

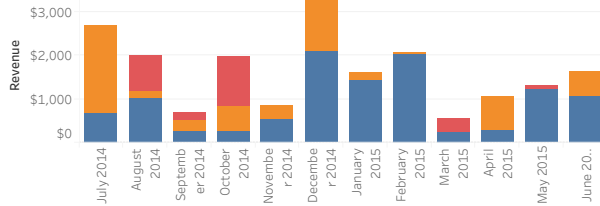
| | | | |
|----------------------------------|-------------------------------|------------------------------|--|
| Overall Product Line Performance | Highest Performing Sales Reps | Lowest Performing Sales Reps | |
|----------------------------------|-------------------------------|------------------------------|--|

KPIs

Order Date
04/07/2014 to 25/06/20..

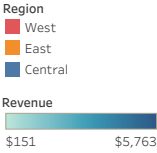
| Revenue | Avg. Unit Price | Units |
|----------|-----------------|-------|
| \$19,628 | \$20.31 | 2,121 |

Revenue trend

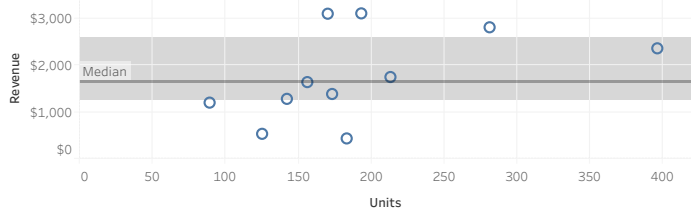


Revenue by item

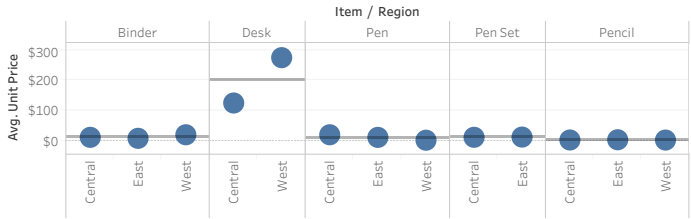
| Item | Region | | | Grand Total |
|-------------|----------|---------|---------|-------------|
| | Central | East | West | |
| Binder | \$5,763 | \$2,536 | \$1,279 | \$9,578 |
| Desk | \$875 | | \$825 | \$1,700 |
| Pen | \$540 | \$1,354 | \$151 | \$2,045 |
| Pen Set | \$2,421 | \$1,748 | | \$4,170 |
| Pencil | \$1,540 | \$364 | \$231 | \$2,135 |
| Grand Total | \$11,139 | \$6,002 | \$2,487 | \$19,628 |



Revenue by sales rep



Unit price by region



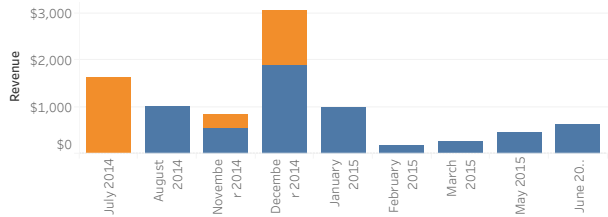
| | | | |
|----------------------------------|-------------------------------|------------------------------|--|
| Overall Product Line Performance | Highest Performing Sales Reps | Lowest Performing Sales Reps | |
|----------------------------------|-------------------------------|------------------------------|--|

KPIs

Order Date
04/07/2014 to 25/06/20..

| Revenue | Avg. Unit Price | Units |
|---------|-----------------|-------|
| \$9,024 | \$22.49 | 644 |

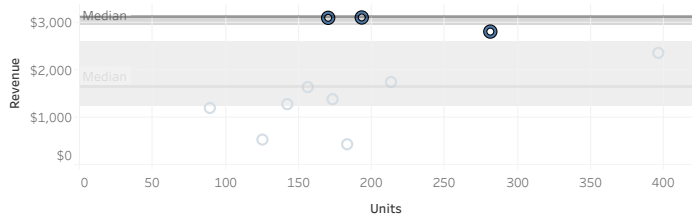
Revenue trend



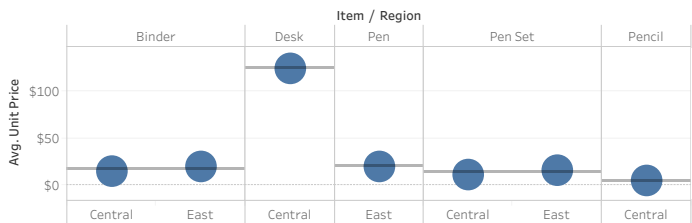
Revenue by item

| Item | Region | | Grand Total |
|-------------|---------|---------|-------------|
| | Central | East | |
| Binder | \$2,933 | \$1,619 | \$4,553 |
| Desk | \$625 | | \$625 |
| Pen | | \$300 | \$300 |
| Pen Set | \$1,734 | \$1,183 | \$2,918 |
| Pencil | \$629 | | \$629 |
| Grand Total | \$5,922 | \$3,102 | \$9,024 |

Revenue by sales rep



Unit price by region



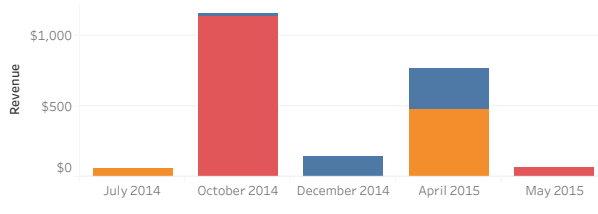
| | | | |
|----------------------------------|-------------------------------|------------------------------|--|
| Overall Product Line Performance | Highest Performing Sales Reps | Lowest Performing Sales Reps | |
|----------------------------------|-------------------------------|------------------------------|--|

KPIs

Order Date
04/07/2014 to 25/06/20..

| Revenue | Avg. Unit Price | Units |
|---------|-----------------|-------|
| \$2,178 | \$4.90 | 397 |

Revenue trend



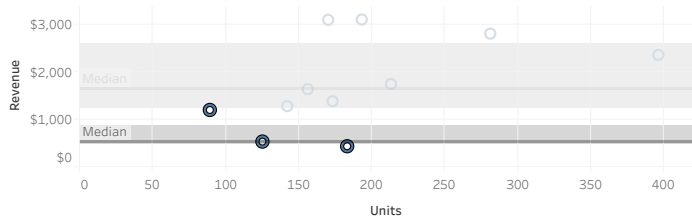
Revenue by item

| Item | Region | | | Grand Total |
|-------------|---------|-------|---------|-------------|
| | Central | East | West | |
| Binder | \$140 | \$58 | \$1,139 | \$1,337 |
| Pen | | \$479 | | \$479 |
| Pencil | \$299 | | \$64 | \$362 |
| Grand Total | \$438 | \$537 | \$1,203 | \$2,178 |

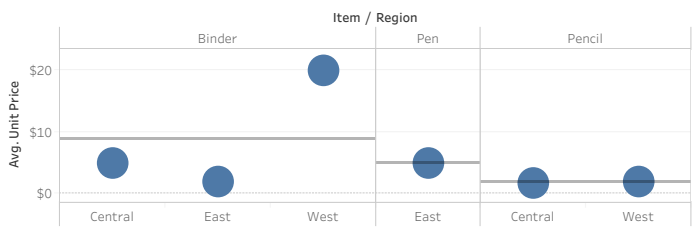
Region
Central
East
West

Revenue
\$58
\$1,139

Revenue by sales rep



Unit price by region



| | | | |
|----------------------------------|-------------------------------|------------------------------|--|
| Overall Product Line Performance | Highest Performing Sales Reps | Lowest Performing Sales Reps | |
|----------------------------------|-------------------------------|------------------------------|--|