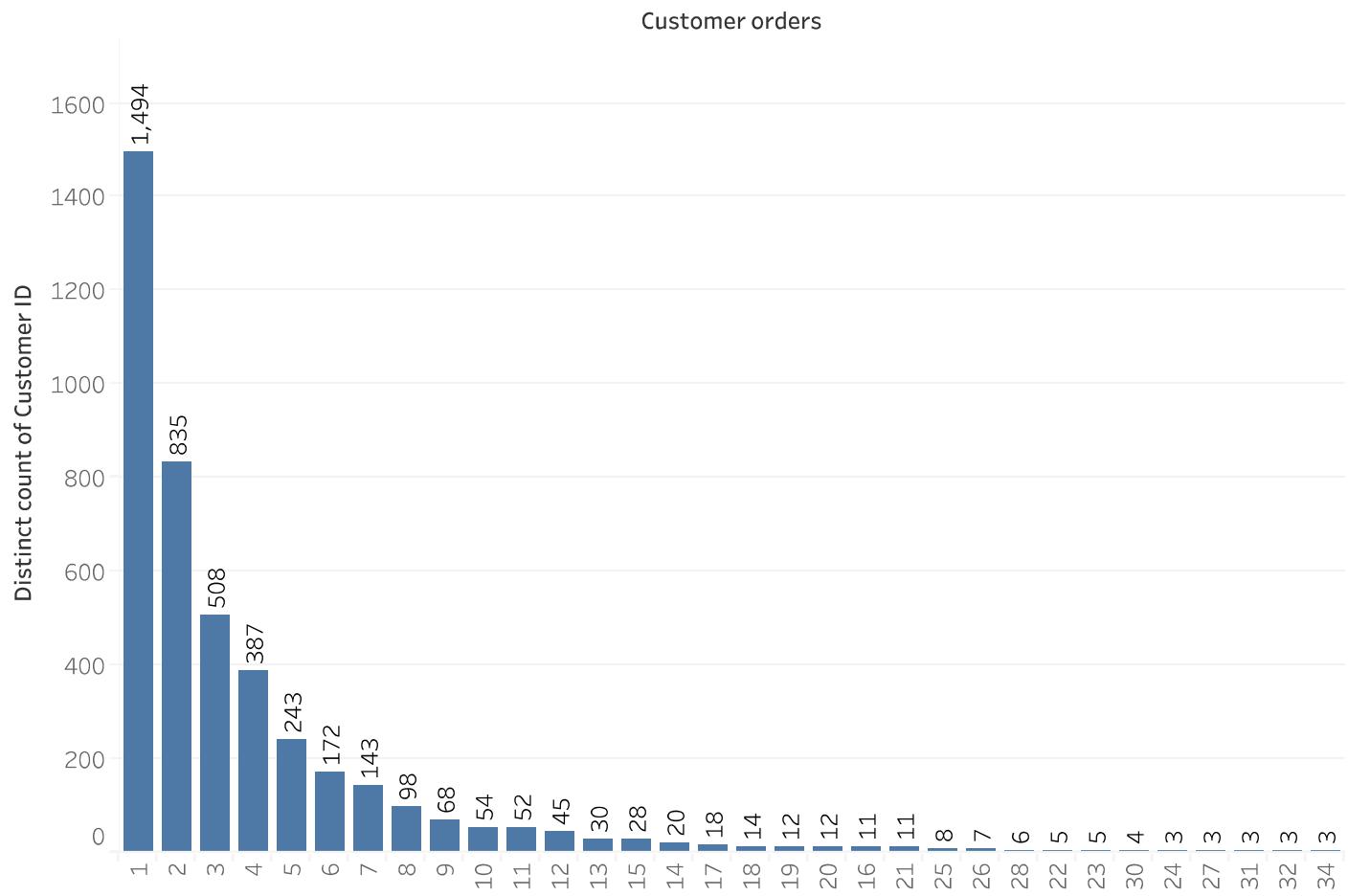
The trends of sum of Revenue, sum of Quantity and distinct count of Invoice No for Invoice Date Month. Color shows details about Country. The data is filtered on Invoice Date (MY), which keeps July 2011, August 2011, September 2011, October 2011 and November 2011.

Which top 10 country based on revenue has picked up sales in last 3 months (Excluding UK)?



The trends of sum of Revenue, sum of Quantity and distinct count of Invoice No for Invoice Date Month. Color shows details about Country. The data is filtered on Invoice Date (MY), which keeps July 2011, August 2011, September 2011, October 2011 and November 2011.

How many times customer are buying from online retail?



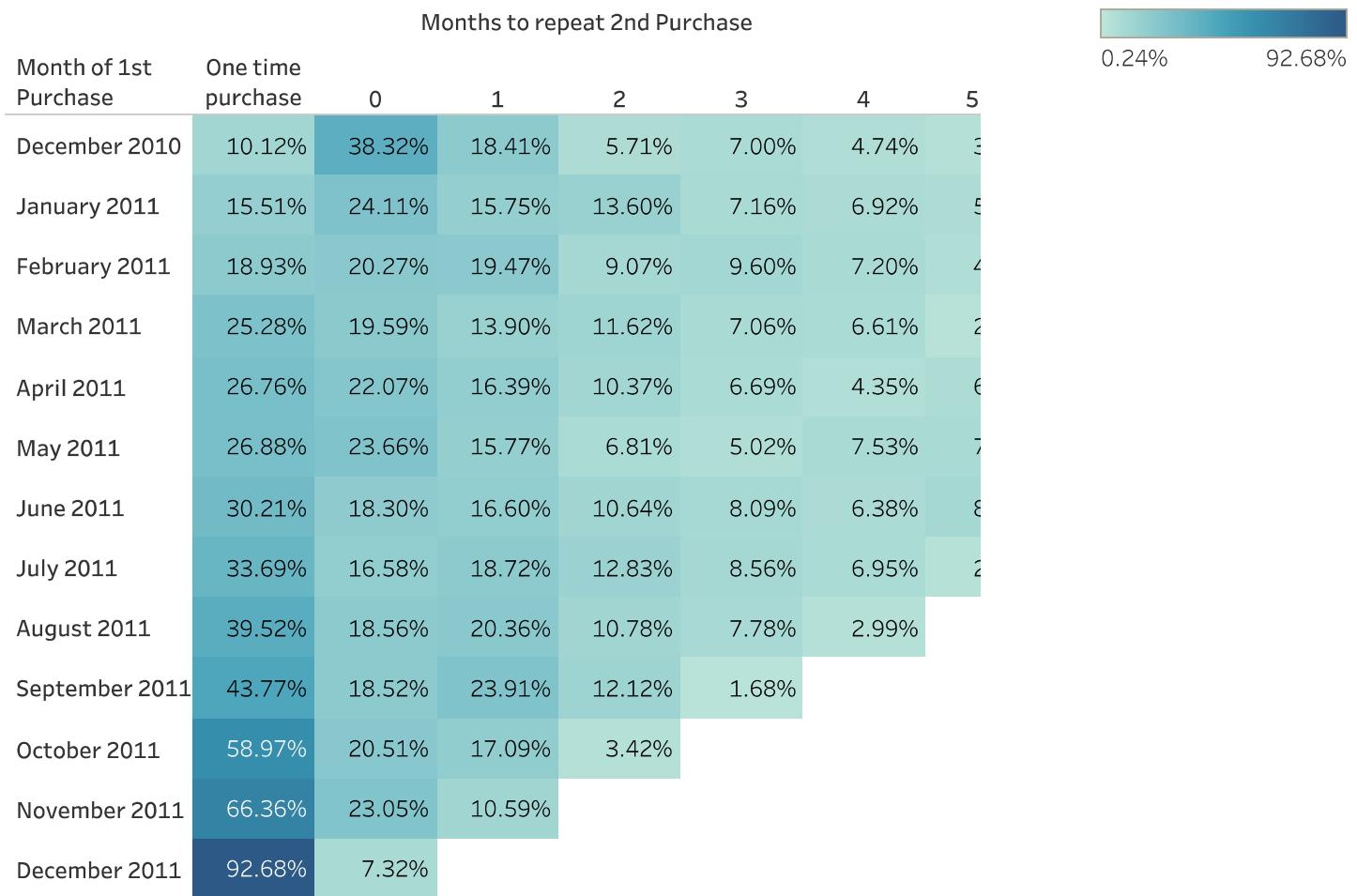
Distinct count of Customer ID for each Customer orders. The view is filtered on Customer orders, which excludes 0.

How many times customer are buying from online retail?



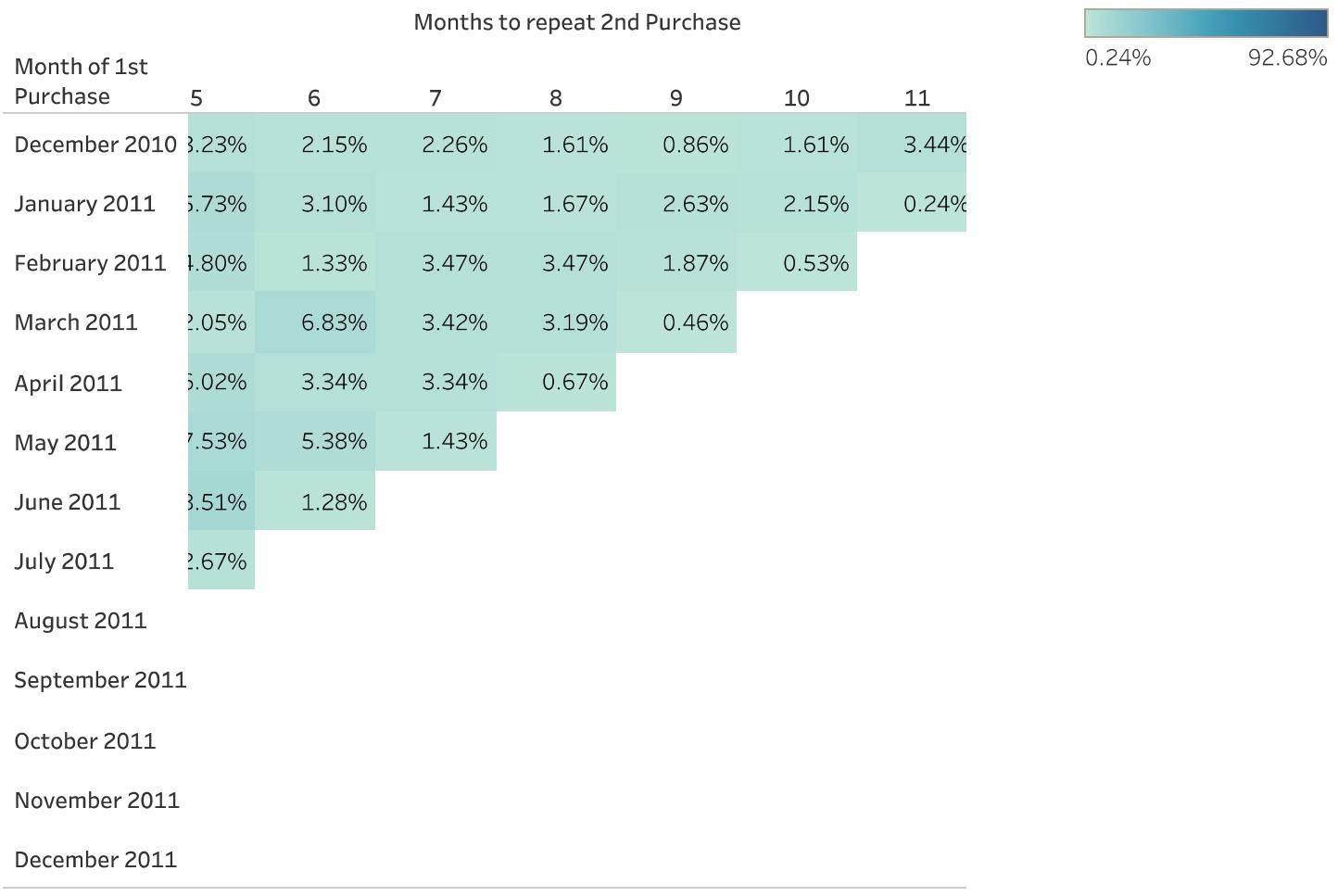
Distinct count of Customer ID for each Customer orders. The view is filtered on Customer orders, which excludes 0.

What is the customer purchase latency between 1st purchase and 2nd Purchase?



% of Total Distinct count of Customer ID broken down by Months to repeat 2nd Purchase vs. 1st Purchase Month. Color shows % of Total Distinct count of Customer ID. The marks are labeled by % of Total Distinct count of Customer ID. The data is filtered on Returned, which keeps No.

What is the customer purchase latency between 1st purchase and 2nd Purchase?



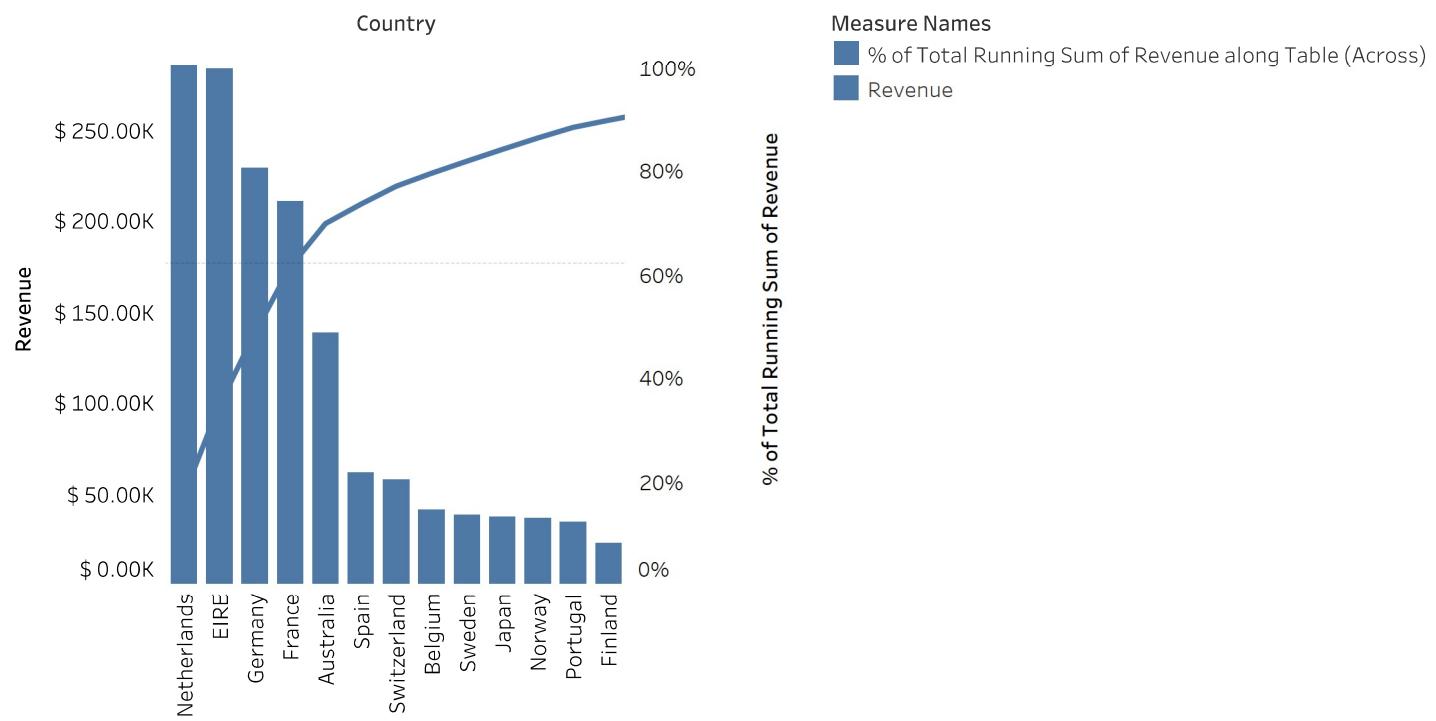
% of Total Distinct count of Customer ID broken down by Months to repeat 2nd Purchase vs. 1st Purchase Month. Color shows % of Total Distinct count of Customer ID. The marks are labeled by % of Total Distinct count of Customer ID. The data is filtered on Returned, which keeps No.

What is the customer purchase latency between 1st purchase and 2nd Purchase?



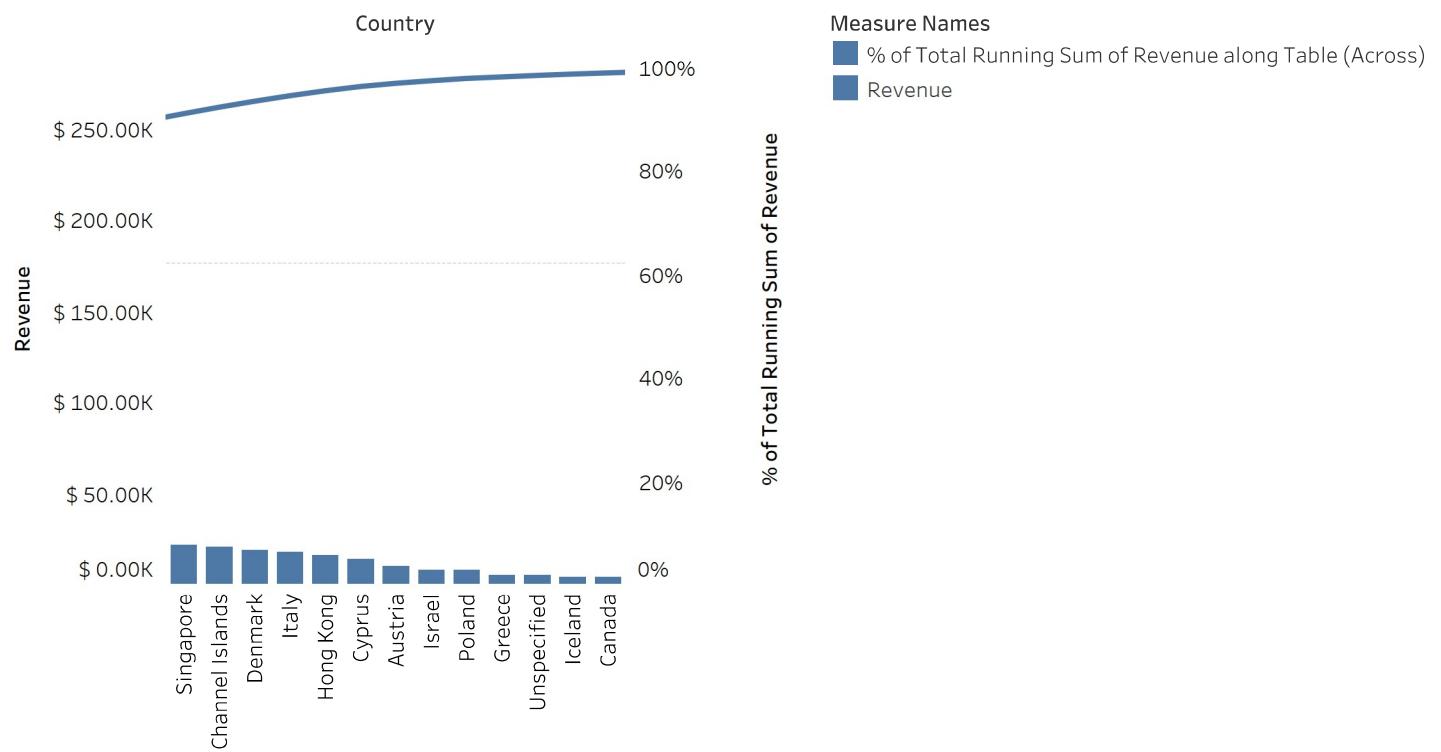
% of Total Distinct count of Customer ID broken down by Months to repeat 2nd Purchase vs. 1st Purchase Month. Color shows % of Total Distinct count of Customer ID. The marks are labeled by % of Total Distinct count of Customer ID. The data is filtered on Returned, which keeps No.

Country Sales Pareto (Excluding UK)



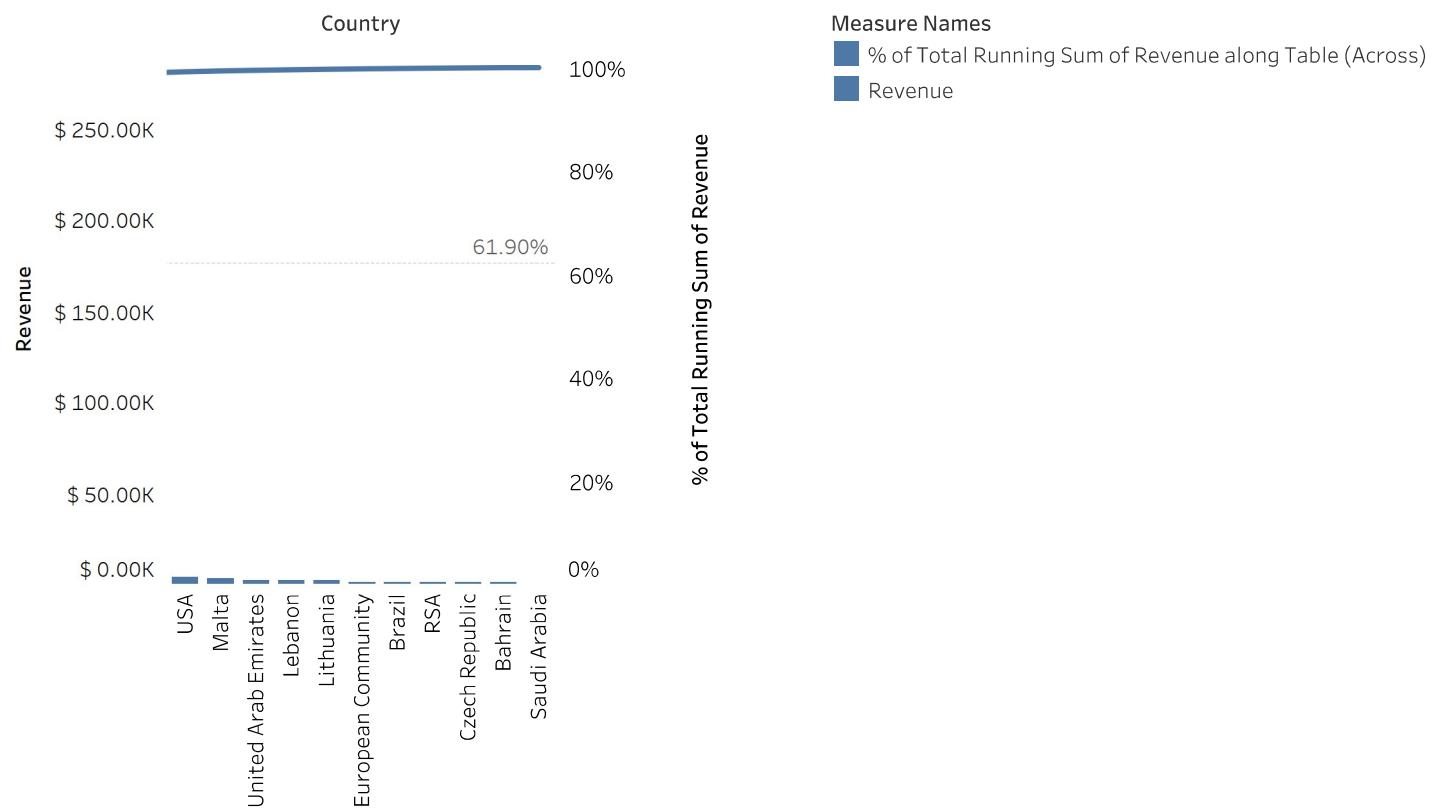
The trends of Revenue and % of Total Running Sum of Revenue along Table (Across) for Country. Color shows details about Revenue and % of Total Running Sum of Revenue along Table (Across). The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No. The view is filtered on Country, which excludes United Kingdom.

Country Sales Pareto (Excluding UK)



The trends of Revenue and % of Total Running Sum of Revenue along Table (Across) for Country. Color shows details about Revenue and % of Total Running Sum of Revenue along Table (Across). The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No. The view is filtered on Country, which excludes United Kingdom.

Country Sales Pareto (Excluding UK)



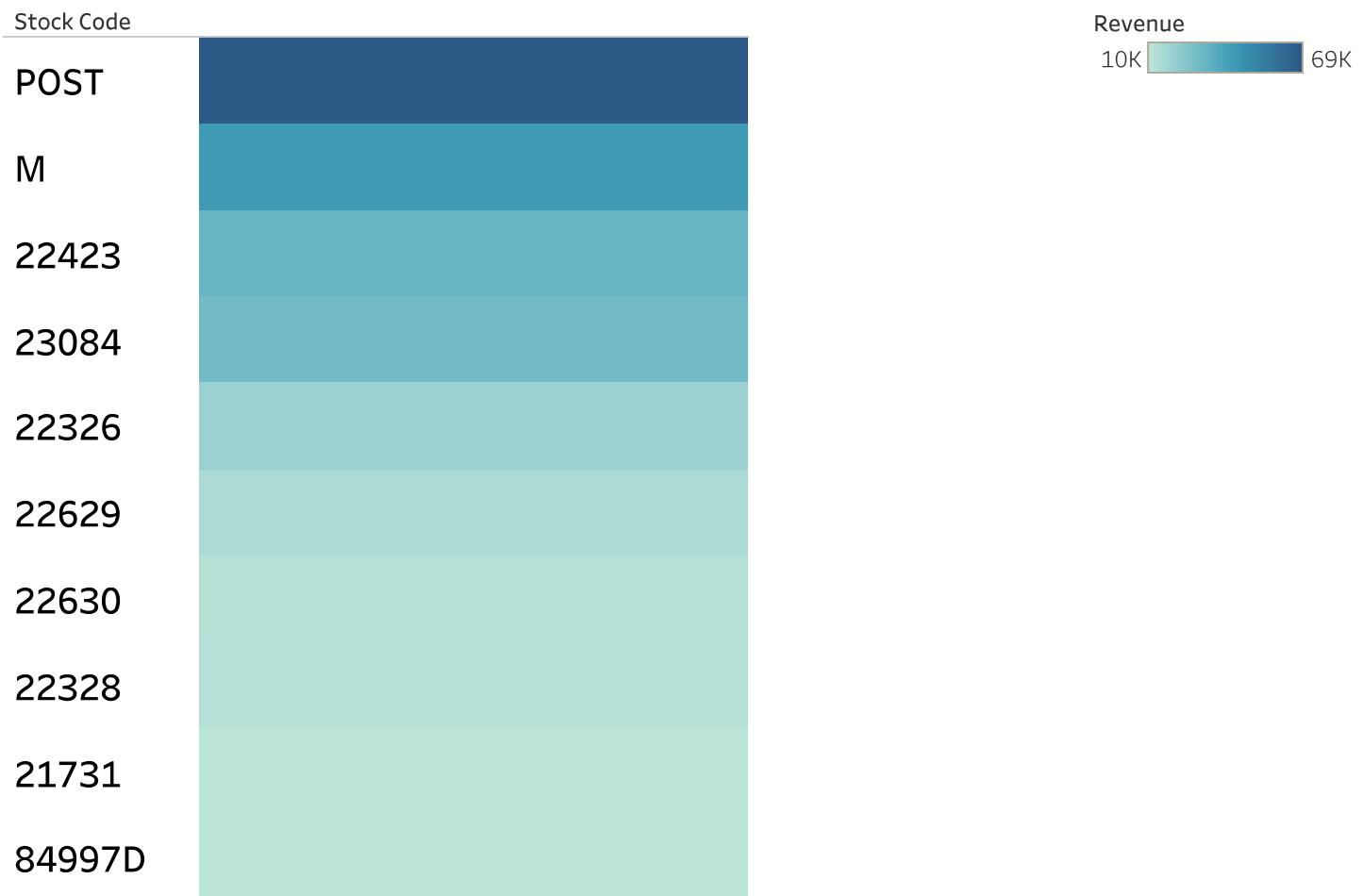
The trends of Revenue and % of Total Running Sum of Revenue along Table (Across) for Country. Color shows details about Revenue and % of Total Running Sum of Revenue along Table (Across). The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No. The view is filtered on Country, which excludes United Kingdom.

Top 10 Selling Products



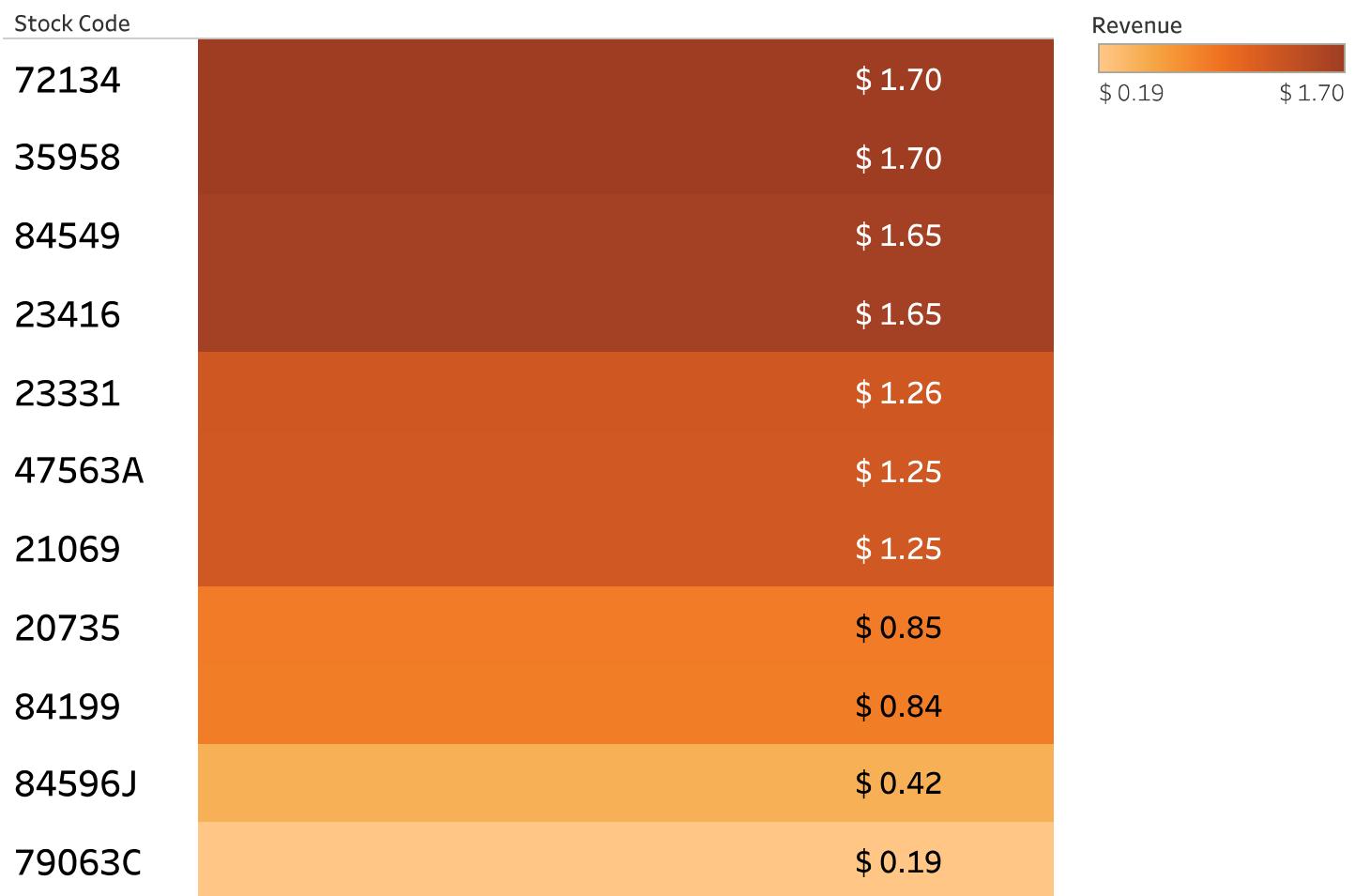
Sum of Revenue broken down by Stock Code. Color shows sum of Revenue. The marks are labeled by sum of Revenue. The data is filtered on Returned, Country and unit price negative. The Returned filter keeps No. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The view is filtered on sum of Revenue, which ranges from \$ 10,000.00 to \$ 80,000.00.

Top 10 Selling Products



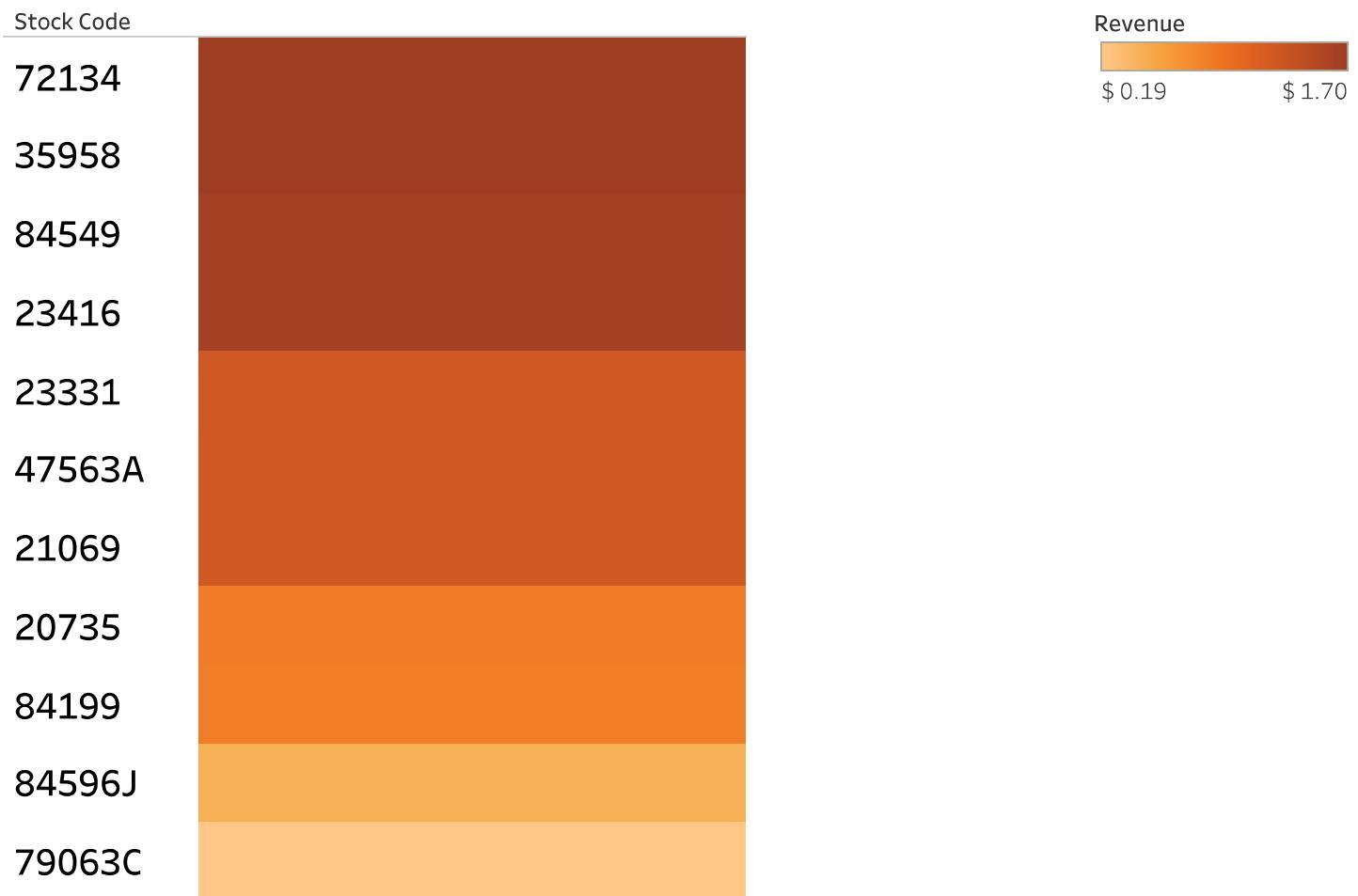
Sum of Revenue broken down by Stock Code. Color shows sum of Revenue. The marks are labeled by sum of Revenue. The data is filtered on Returned, Country and unit price negative. The Returned filter keeps No. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The view is filtered on sum of Revenue, which ranges from \$ 10,000.00 to \$ 80,000.00.

Least 10 Selling Products



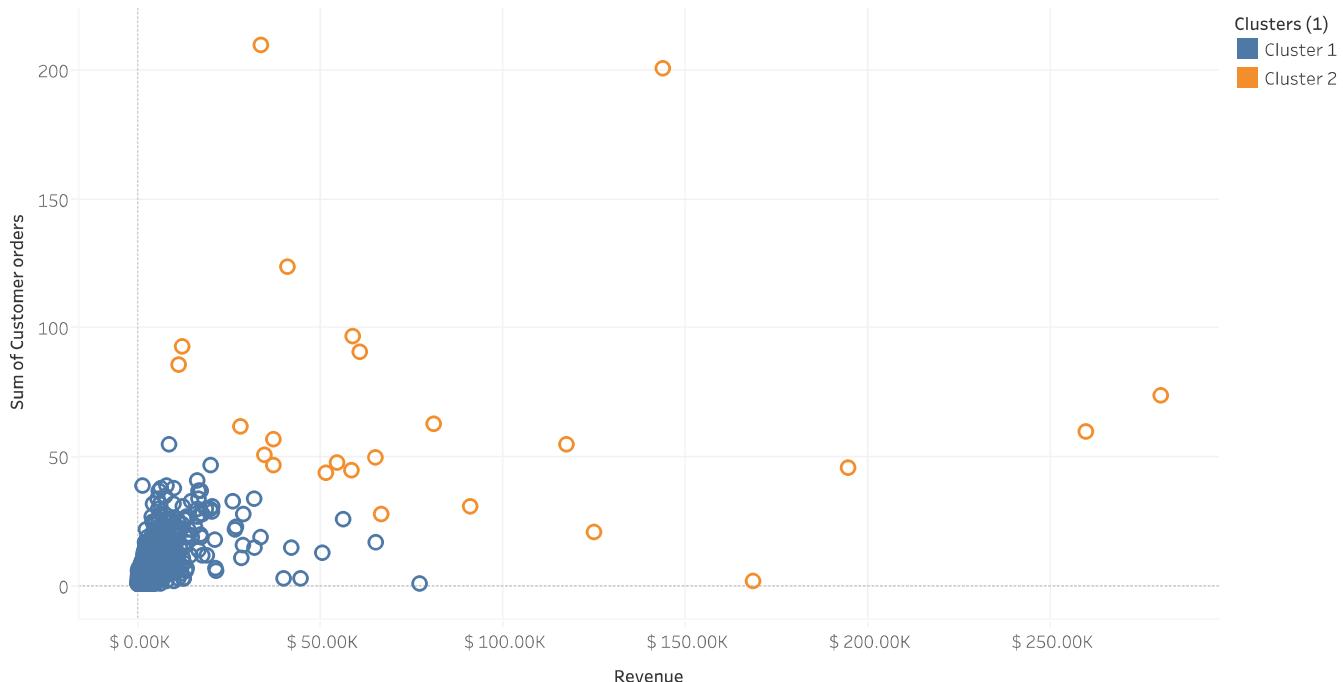
Sum of Revenue broken down by Stock Code. Color shows sum of Revenue. The marks are labeled by sum of Revenue. The data is filtered on Returned, Country and unit price negative. The Returned filter keeps No. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The view is filtered on sum of Revenue, which ranges from \$ 0.19 to \$ 1.70.

Least 10 Selling Products



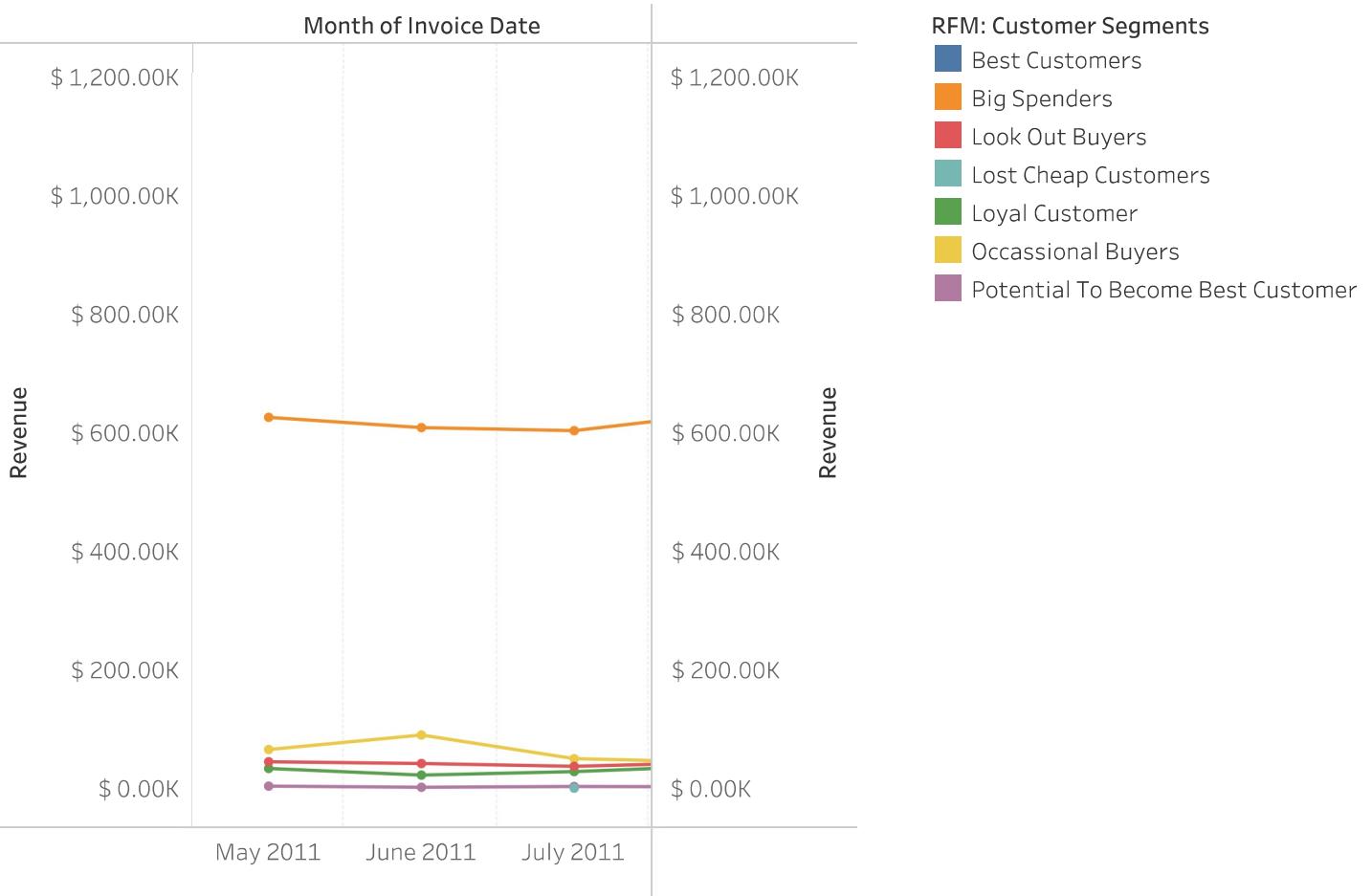
Sum of Revenue broken down by Stock Code. Color shows sum of Revenue. The marks are labeled by sum of Revenue. The data is filtered on Returned, Country and unit price negative. The Returned filter keeps No. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The view is filtered on sum of Revenue, which ranges from \$ 0.19 to \$ 1.70.

Customer Cluster with respect to Revenue and Frequency of Orders



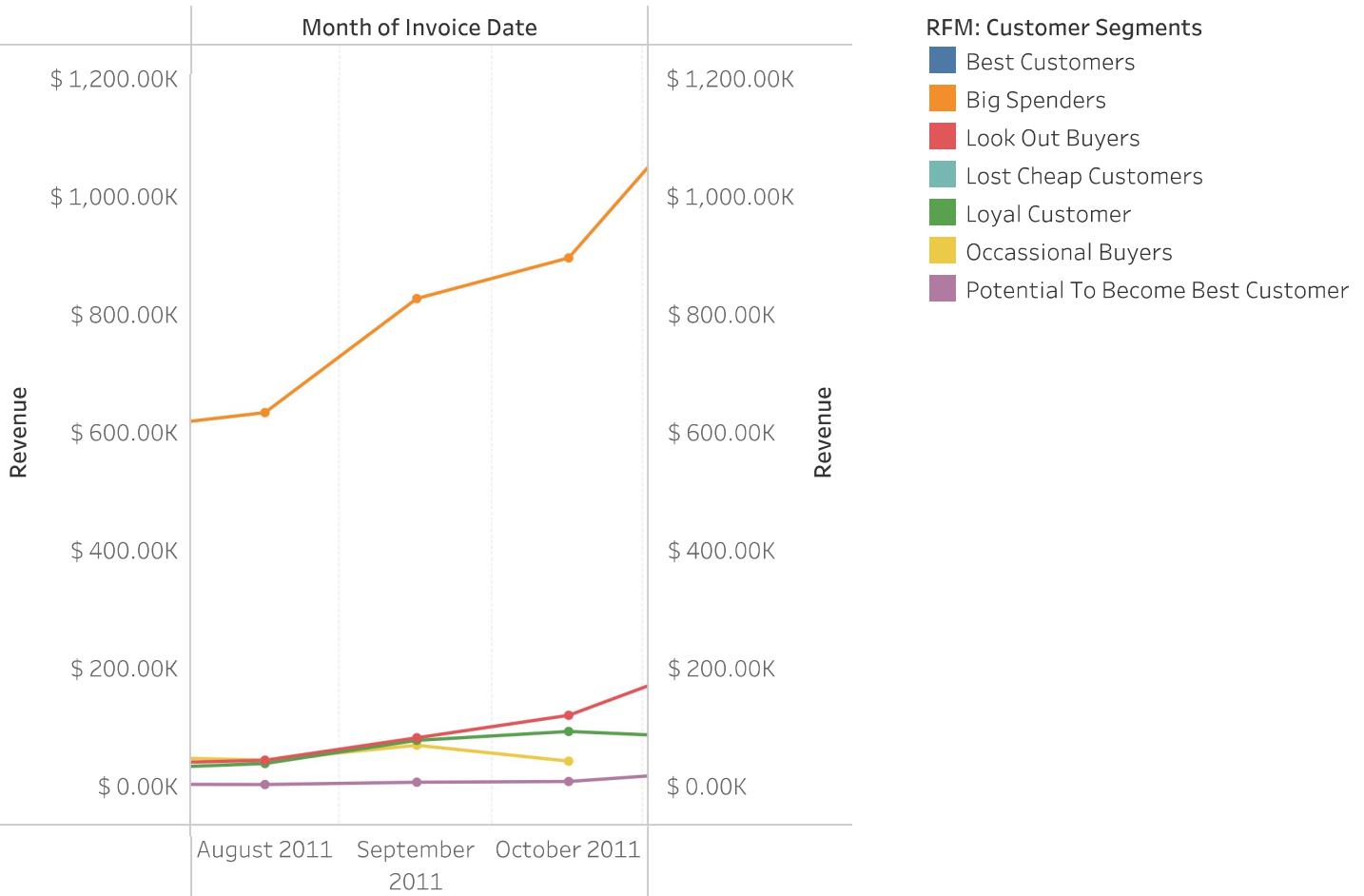
Sum of Revenue vs. sum of Customer orders. Color shows details about Clusters (1). Details are shown for Customer ID. The data is filtered on Returned, which keeps No. The view is filtered on Customer ID, which excludes Null.

RFM: Customer Segment Sales over last 6-7 months



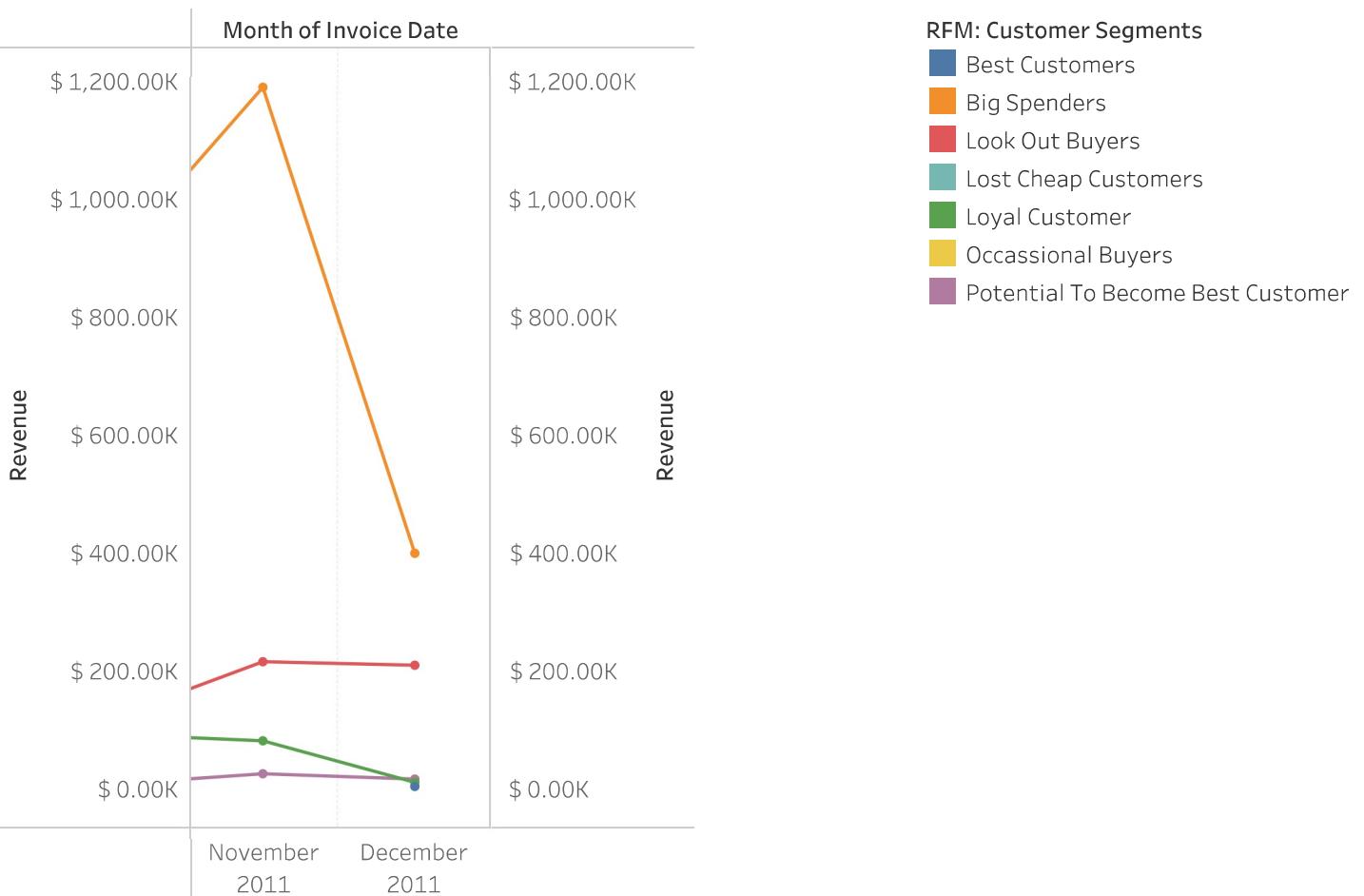
The trends of sum of Revenue and sum of Revenue for Invoice Date Month. Color shows details about RFM: Customer Segments. The data is filtered on Invoice Date (MY), Returned and unit price negative. The Invoice Date (MY) filter has multiple members selected. The Returned filter keeps No. The unit price negative filter keeps No.

RFM: Customer Segment Sales over last 6-7 months



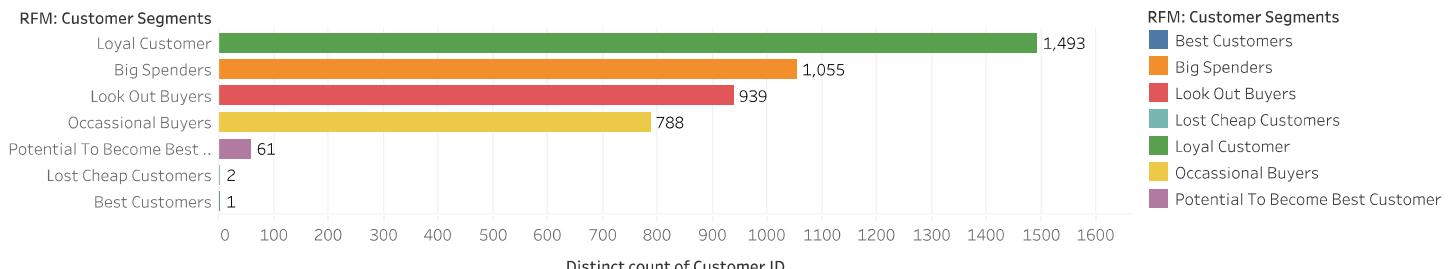
The trends of sum of Revenue and sum of Revenue for Invoice Date Month. Color shows details about RFM: Customer Segments. The data is filtered on Invoice Date (MY), Returned and unit price negative. The Invoice Date (MY) filter has multiple members selected. The Returned filter keeps No. The unit price negative filter keeps No.

RFM: Customer Segment Sales over last 6-7 months

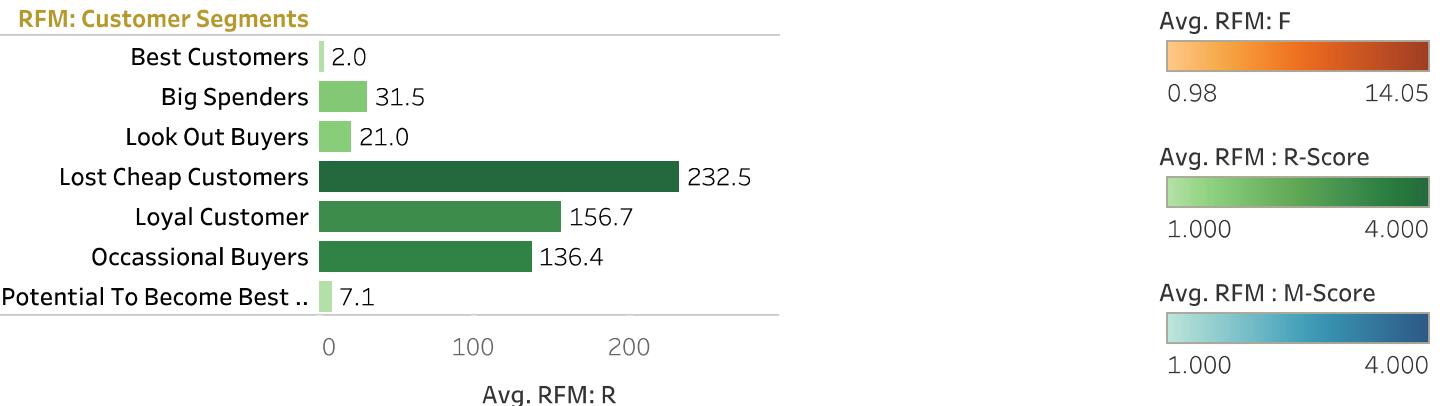


The trends of sum of Revenue and sum of Revenue for Invoice Date Month. Color shows details about RFM: Customer Segments. The data is filtered on Invoice Date (MY), Returned and unit price negative. The Invoice Date (MY) filter has multiple members selected. The Returned filter keeps No. The unit price negative filter keeps No.

Number of Customer in Each Segment

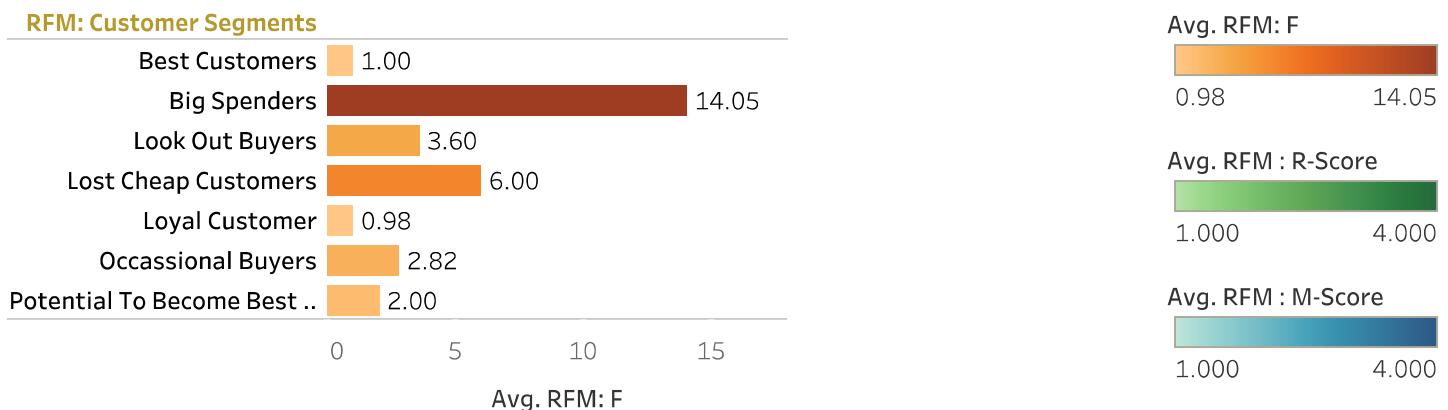


RFM: Customer Segment Details



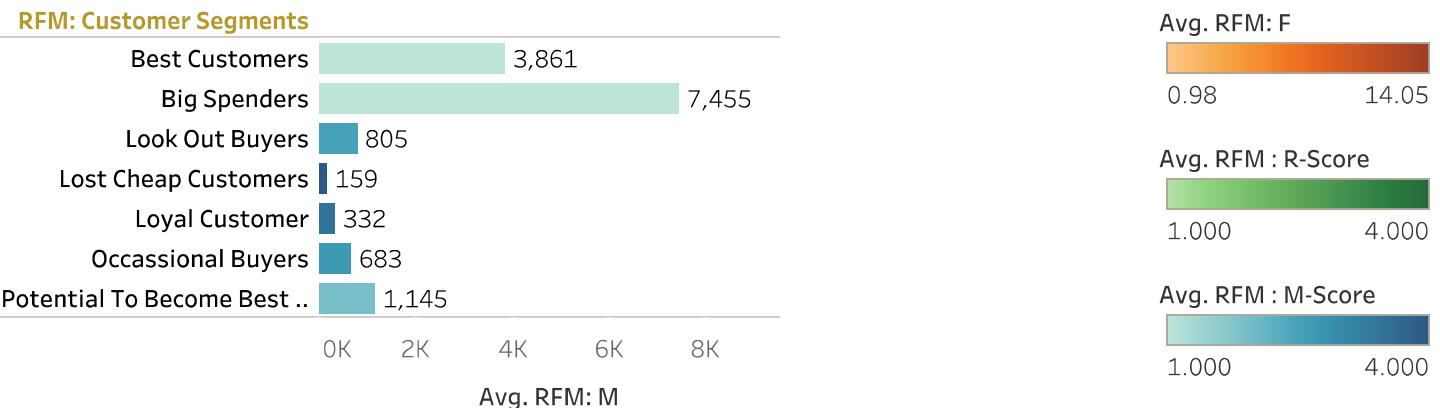
Average of RFM: R, average of RFM: F and average of RFM: M for each RFM: Customer Segments. For pane Average of RFM: M: Color shows average of RFM : M-Score. For pane Average of RFM: R: Color shows average of RFM : R-Score . For pane Average of RFM: F: Color shows average of RFM: F.

RFM: Customer Segment Details



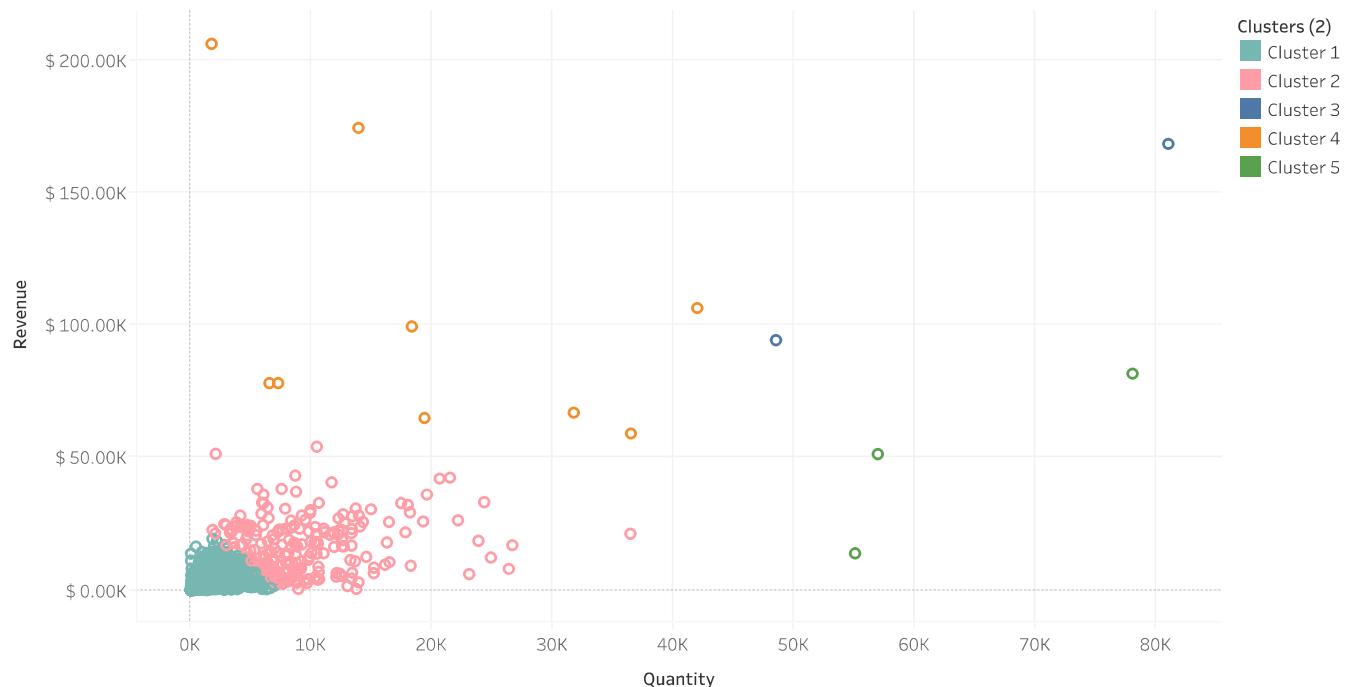
Average of RFM: R, average of RFM: F and average of RFM: M for each RFM: Customer Segments. For pane Average of RFM: M: Color shows average of RFM : M-Score. For pane Average of RFM: R: Color shows average of RFM : R-Score . For pane Average of RFM: F: Color shows average of RFM: F.

RFM: Customer Segment Details



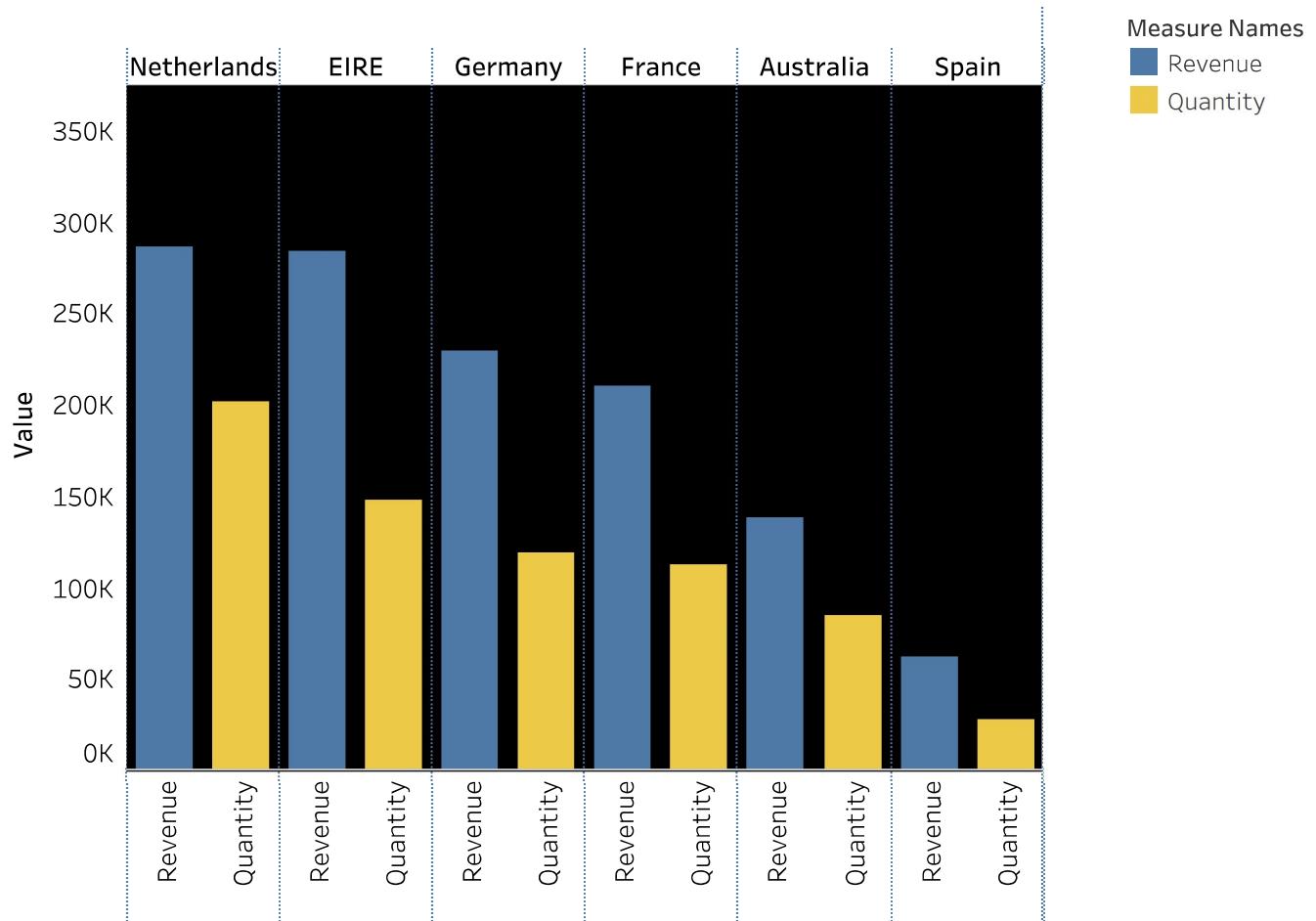
Average of RFM: R, average of RFM: F and average of RFM: M for each RFM: Customer Segments. For pane Average of RFM: M: Color shows average of RFM : M-Score. For pane Average of RFM: R: Color shows average of RFM : R-Score . For pane Average of RFM: F: Color shows average of RFM: F.

Stock-Sales Clusters



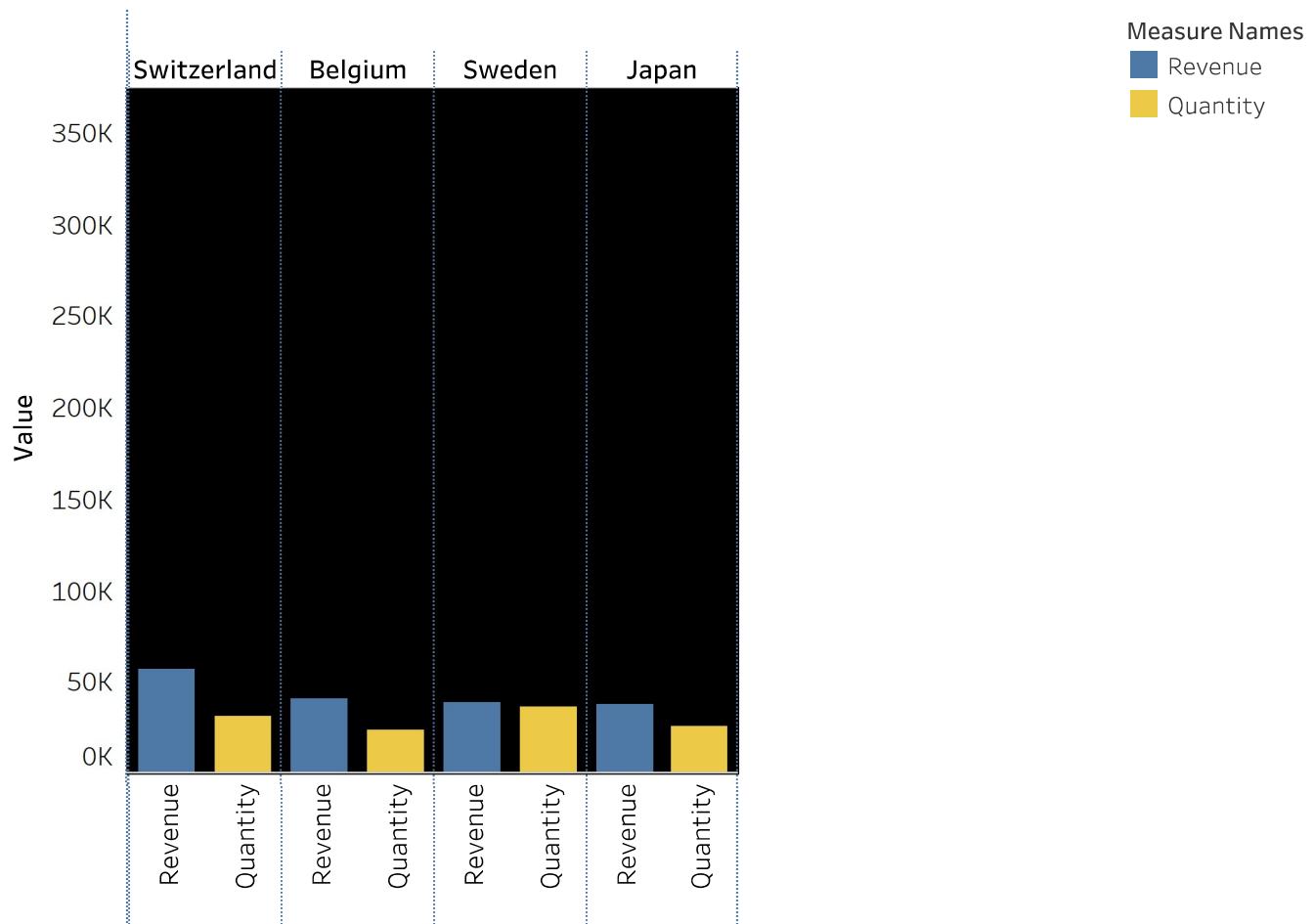
Sum of Quantity vs. sum of Revenue. Color shows details about Clusters (2). Details are shown for Stock Code. The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No.

Top 10 Country Based on Revenue



Revenue and Quantity for each Country. Color shows details about Revenue and Quantity. The data is filtered on unit price negative and Returned. The unit price negative filter keeps No. The Returned filter keeps No. The view is filtered on Country, which keeps 10 of 38 members.

Top 10 Country Based on Revenue



Revenue and Quantity for each Country. Color shows details about Revenue and Quantity. The data is filtered on unit price negative and Returned. The unit price negative filter keeps No. The Returned filter keeps No. The view is filtered on Country, which keeps 10 of 38 members.

% of Customers Who Purchased More on 2nd Order

Percentage of Customers Who Purchased more on 2nd Order are **25**.

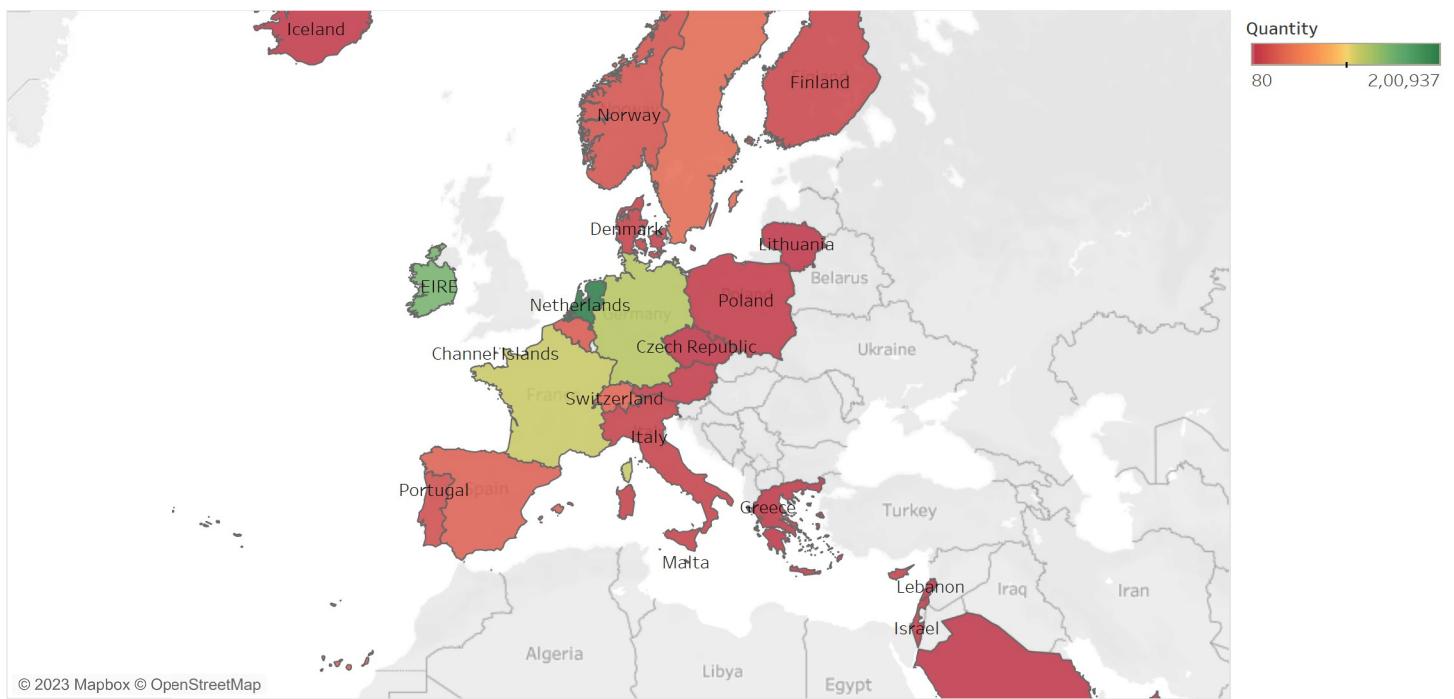
% of Customers Who Purchased More on 2nd Order. The data is filtered on Status per customer and Returned. The Status per customer filter keeps Greater. The Returned filter excludes Yes.

% of Customers Who Purchased More on 2nd Order

89%

% of Customers Who Purchased More on 2nd Order. The data is filtered on Status per customer and Returned. The Status per customer filter keeps Greater. The Returned filter excludes Yes.

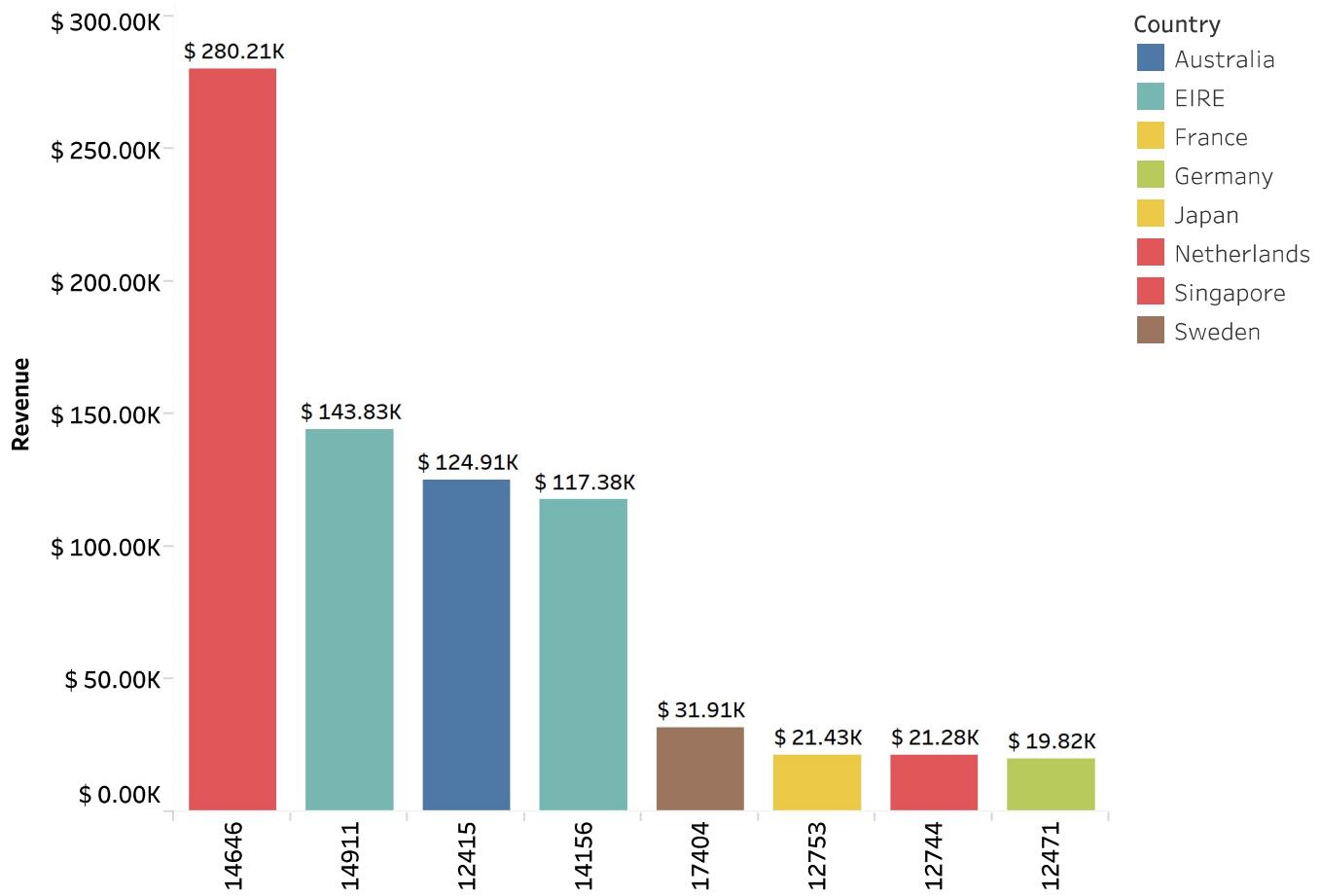
Demand in Country based on Quantity sold



© 2023 Mapbox © OpenStreetMap

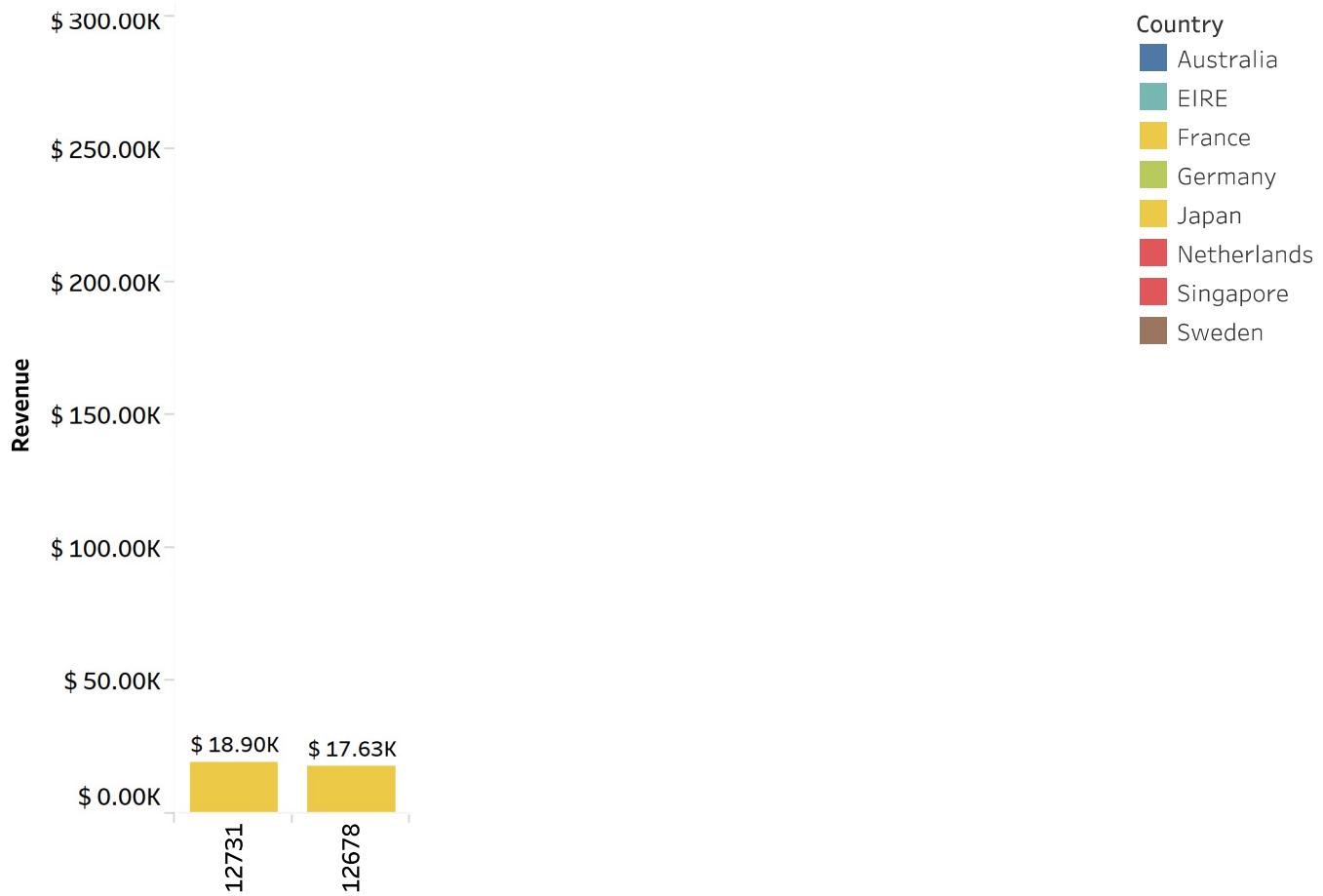
Map based on Longitude (generated) and Latitude (generated). Color shows sum of Quantity. The marks are labeled by Country. Details are shown for Country. The data is filtered on Returned and unit price negative. The Returned filter keeps No. The unit price negative filter keeps No. The view is filtered on Country, which excludes European Community, United Kingdom and Unspecified.

Top 10 Customers Based on Revenue



Sum of Revenue for each Customer ID. Color shows details about Country. The marks are labeled by sum of Revenue. Details are shown for Country. The context is filtered on Country, unit price negative and Returned. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The Returned filter keeps No. The view is filtered on Customer ID, which keeps 10 of 4,373 members.

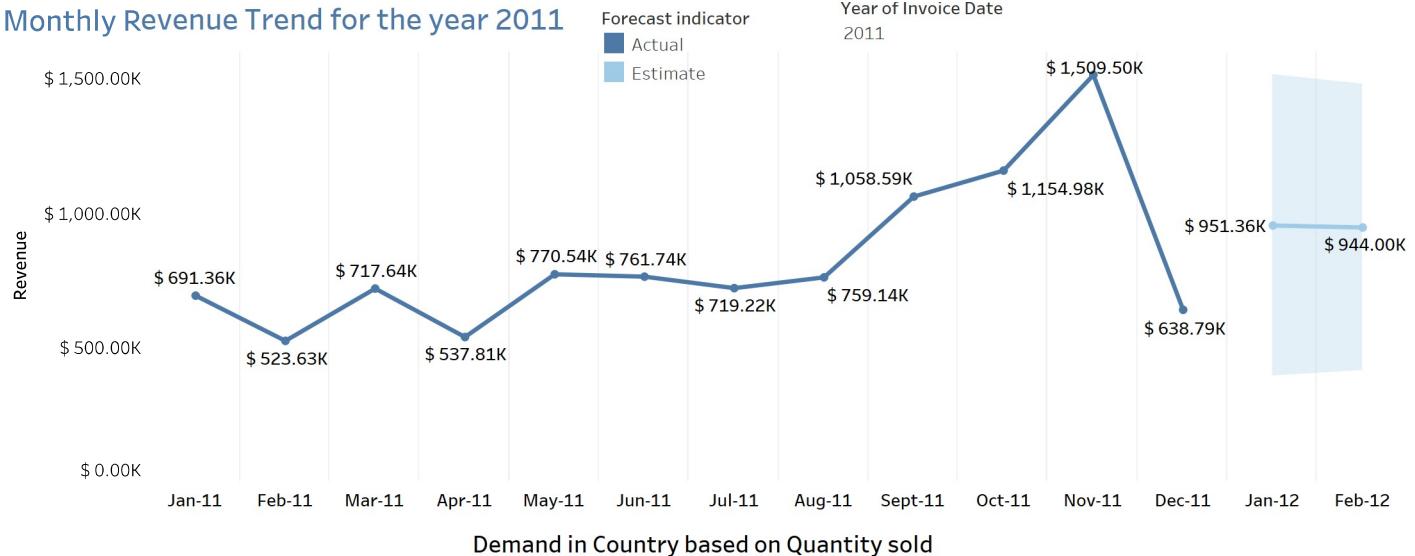
Top 10 Customers Based on Revenue



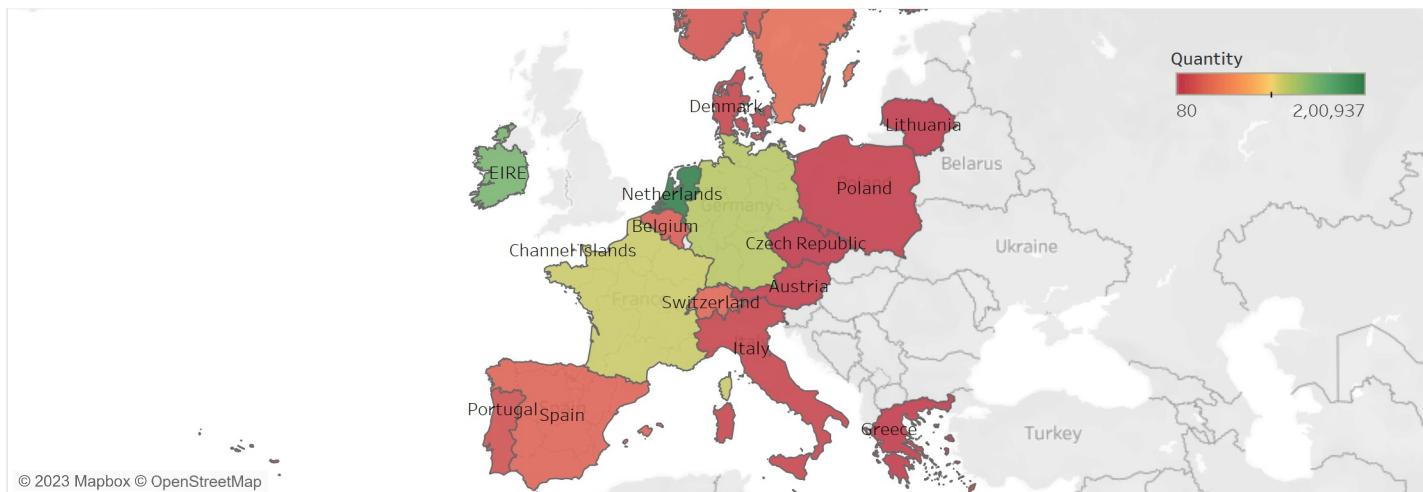
Sum of Revenue for each Customer ID. Color shows details about Country. The marks are labeled by sum of Revenue. Details are shown for Country. The context is filtered on Country, unit price negative and Returned. The Country filter excludes United Kingdom. The unit price negative filter keeps No. The Returned filter keeps No. The view is filtered on Customer ID, which keeps 10 of 4,373 members.

CEO: Expected Revenue and Country Wise Demand

Monthly Revenue Trend for the year 2011



Demand in Country based on Quantity sold

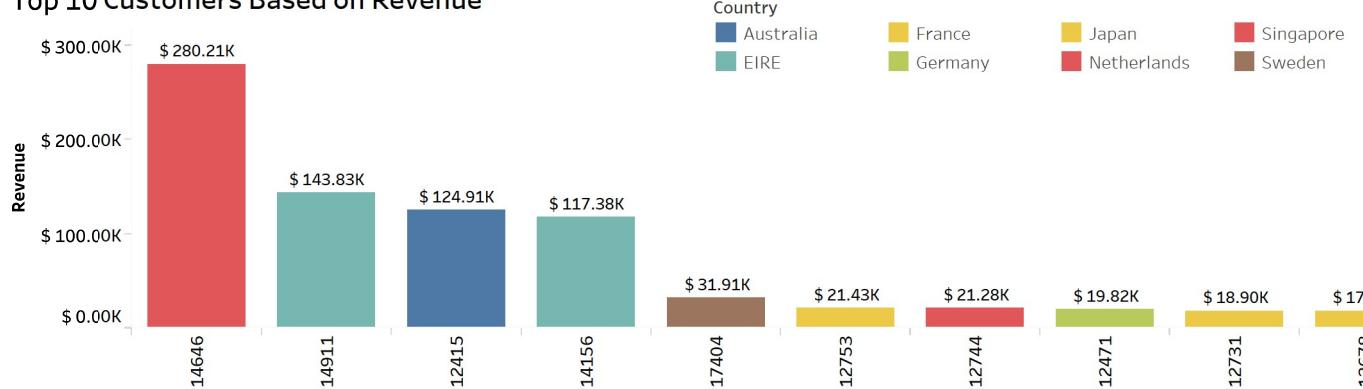


CMO: Higher Revenue Generating Customer and Countries

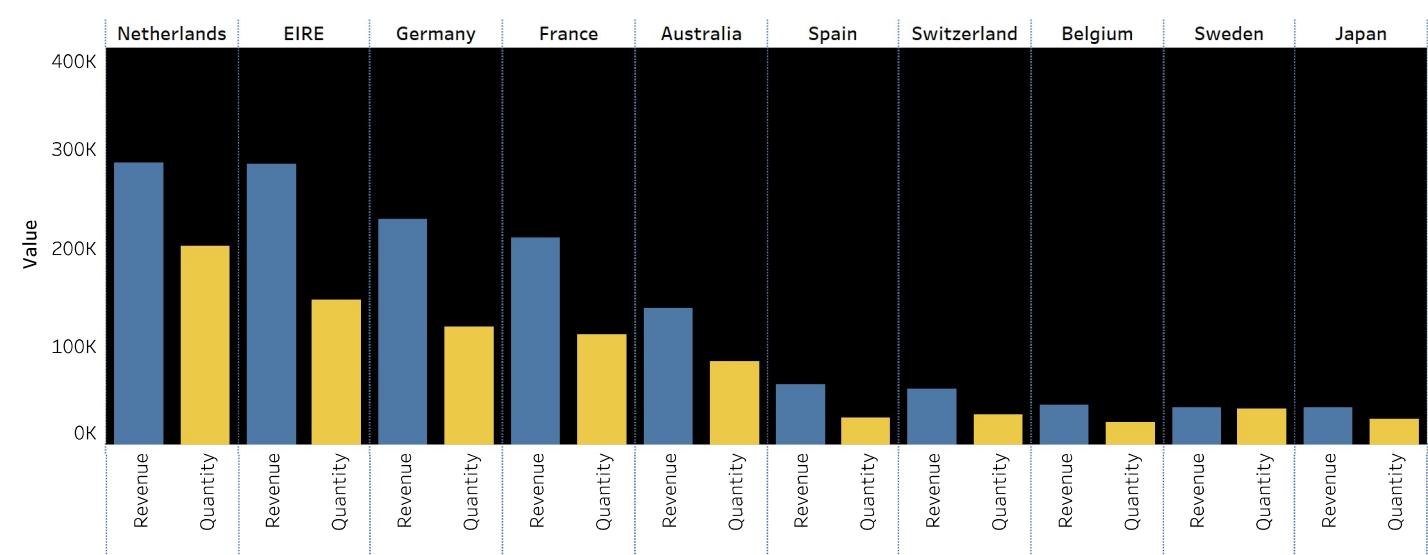
TOP N

10

Top 10 Customers Based on Revenue



Top 10 Country Based on Revenue



Tata Virtual Internship

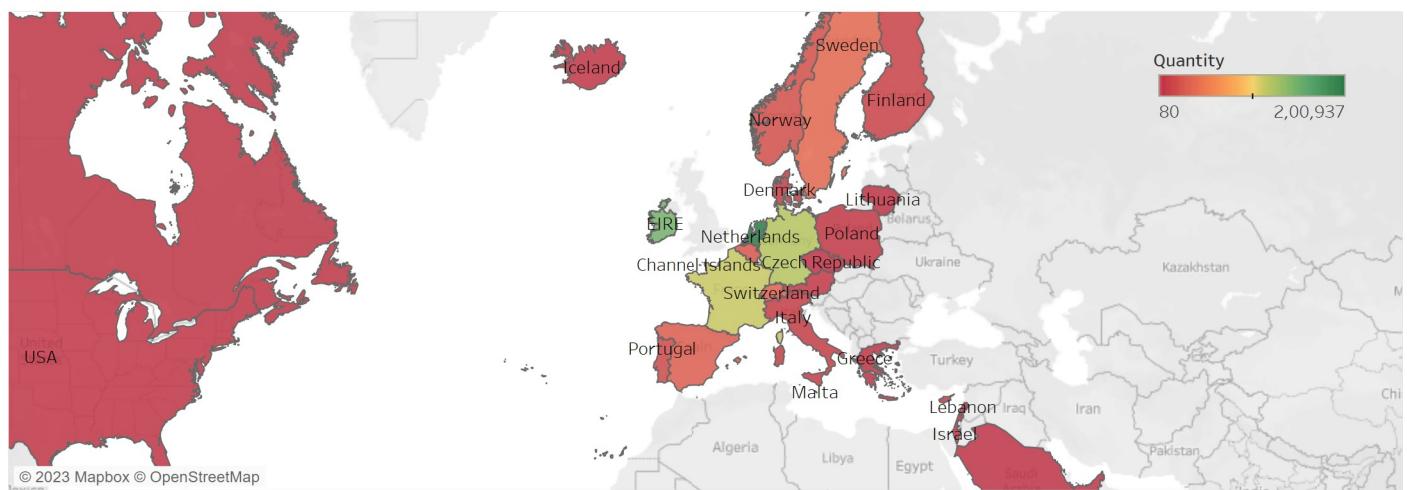


CEO: Expected Revenue and Country Wise Demand

Monthly Revenue Trend for the year 2011



Demand in Country based on Quantity sold



Tata Virtual Internship



CMO: Higher Revenue Generating Customer and Countries

TOP N 10

Top 10 Customers Based on Revenue



Top 10 Country Based on Revenue

Revenue Quantity

