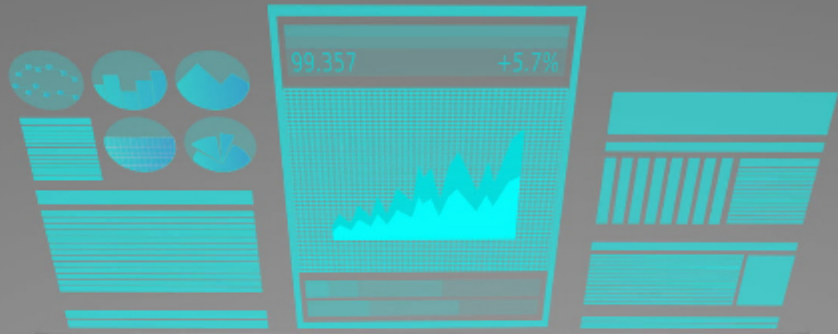




Actionable Insights • Accurate Decisions



**LOCATION**

**PRODUCT**

**REVENUE**



LOCATION

PRODUCT

REVENUE

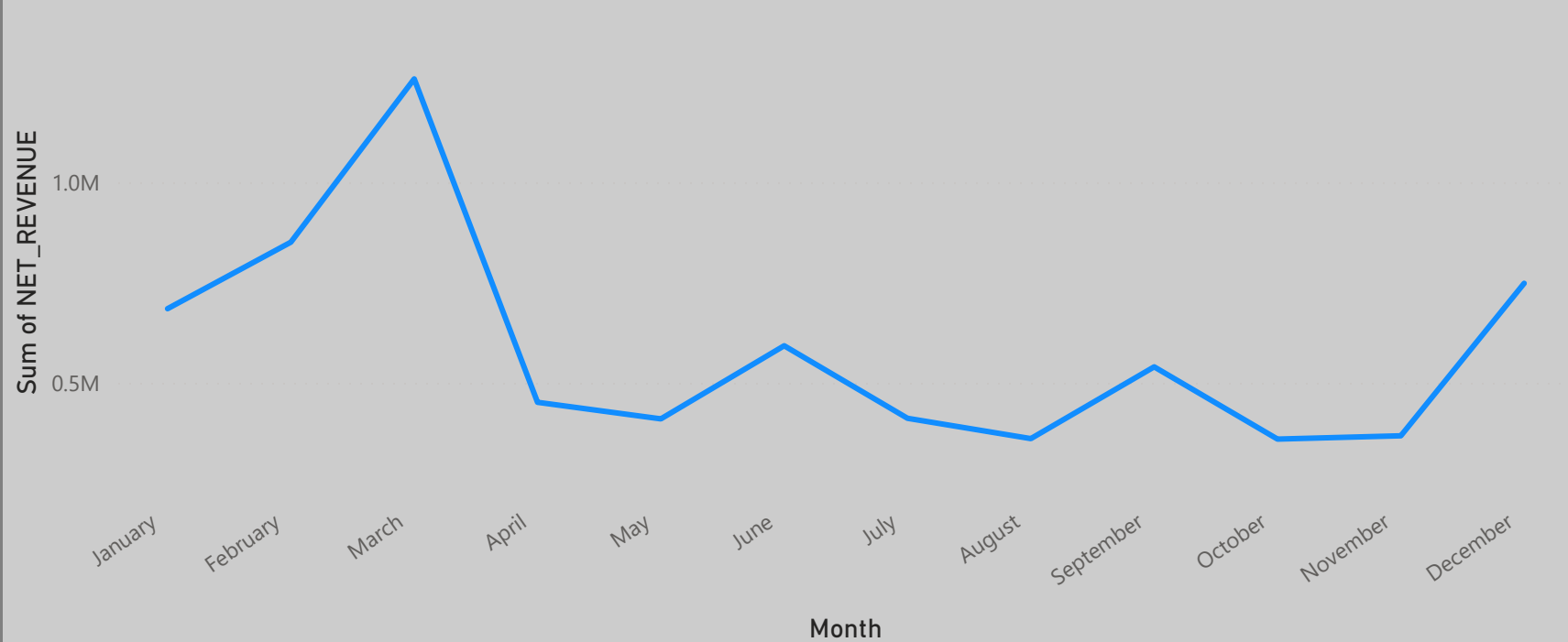
7.04M

Sum of NET\_REVENUE

265.85

Average of NET\_REVENUE

Sum of NET\_REVENUE by Month



REGION

- ☐ APJ
- ☐ EU
- ☐ INDIA
- ☐ MEA
- ☐ NA
- ☐ OTHERS
- ☐ UK

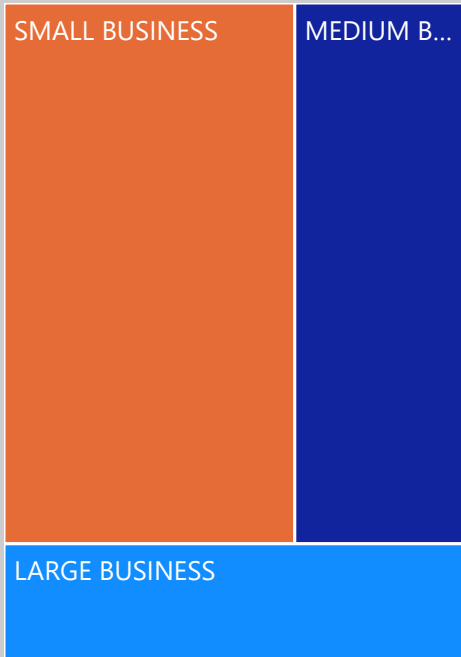


LOCATION

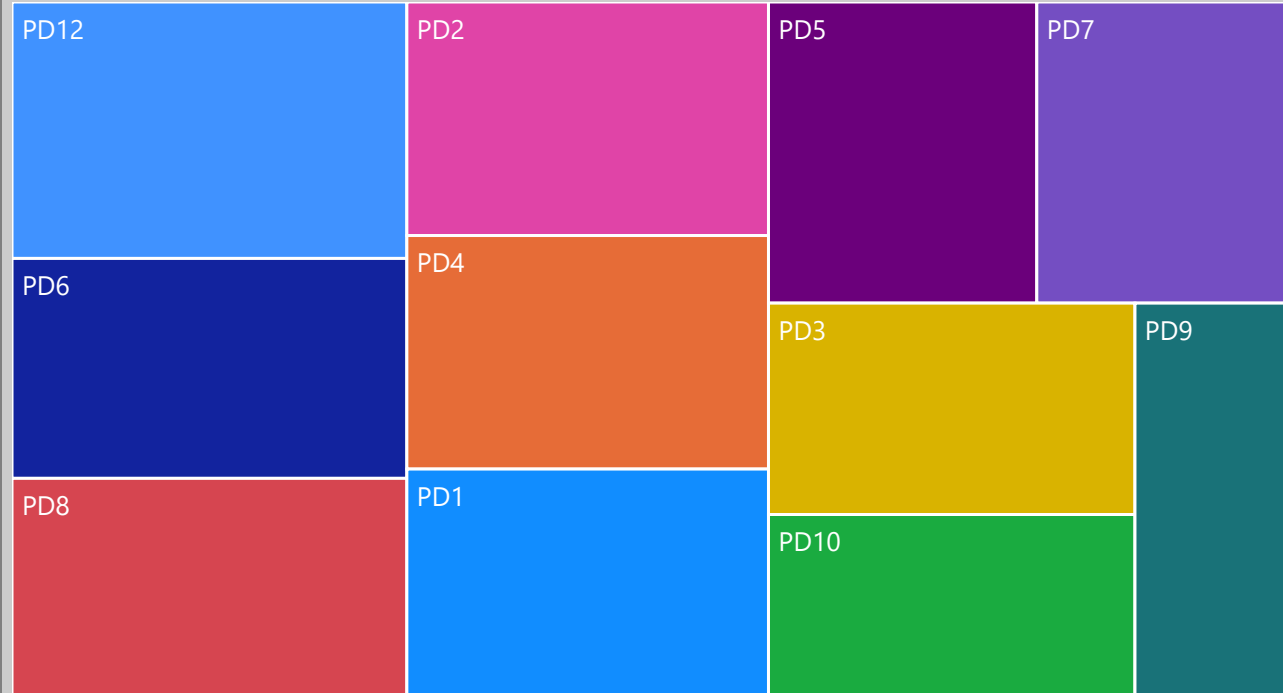
PRODUCT

REVENUE

Count of PLAN\_NAME by  
PLAN\_NAME



Average of DISCOUNT\_PERCENT by PRODUCT



Month

- ☐ January
- ☐ February
- ☒ March
- ☐ April
- ☐ May
- ☐ June
- ☐ July
- ☐ August
- ☐ September
- ☐ October
- ☐ November
- ☐ December



Preparing Q&A



LOCATION

PRODUCT

REVENUE

18.82%

Average of DISCOUNT PERCENT

PLAN VS DISCOUNT

DISCOUNT BY MONTH

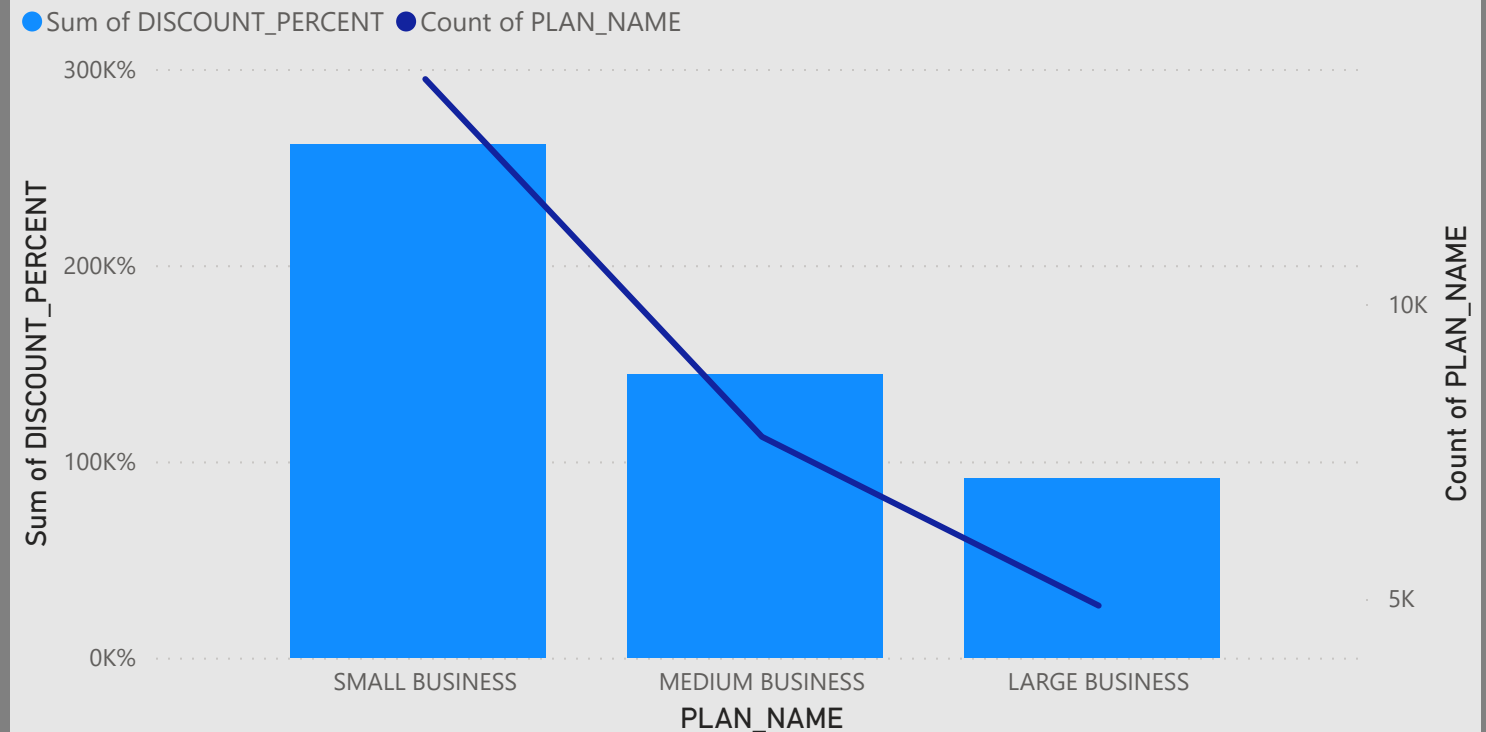
PRODUCT

All

PLAN\_NAME

- ☐ LARGE BUSINESS
- ☐ MEDIUM BUSINESS
- ☐ SMALL BUSINESS

Sum of DISCOUNT\_PERCENT and Count of PLAN\_NAME by PLAN\_NAME



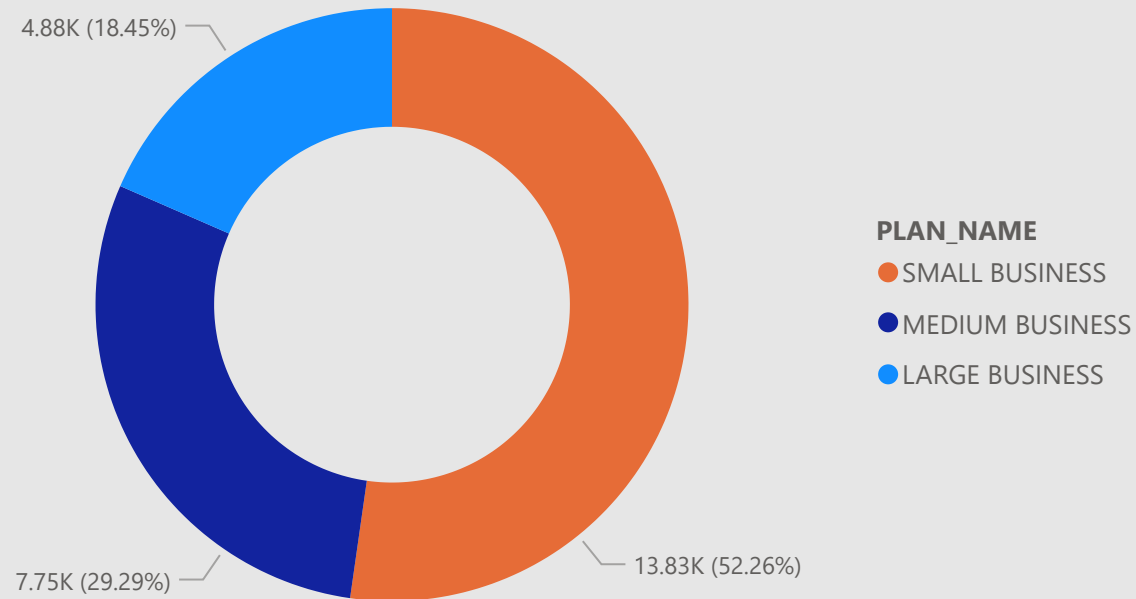


# CUSTOMER

## CUSTOMERS BY PLAN

## PRODUCT BY CUSTOMER

Count of CUSTOMER\_ID by PLAN\_NAME



SMALL BUSINESS had the highest Count of CUSTOMER\_ID at 13,828, followed by MEDIUM BUSINESS at 7,750 and LARGE BUSINESS at 4,882.

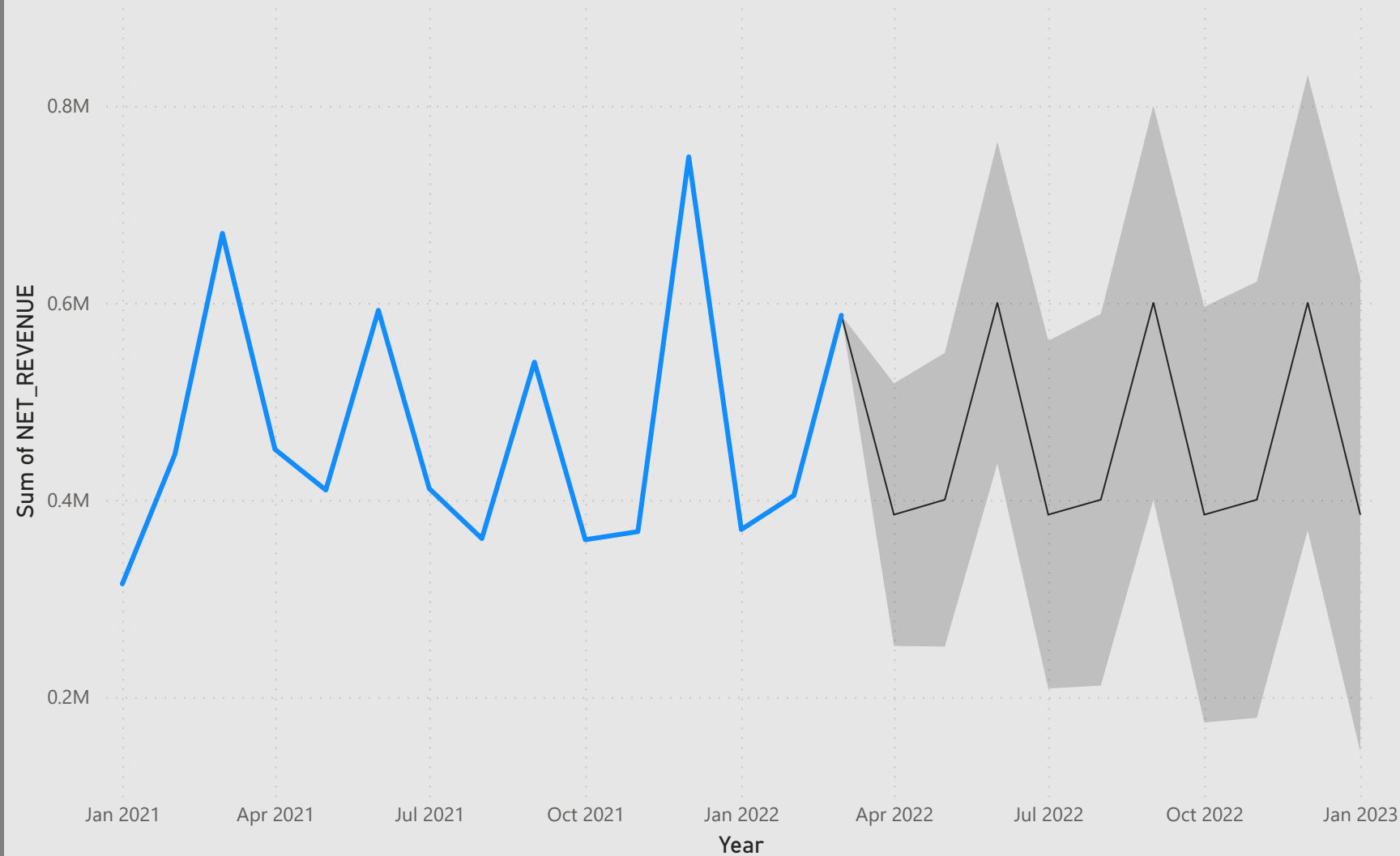
SMALL BUSINESS accounted for 52.26% of Count of CUSTOMER\_ID.





# FORECAST

Sum of NET\_REVENUE by Year, Quarter, Month and Day



Sum of NET\_REVENUE trended up, resulting in a 86.60% increase between Friday, January 1, 2021 and Tuesday, March 1, 2022.

Sum of NET\_REVENUE started trending up on Saturday, January 1, 2022, rising by 58.78% ( 2,17,486.10) in 59 days.

Sum of NET\_REVENUE jumped from 3,69,979.58 to 5,87,465.68 during its steepest incline between Saturday, January 1, 2022 and Tuesday, March 1, 2022.



Preparing Q&A





# INSIGHTS

Ask a question about your data



Try one of these to get started

sheet 1 sorted by region

maximum discount percent

how many regions are there

total net revenue over time

Sum of NET\_REVENUE trended up, resulting in a 86.60% increase between Friday, January 1, 2021 and Tuesday, March 1, 2022.

Sum of NET\_REVENUE started trending up on Saturday, January 1, 2022, rising by 58.78% (2,17,486.10) in 59 days.

Sum of NET\_REVENUE jumped from 3,69,979.58 to 5,87,465.68 during its steepest incline between Saturday, January 1, 2022 and Tuesday, March 1, 2022.

Key influencers Top segments



What influences NET\_REVENUE to

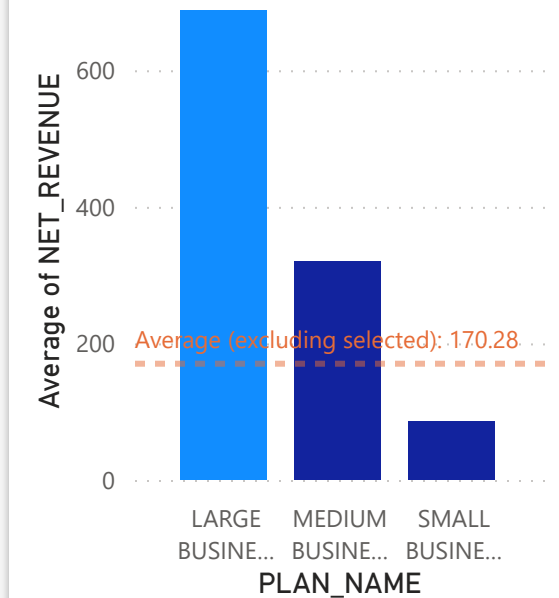
Increase



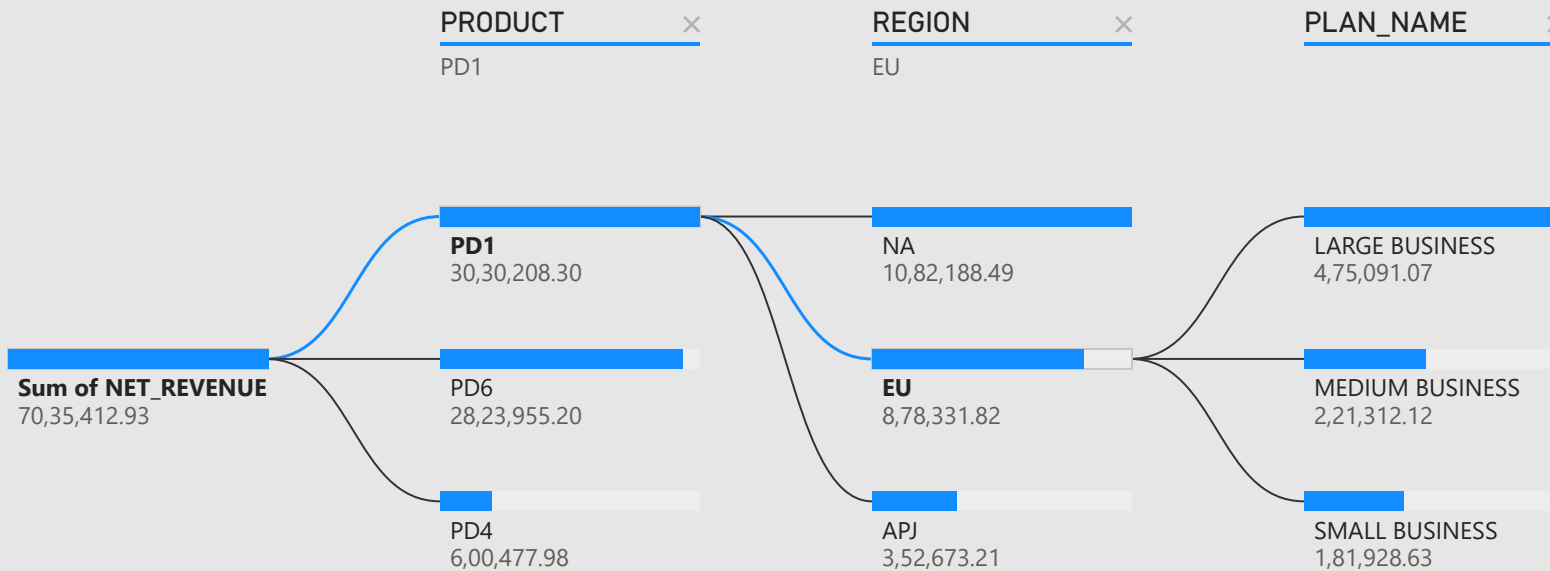
PLAN\_NAME is LARGE BU...

543.6

← NET\_REVENUE is more likely to increase when PLAN\_NAME is LARGE BUSINESS than otherwise (on average).



☐ Only show values that are influencers





# DRILL DOWN

CUSTOMER_ID	Sum of GROSS_REVENUE	Year	Quarter	Month	Day	Sum of NET_REVENUE	PLAN_NAME	PRODUCT	REGION
Cust9617	85,657.30	2021	Qtr 3	July	1	35,976.07	LARGE BUSINESS	PD1	EU
Cust19244	72,857.31	2021	Qtr 4	December	1	25,500.06	LARGE BUSINESS	PD6	NA
Cust2914	54,139.70	2021	Qtr 2	April	1	38,439.19	LARGE BUSINESS	PD1	APJ
Cust292	51,688.16	2021	Qtr 1	February	1	37,732.35	LARGE BUSINESS	PD1	EU
Cust12499	34,525.00	2021	Qtr 1	March	1	27,620.00	LARGE BUSINESS	PD4	MEA
Cust17437	34,048.39	2021	Qtr 1	February	1	23,833.87	LARGE BUSINESS	PD1	INDIA
Cust5431	31,521.88	2021	Qtr 3	September	1	25,217.50	LARGE BUSINESS	PD6	NA
Cust19012	31,246.67	2021	Qtr 3	July	1	23,435.00	LARGE BUSINESS	PD1	NA
Cust24722	28,037.82	2021	Qtr 3	September	1	21,869.50	LARGE BUSINESS	PD4	NA
Cust4725	26,666.64	2021	Qtr 2	April	1	22,399.98	LARGE BUSINESS	PD1	NA
Cust33453	25,464.71	2021	Qtr 2	June	1	21,645.00	MEDIUM BUSINESS	PD6	NA
Cust7646	22,532.96	2021	Qtr 4	December	1	19,603.68	MEDIUM BUSINESS	PD6	EU
Cust16639	22,337.86	2021	Qtr 4	December	1	16,083.26	LARGE BUSINESS	PD6	NA
Cust34365	21,063.83	2021	Qtr 4	December	1	9,900.00	LARGE BUSINESS	PD1	MEA
Cust14830	20,727.04	2021	Qtr 1	March	1	18,447.07	LARGE BUSINESS	PD6	EU
Cust4413	19,233.31	2021	Qtr 1	January	1	15,348.19	LARGE BUSINESS	PD6	NA
Cust24340	19,144.29	2022	Qtr 1	March	1	13,401.00	LARGE BUSINESS	PD6	NA
Cust19041	18,519.68	2021	Qtr 4	December	1	8,519.05	LARGE BUSINESS	PD6	EU
Cust27705	17,963.33	2021	Qtr 4	December	1	17,963.33	LARGE BUSINESS	PD1	EU
Cust23230	17,586.29	2021	Qtr 1	March	1	15,300.07	LARGE BUSINESS	PD6	NA
Cust35445	17,583.33	2022	Qtr 1	March	1	12,835.83	LARGE BUSINESS	PD6	EU
Cust3803	17,488.09	2021	Qtr 4	December	1	17,488.09	LARGE BUSINESS	PD1	EU
	16,834.02	2021	Qtr 4	December	1	6,733.61	LARGE BUSINESS	PD4	OTHERS
Cust924	16,350.00	2021	Qtr 2	June	1	16,350.00	LARGE BUSINESS	PD6	NA
Cust12071	15,713.09	2021	Qtr 1	February	1	15,713.09	LARGE BUSINESS	PD6	APJ
Cust25024	15,386.70	2021	Qtr 3	September	1	10,770.69	MEDIUM BUSINESS	PD1	MEA
Total	91,72,713.96					70,35,412.93			

