# Max Sales BY Regional Manager
## sample=Maxium Sales

| Regional Manager | sample | | Region |
|---|---|---|---|
| | | | Central |
| Chuck Magee | 11,199.968 | | East |
| | | | South |
| Fred Suzuki | 22,638.48 | | West |
| Roxanne Rodriguez | 17,499.95 | | |
| Sadie Pawthorne | 13,999.96 | | |

Region (color) broken down by Regional Manager and sample.

# Category wise Discount

| Category | Sub-Catego.. | | |
|---|---|---|---|
| Furniture | Bookcases | ■ | 49.9 |
| | Chairs | ■ | 107.3 |
| | Furnishings | ■ | 139.3 |
| | Tables | ■ | 84.2 |
| Office Supplies | Appliances | ■ | 78.0 |
| | Art | ■ | 61.6 |
| | Binders | ■ | 571.3 |
| | Envelopes | ▪ | 20.4 |
| | Fasteners | ▪ | 18.0 |
| | Labels | ▪ | 26.1 |
| | Paper | ■ | 103.8 |
| | Storage | ■ | 64.3 |
| | Supplies | ▪ | 14.6 |
| Technology | Accessories | ■ | 60.8 |
| | Copiers | ▪ | 11.0 |
| | Machines | ▪ | 35.6 |
| | Phones | ■ | 137.8 |

Discount

■ 11.0
■ 200.0
■ 400.0
■ 571.3

Sum of Discount (size) broken down by Category and Sub-Category.

# country wise order

**Region**

**Count of Orders**

1,620
2,000
2,500
3,000
3,253

**Country/Region**
- Canada
- United States

**Central**

12

2,323

**East**

138

2,848

**South**

1,620

**West**

50

3,203
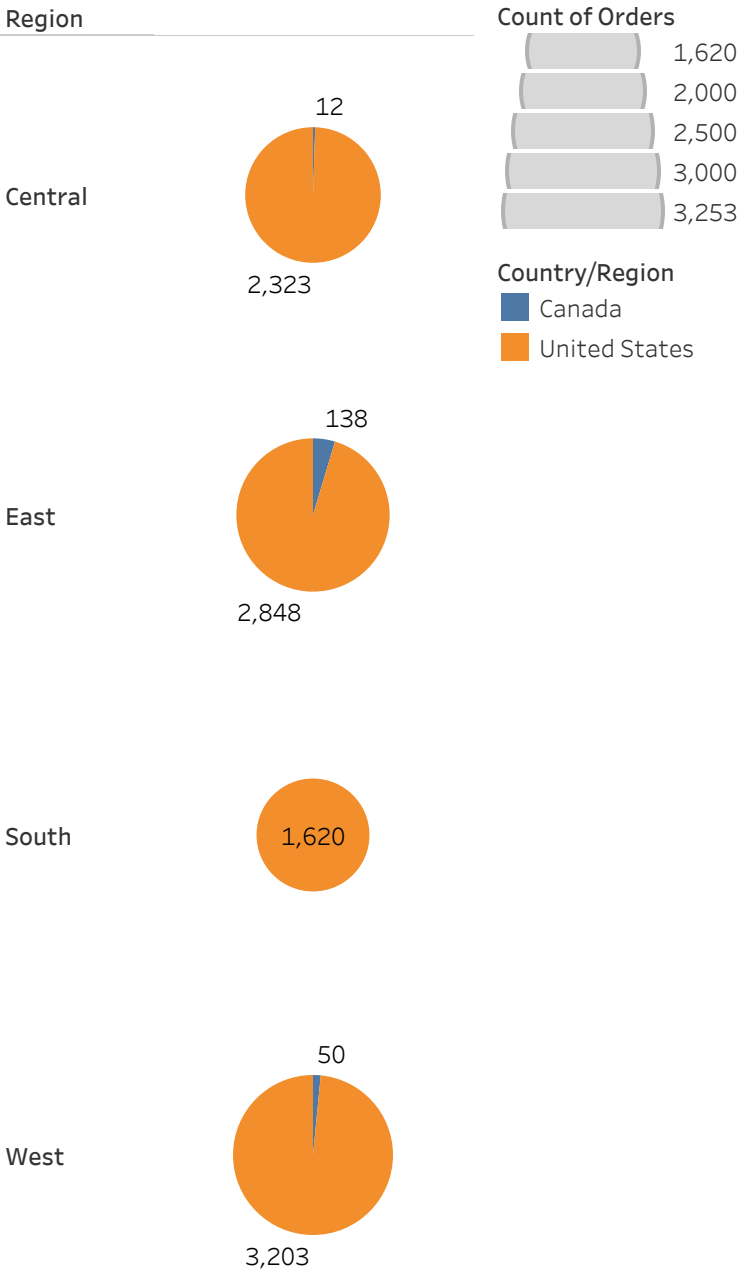
Country/Region (color) and count of Orders (size) broken down by Region.

# Cross Table having Total and Subtotals

| | Country/Region / Category | | | | | | |
|---|---|---|---|---|---|---|---|
| | **Canada** | | | | **United States** | | |
| | Office Supplies | Furniture | Technology | Total | Technology | Office Supplies | Furniture |
| **Profit Ratio** | 0 | 0 | 0 | **0** | 0 | 0 | 0 |
| **Count of P..** | 3 | 3 | 2 | **3** | 4 | 4 | 4 |
| **Count of R..** | 0 | 0 | 0 | **0** | 442 | 710 | 462 |
| **Discount** | 10 | 12 | 1 | **23** | 244 | 948 | 369 |
| **Count of O..** | 102 | 80 | 18 | **200** | 1,847 | 6,026 | 2,121 |
| **Max Profit** | 1,352 | 244 | 468 | **1,352** | 8,400 | 4,946 | 1,013 |
| **max sales** | 5,200 | 915 | 1,200 | **5,200** | 22,638 | 9,893 | 4,416 |
| **sample** | 5,200 | 915 | 1,200 | **5,200** | 22,638 | 9,893 | 4,416 |
| **Quantity** | 362 | 341 | 78 | **781** | 6,939 | 22,906 | 8,028 |
| **Difference ..** | | -2,254 | -190 | | 144,367 | -22,964 | -104,040 |
| **Sales** | 12,846 | 12,748 | 3,739 | **29,333** | 836,154 | 719,047 | 742,000 |

Count of Orders, count of People, count of Returns, Discount, Max Profit, Difference in Profit from the Previous along Table (Across), Profit Ratio, Quantity, Sales, max sales and sample broken down by Country/Region and Category.

# Cross Table having Total and Subtotals

| | Country/Region / Ca.. | |
| | ited States | |
| | Total | Grand Total |
| --- | --- | --- |
| **Profit Ratio** | 0 | 0 |
| **Count of P..** | 4 | 4 |
| **Count of R..** | 800 | 800 |
| **Discount** | 1,561 | 1,584 |
| **Count of O..** | 9,994 | 10,194 |
| **Max Profit** | 8,400 | 8,400 |
| **max sales** | 22,638 | 22,638 |
| **sample** | 22,638 | 22,638 |
| **Quantity** | 37,873 | 38,654 |
| **Difference ..** | 280,497 | |
| **Sales** | 2,297,201 | 2,326,534 |

Count of Orders, count of People, count of Returns, Discount, Max Profit, Difference in Profit from the Previous along Table (Across), Profit Ratio, Quantity, Sales, max sales and sample broken down by Country/Region and Category.

# Bar Charts
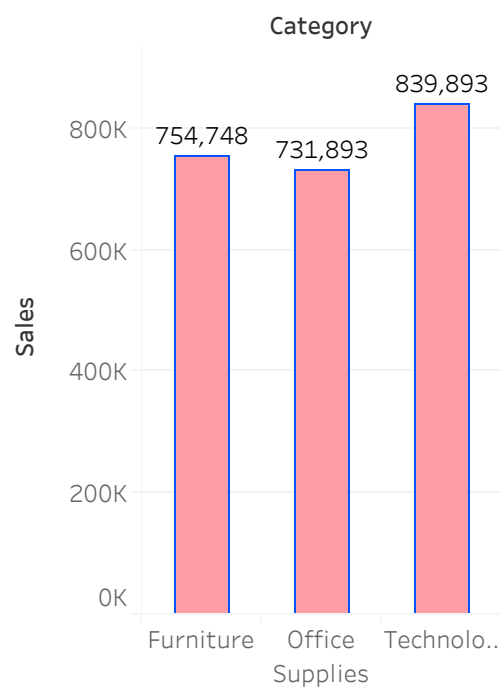
**Category**



Sum of Sales for each Category.
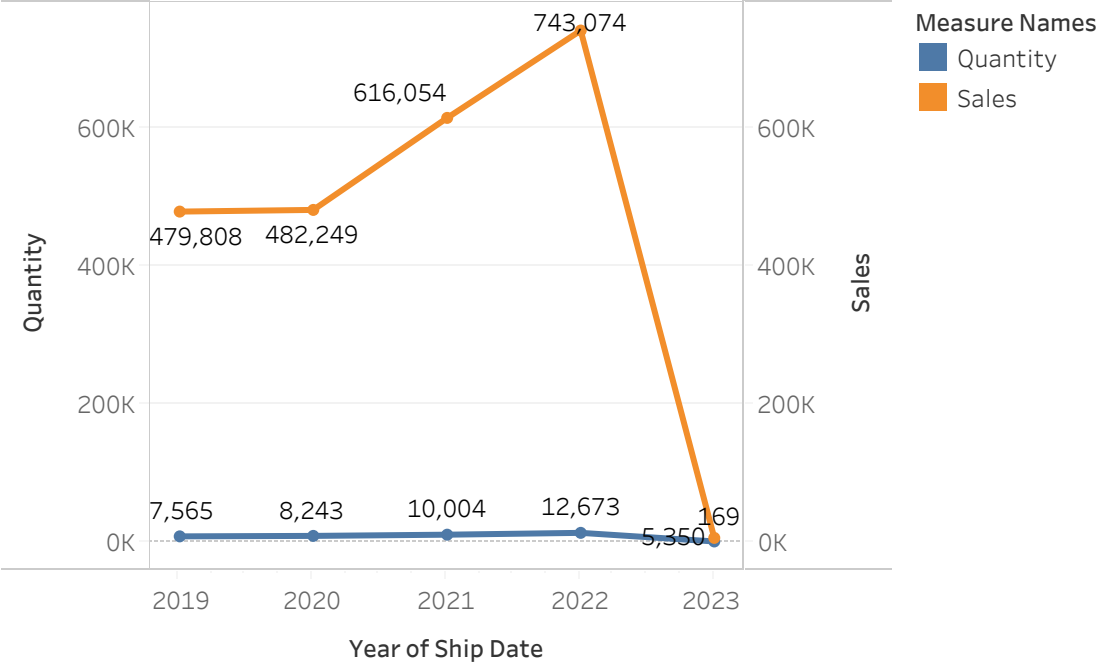
# Stacked
# Chart
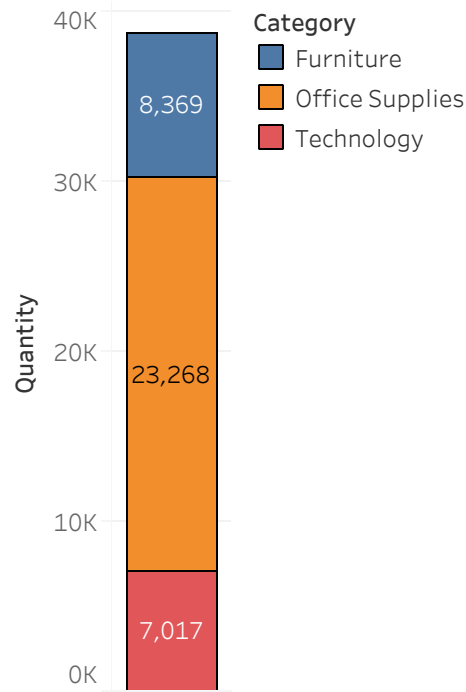


Sum of Quantity.
Color shows details
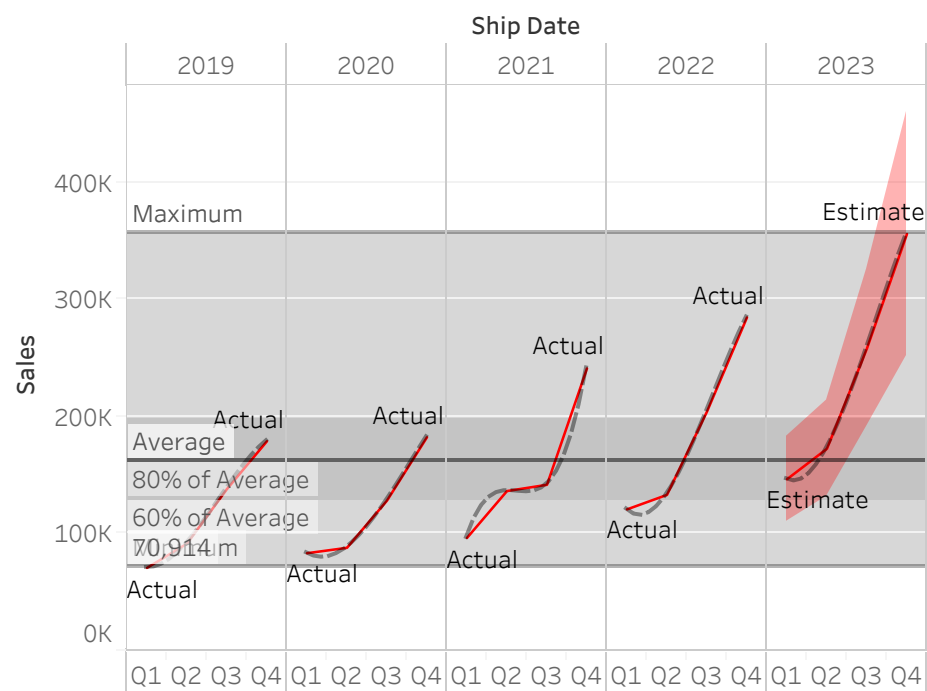about Category.

# Line Chart
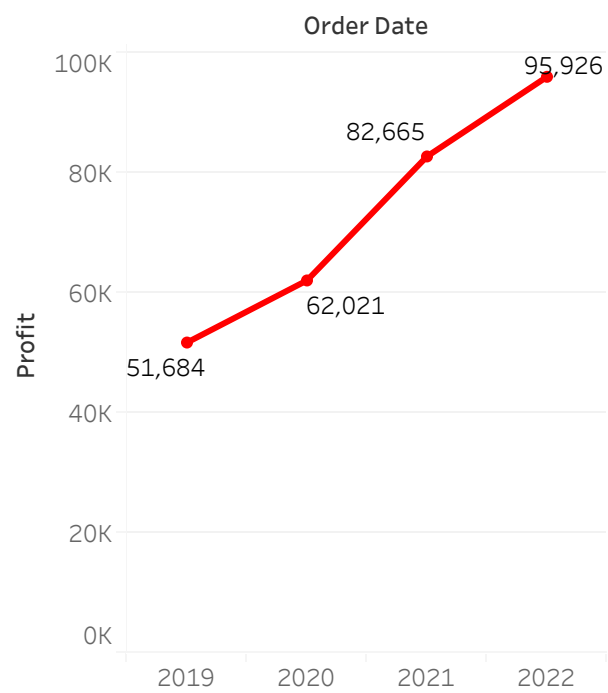
Order Date



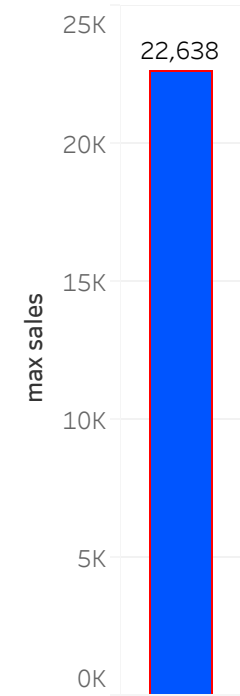The trend of sum of Profit for Order Date Year.

# Dual Line



The trends of Quantity and Sales for Ship Date Year. Color shows details about Quantity and Sales.
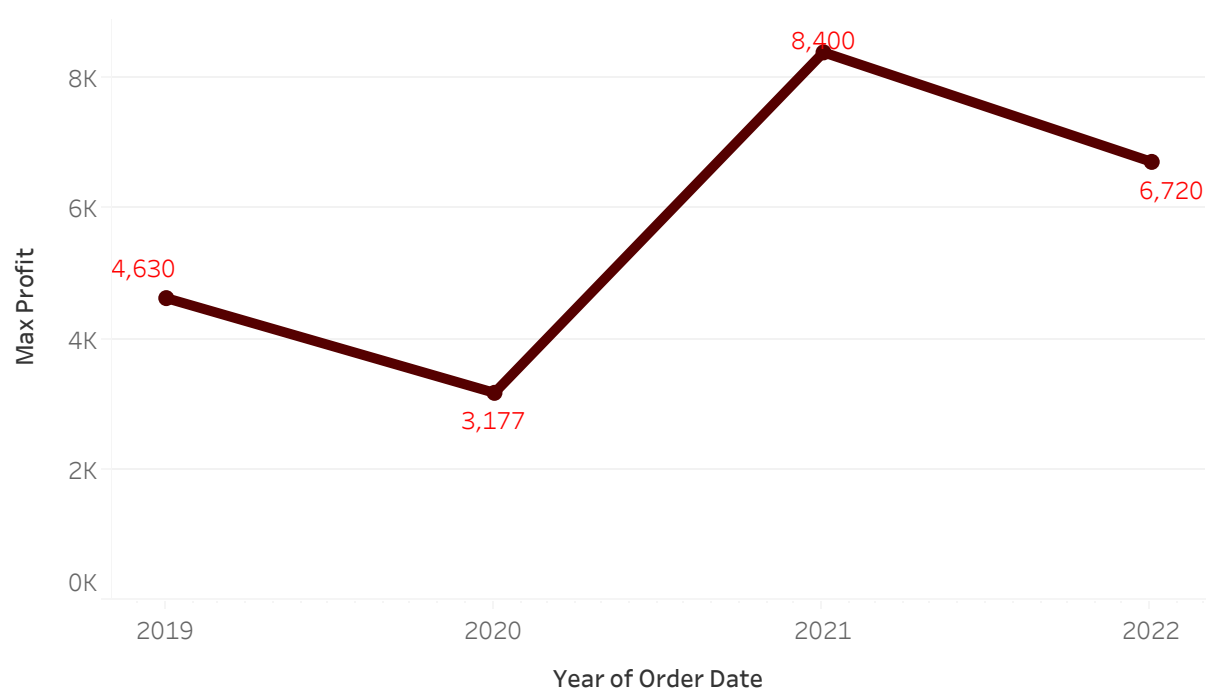
# Forecasting the Sales

**Ship Date**



The trend of sum of Sales (actual & forecast) for Ship Date Quarter broken down by Ship Date Year. The marks are labeled by Forecast indicator.
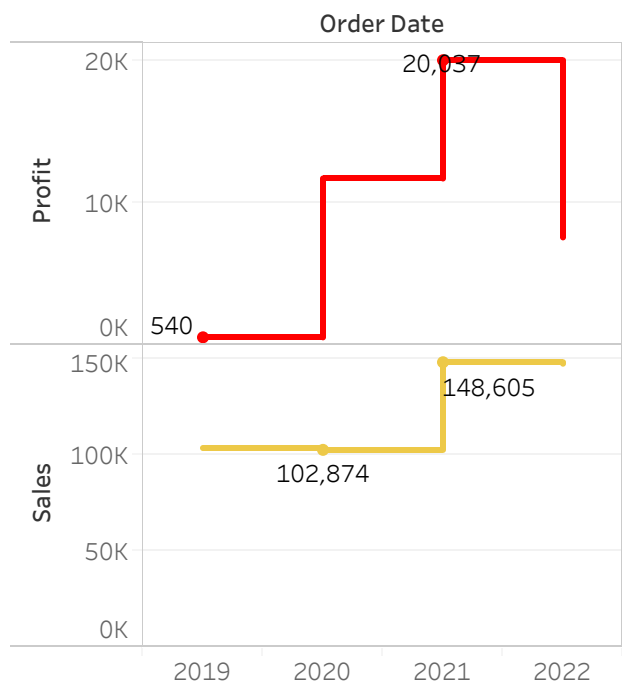
## Max Sales Amount from Sales field

22,638

max sales

25K

20K

15K

10K

5K

0K

Max sales.

# Year-Wise Maxium Profit?



The trend of Max Profit for Order Date Year.

# Region-wise Sales Performance ?

**Order Date**



Profit

- 20K — 20,037
- 10K
- 0K — 540

Sales

- 150K — 148,605
- 100K — 102,874
- 50K
- 0K

2019    2020    2021    2022

The trends of sum of Profit and sum of Sales for Order Date Year. The data is filtered on Region, Category and Sub-Category. The Region filter keeps Central. The Category filter keeps Furniture, Office Supplies and Technology. The Sub-Category filter keeps 17 of 17 members.

# Which State is performing Good in terms of Sales and Profit?
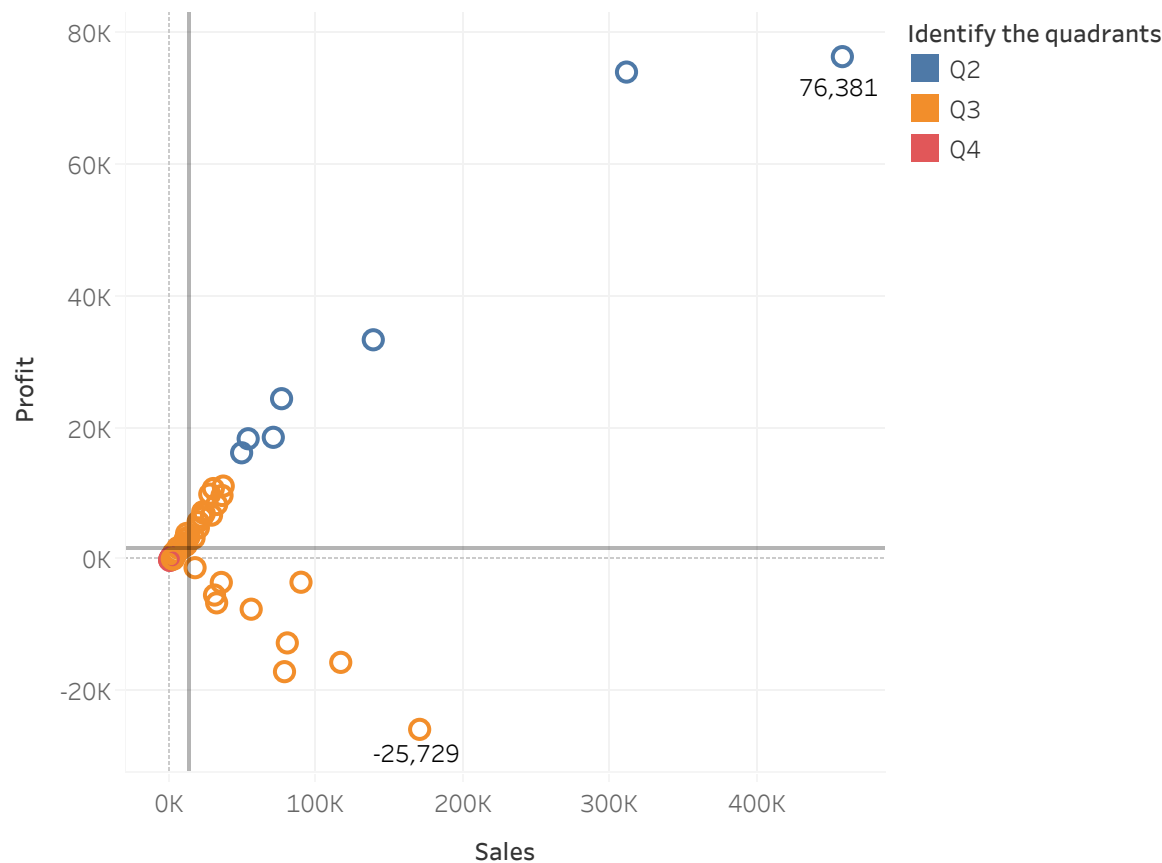


Sum of Sales vs. sum of Profit.  Color shows details about Identify the quadrants.  Details are shown for Country/Region and State/Province. The view is filtered on State/Province, which keeps 59 of 59 members.
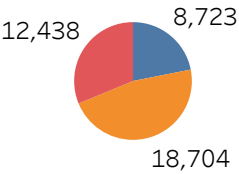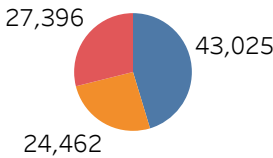
# Segment@Profit



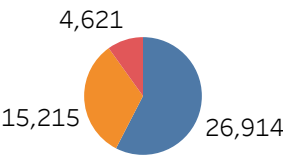**Region**

**Segment**
- Consumer
- Corporate
- Home Office

**Central**
- 8,723
- 12,438
- 18,704

**East**
- 27,396
- 43,025
- 24,462

**South**
- 4,621
- 15,215
- 26,914

**West**
- 17,220
- 57,710
- 35,869
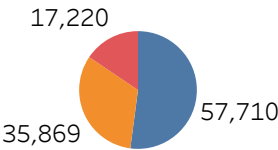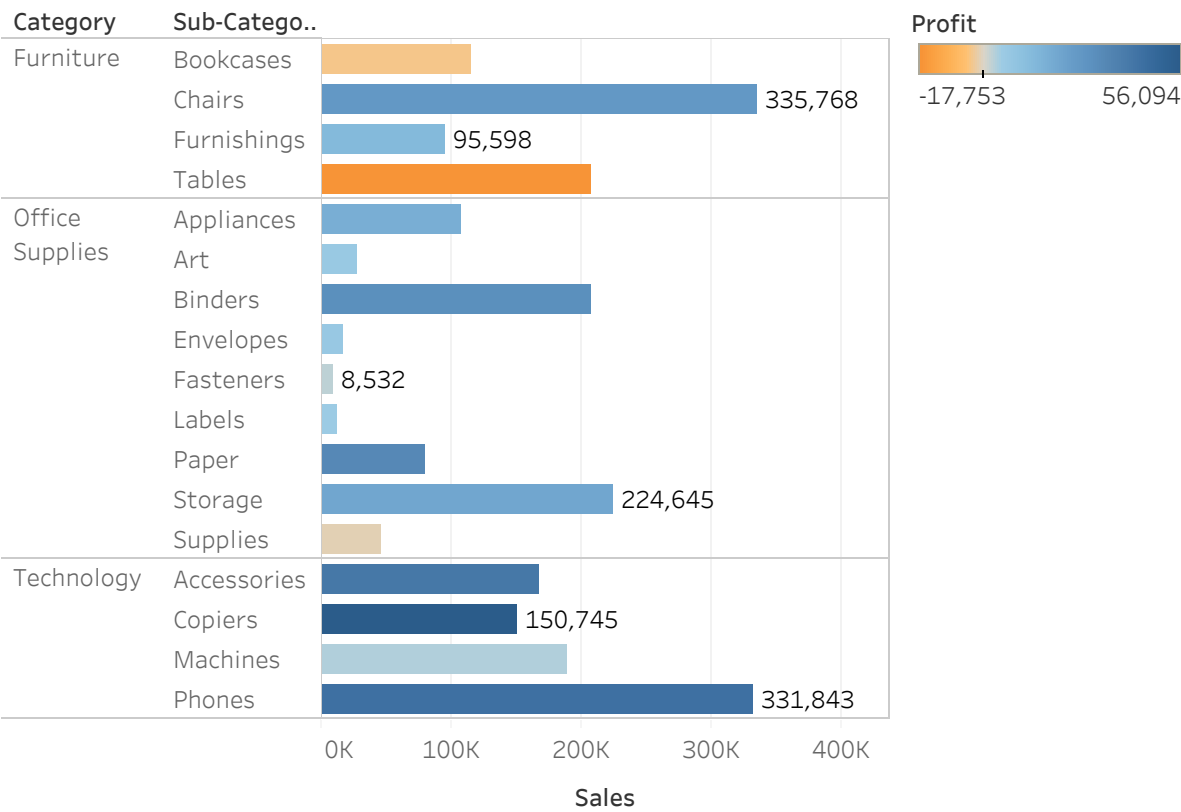
Segment (color) broken down by Region. The data is filtered on State/Province, which keeps 59 of 59 members. The view is filtered on Region, which keeps Central, East, South and West.

# Region and category wise profit?

| Category | Sub-Catego.. | |
|---|---|---|

**Furniture**
- Bookcases
- Chairs — 335,768
- Furnishings — 95,598
- Tables

**Office Supplies**
- Appliances
- Art
- Binders
- Envelopes
- Fasteners — 8,532
- Labels
- Paper
- Storage — 224,645
- Supplies

**Technology**
- Accessories
- Copiers — 150,745
- Machines
- Phones — 331,843

Sales axis: 0K  100K  200K  300K  400K

**Profit**
-17,753          56,094

Sum of Sales for each Sub-Category broken down by Category. Color shows sum of Profit. The data is filtered on Region, which keeps Central, East, South and West.
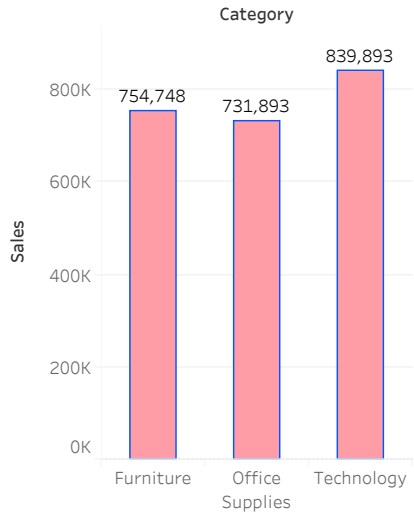
## Max Sales BY Regional Manager
## sample=Maxium Sales

| Regional Manager | sample | |
|---|---|---|
| Chuck Magee | 11,199.968 | |
| Fred Suzuki | 22,638.48 | |
| Roxanne Rodriguez | 17,499.95 | |
| Sadie Pawthorne | 13,999.96 | |

**Region**
- Central
- East
- South
- West

## Bar Charts

Category



## Category wise Discount

| Category | Sub-Catego.. | | |
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| Furniture | Bookcases | ■ | 49.9 |
| | Chairs | ■ | 107.3 |
| | Furnishings | ■ | 139.3 |
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| | Labels | ■ | 26.1 |
| | Paper | ■ | 103.8 |
| | Storage | ■ | 64.3 |
| | Supplies | ▪ | 14.6 |
| Technology | Accessories | ■ | 60.8 |
| | Copiers | · | 11.0 |
| | Machines | ■ | 35.6 |
| | Phones | ■ | 127.8 |

**Discount**
- 11.0
- 200.0
- 400.0
- 571.3

## country wise order

**Region**

East
2,848
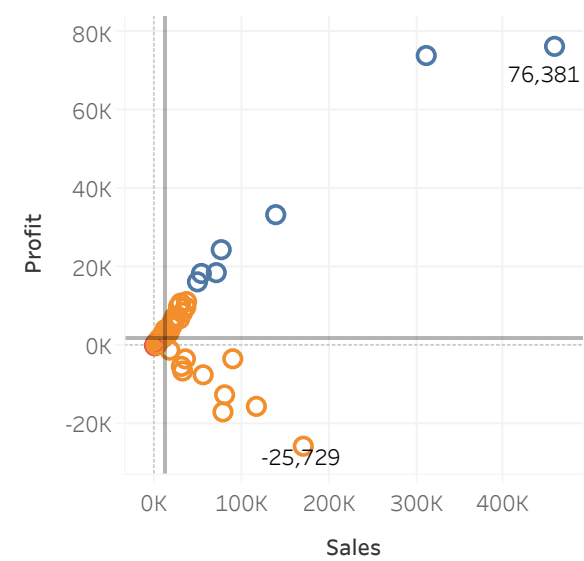
South
1,620

West
50
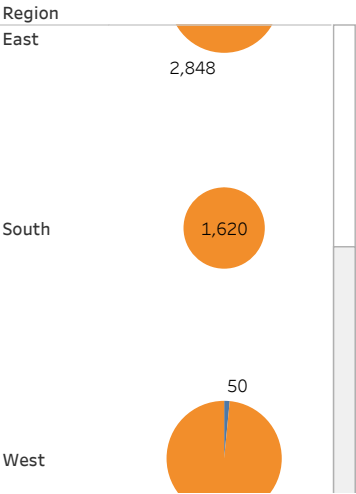
**Count of Orders**
- 1,620
- 2,000
- 2,500
- 3,000
- 3,253

**Country/Region**
- Canada
- United States
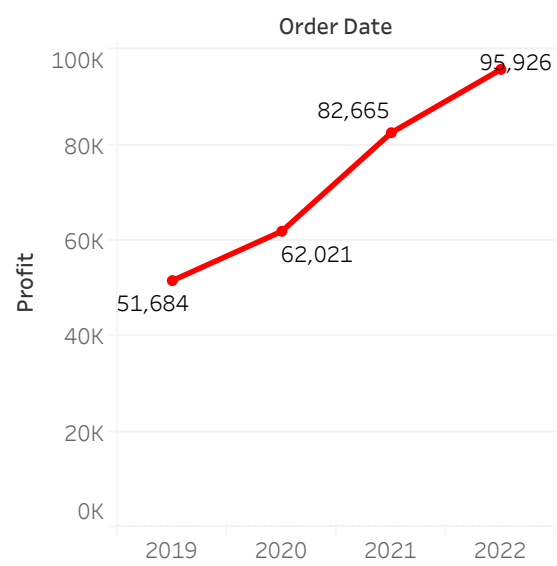
# Story@Visualizations

| Scatter Plot | Line Bar | Dual Line | Forecasting Trend | Pie Chart |



**State/Province**
- ✔ Alabama
- ✔ Alberta
- ✔ Arizona
- ✔ Arkansas
- ✔ British Columbia
- ✔ California
- ✔ Colorado

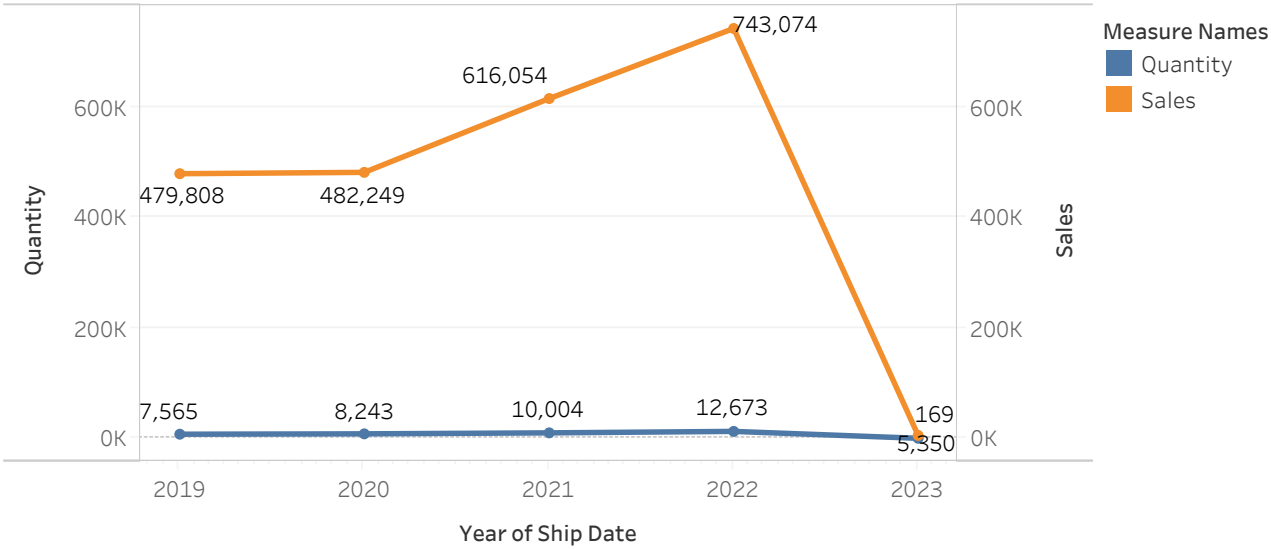**Identify the quadrants**
- ■ Q2
- ■ Q3
- ■ Q4

**Profit Bin Size**
200

# Story@Visualizations

| Scatter Plot | Line Bar | Dual Line | Forecasting Trend | Pie Chart |
|---|---|---|---|---|

**Order Date**

# Story@Visualizations

| Scatter Plot | Line Bar | Dual Line | Forecasting Trend | Pie Chart |
|---|---|---|---|---|



**Measure Names**
- Quantity
- Sales

Quantity values: 7,565 · 8,243 · 10,004 · 12,673 · 5,350

Sales values: 479,808 · 482,249 · 616,054 · 743,074 · 169

Year of Ship Date: 2019 · 2020 · 2021 · 2022 · 2023

# Story@Visualizations

| Scatter Plot | Line Bar | Dual Line | Forecasting Trend | Pie Chart |

**Ship Date**



Chart showing Sales over Ship Date from 2019 to 2023 (Q1–Q4 for each year). Y-axis labeled Sales ranging from 0K to 400K. Reference lines labeled Maximum, Average, 80% of Average, 60% of Average, Minimum (70,914). Data lines labeled "Actual" for years 2019–2022 and "Estimate" for 2023 with a red shaded forecast range.

# Story@Visualizations

Region

Central

12,438    8,723

18,704

East

27,396    43,025

24,462
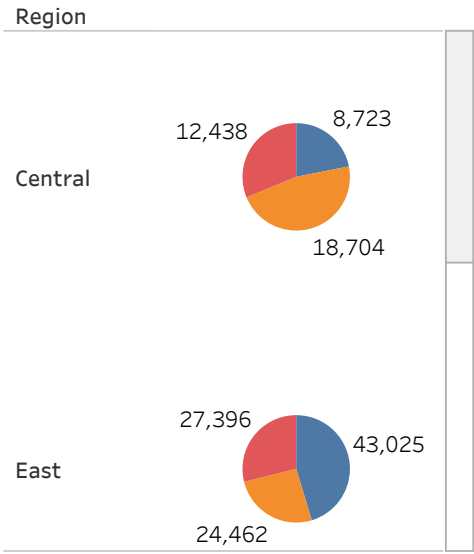
**State/Province**
- ✔ Alabama
- ✔ Alberta
- ✔ Arizona
- ✔ Arkansas
- ✔ British Columbia

**Region**
- ✔ Central
- ✔ East
- ✔ South
- ✔ West

**Segment**
- ■ Consumer
- ■ Corporate
- ■ Home Office