

REGIONAL SALES DASHBOARD

How did the region perform up to **February 2018**?

California

This is how much **revenue** we generated...

\$228.79M

Total Revenue

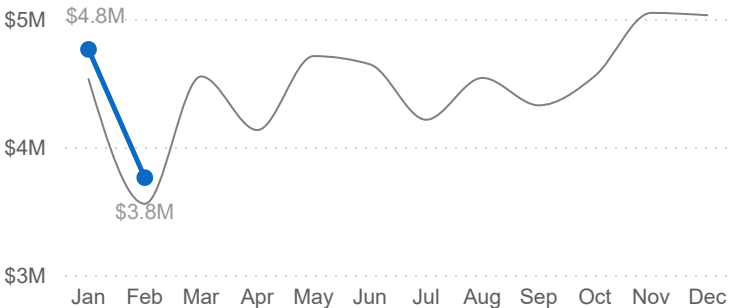
1.7% ▲

M-o-M

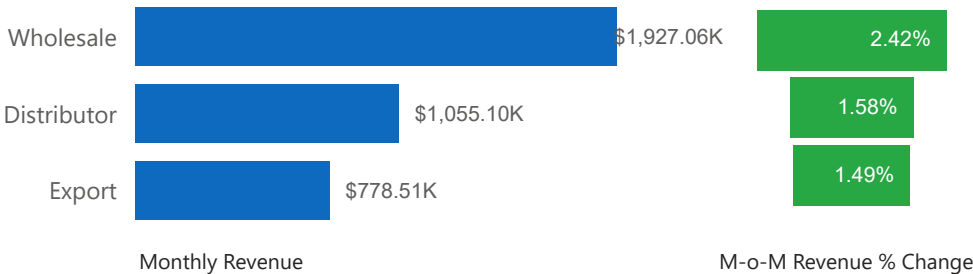
31.1% ▲

Y-o-Y

... and the trend in **2018** versus **2017**



This is the revenue split by **channels** this month ...



On track for this much **revenue next month** if growth continues

\$62.85K

Projected Next Month Revenue

... where top 5 products drove the **increase** in revenue

| Product | Revenue | Revenue Δ |
|------------|----------|-----------|
| Product 26 | \$21.85M | \$435.37K |
| Product 14 | \$13.80M | \$251.93K |
| Product 13 | \$15.51M | \$247.75K |
| Product 25 | \$20.47M | \$212.81K |
| Product 15 | \$13.28M | \$175.56K |

... and top 5 customers drove the **increase** in revenue

| Customer | Quantity | Revenue Δ |
|------------------|----------|-----------|
| Rochester Group | 67 | \$1.822M |
| Shuffledri Group | 57 | \$1.531M |
| General Company | 58 | \$1.431M |
| Arbor Company | 52 | \$1.085M |
| Mita Corp | 40 | \$0.883M |