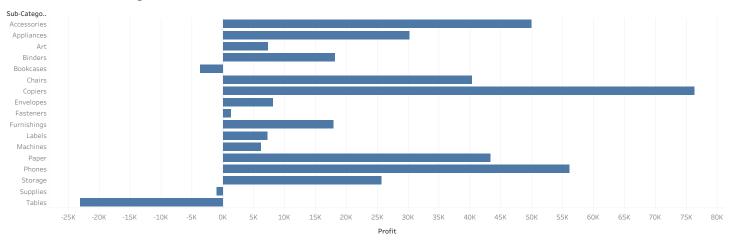
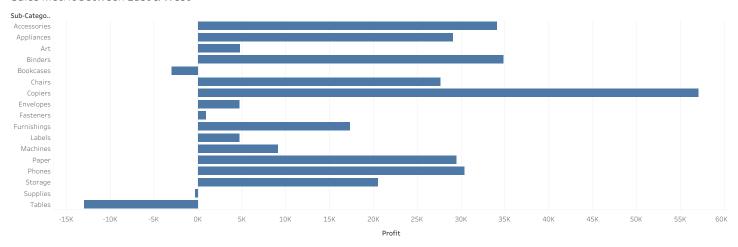
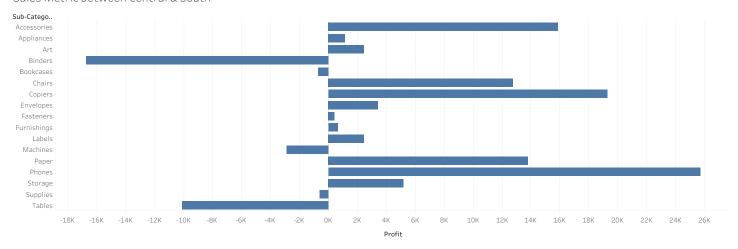
## Sales Metric between Regions



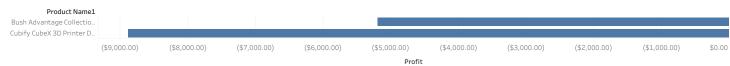
## Sales Metric between East & West

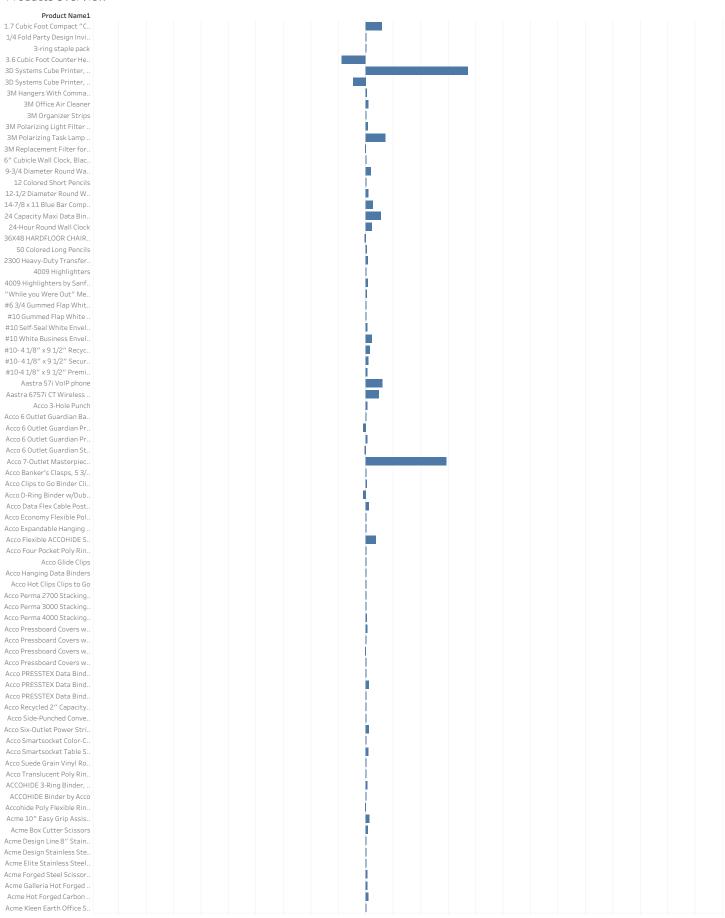


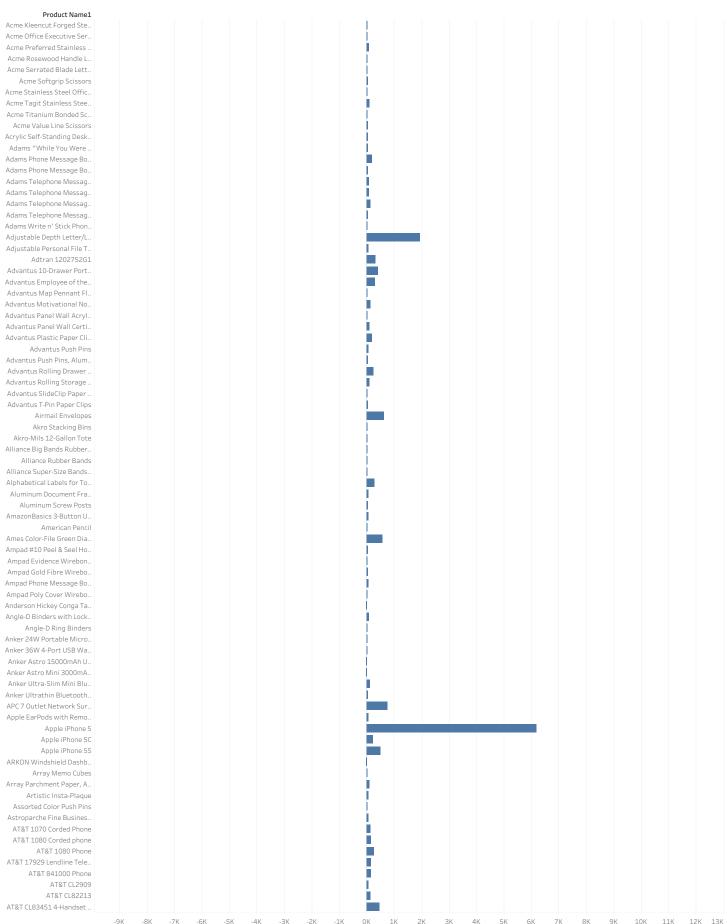
## Sales Metric between Central & South

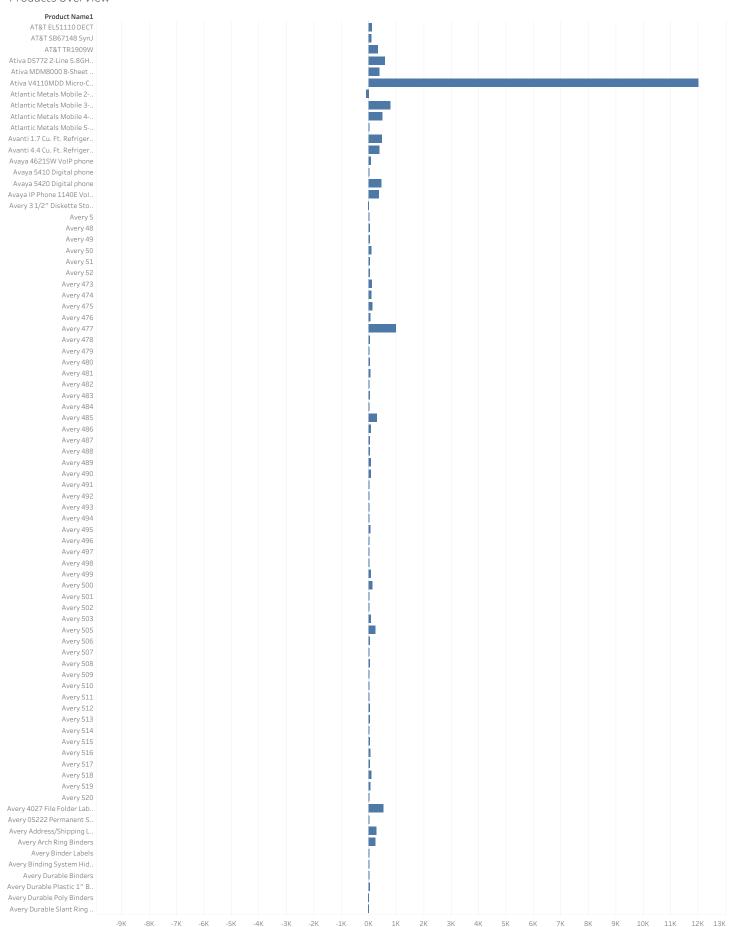


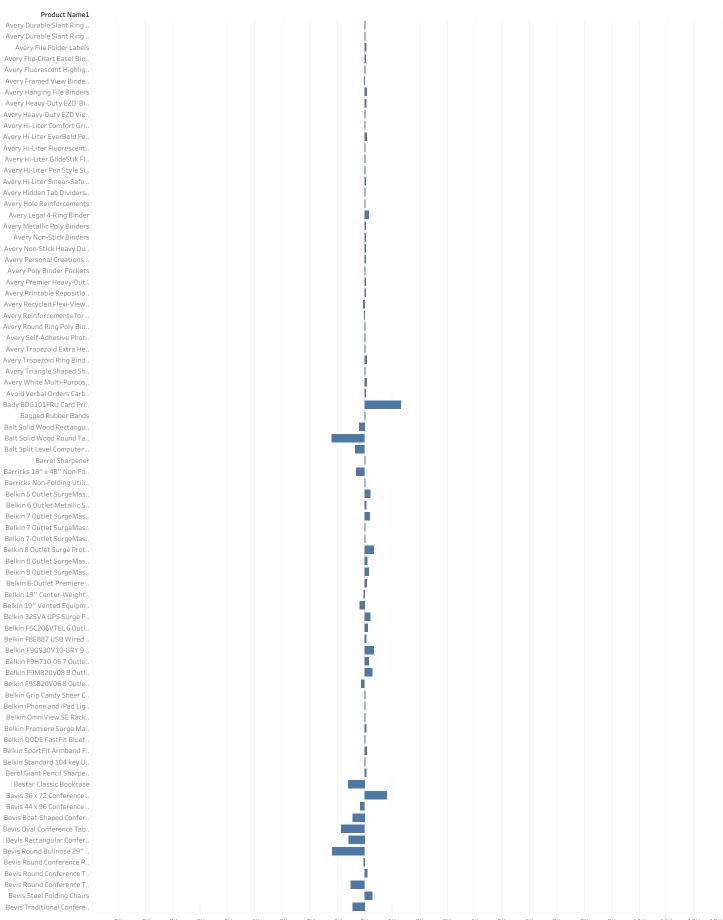
## Two Products w/ Negative Profits

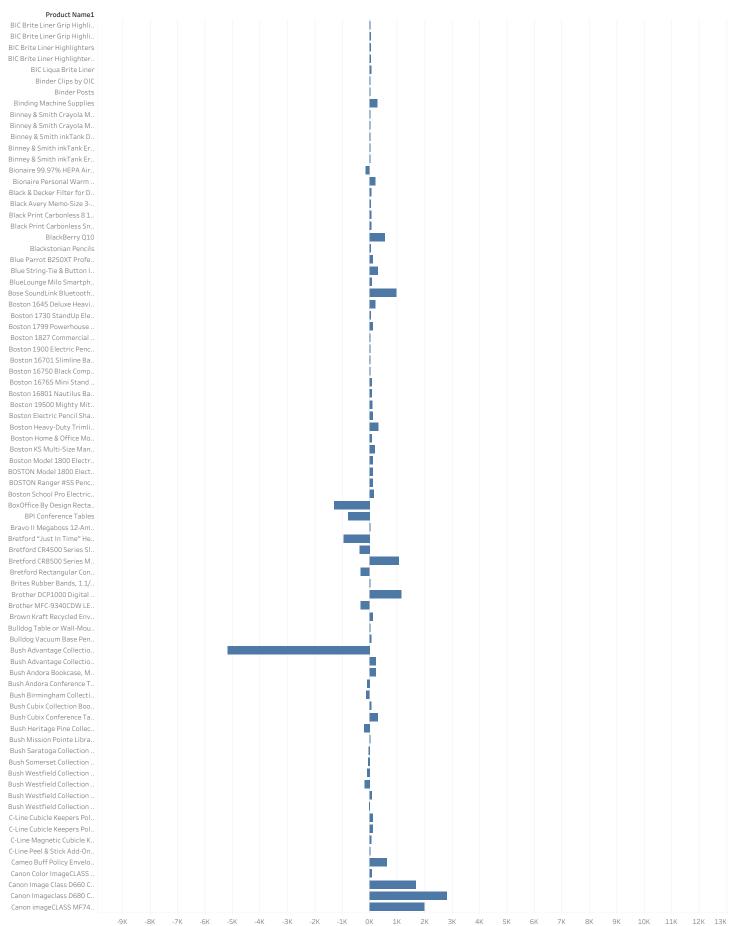


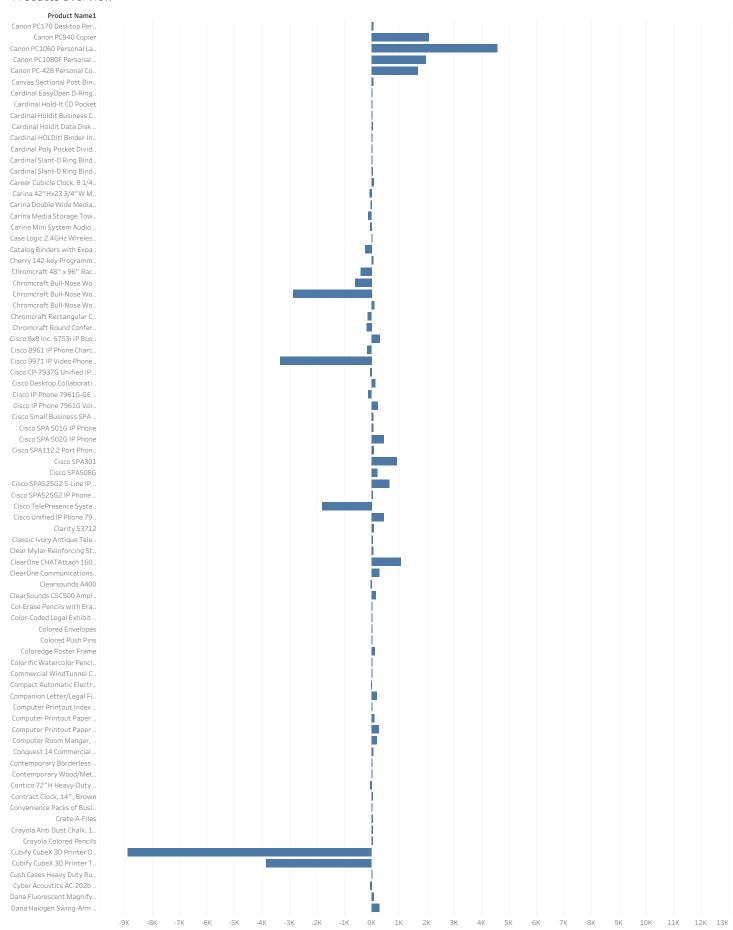




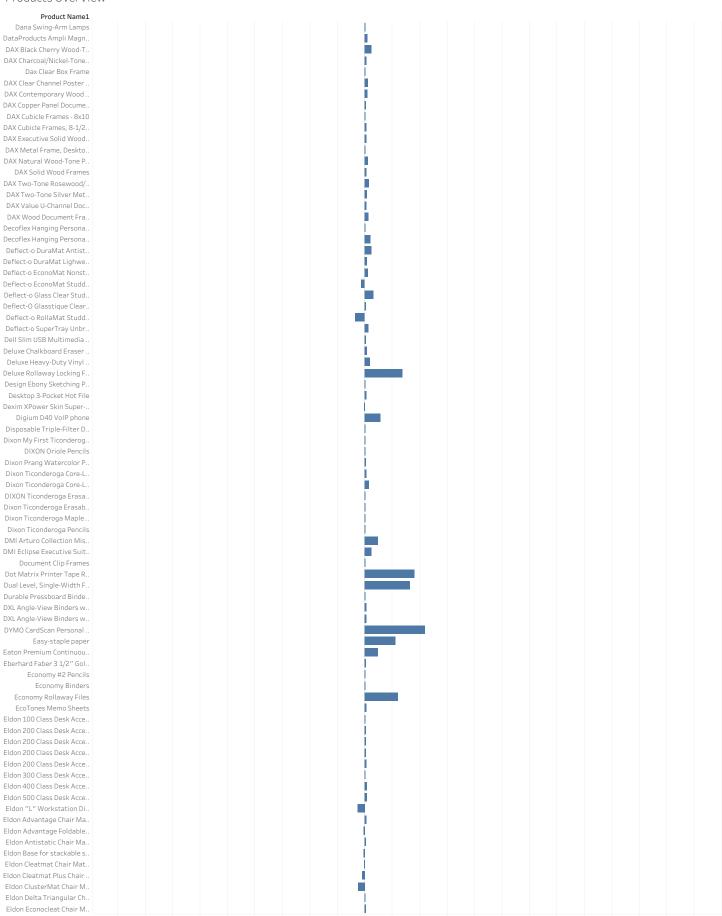


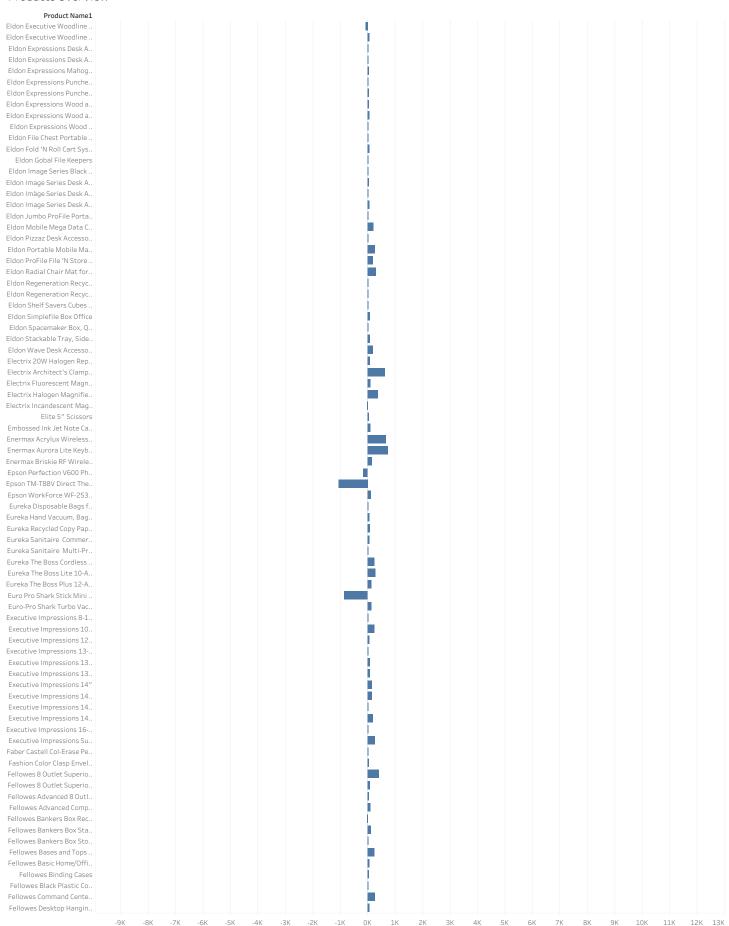


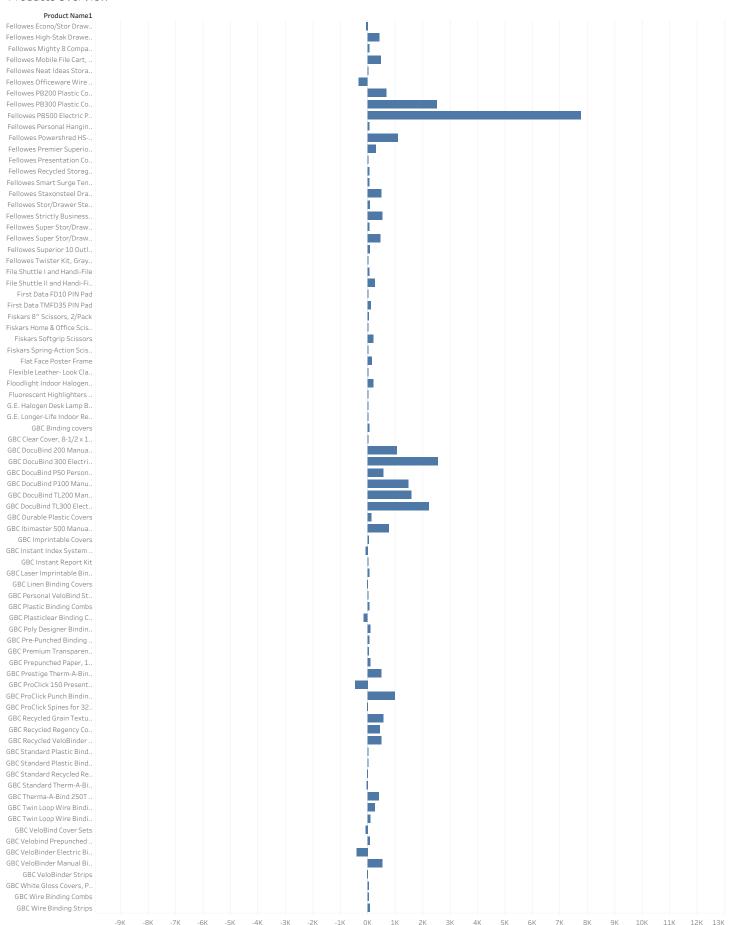


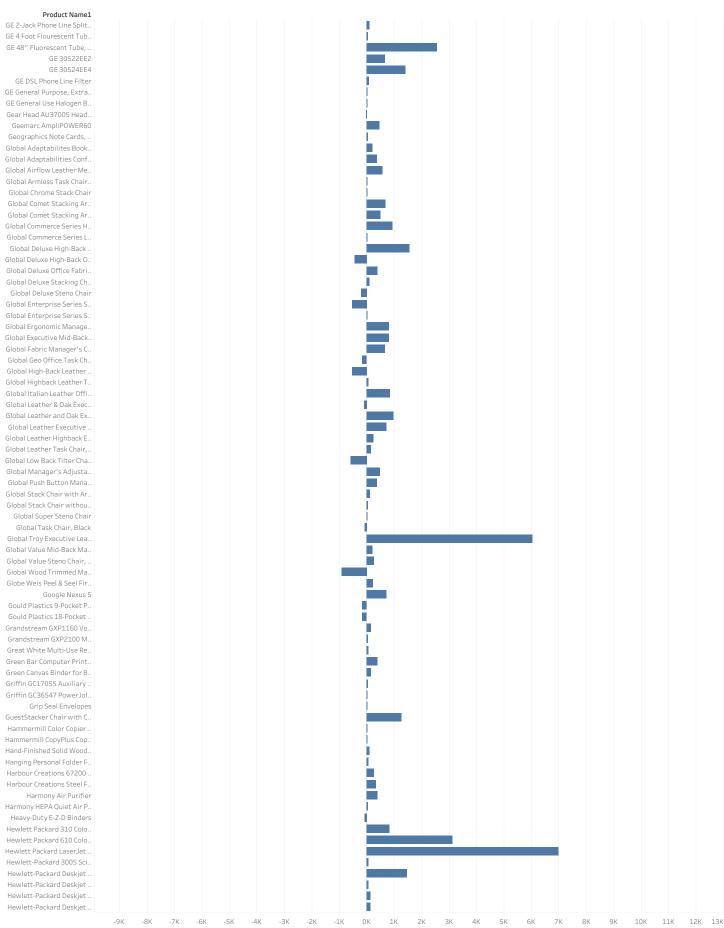


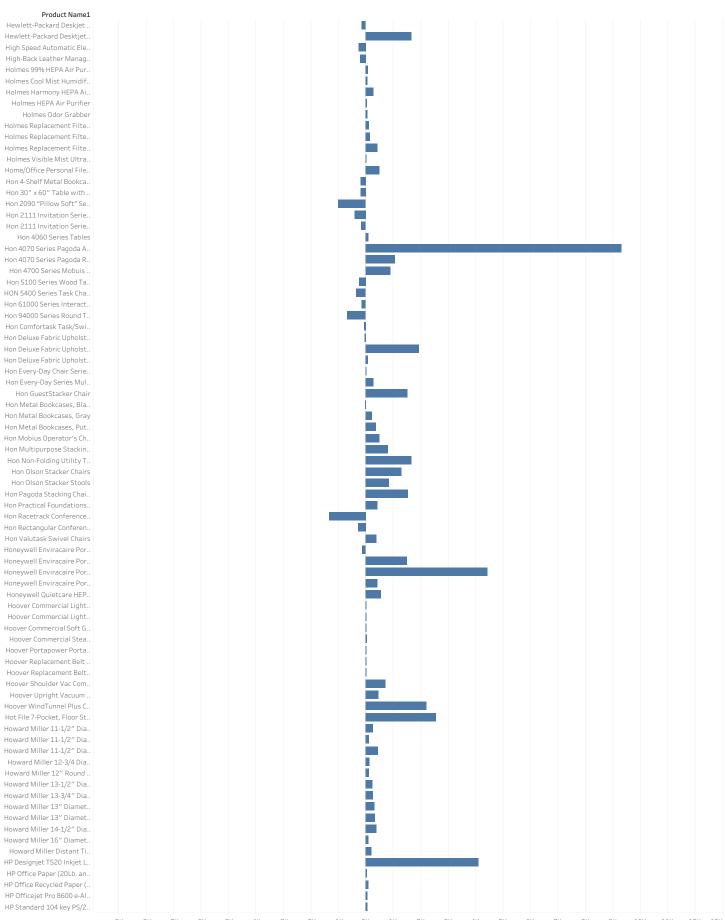
Profit

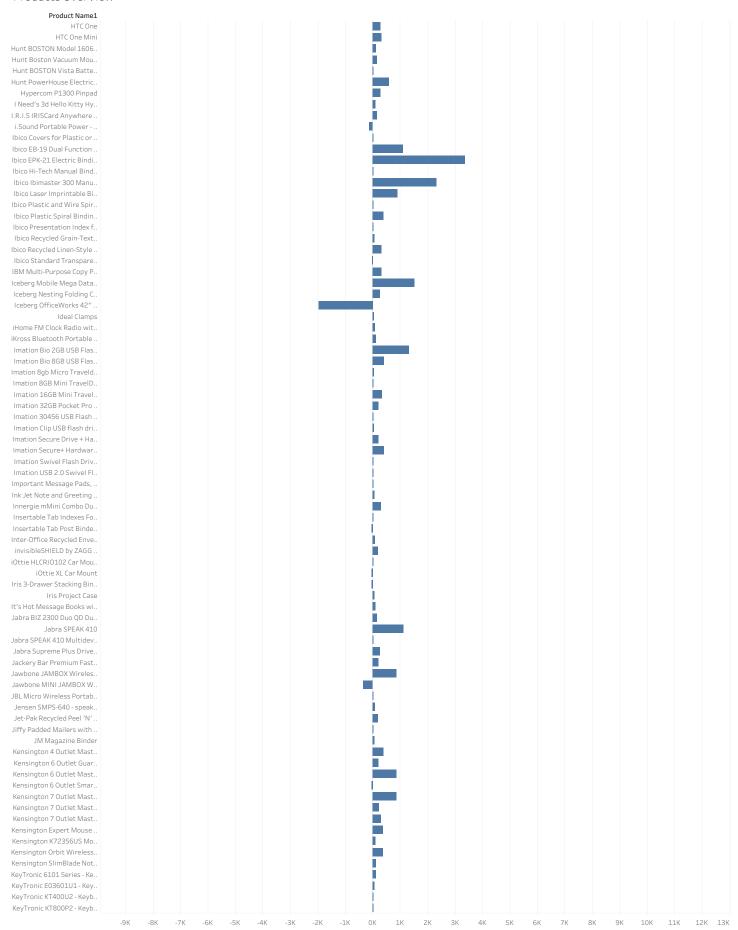


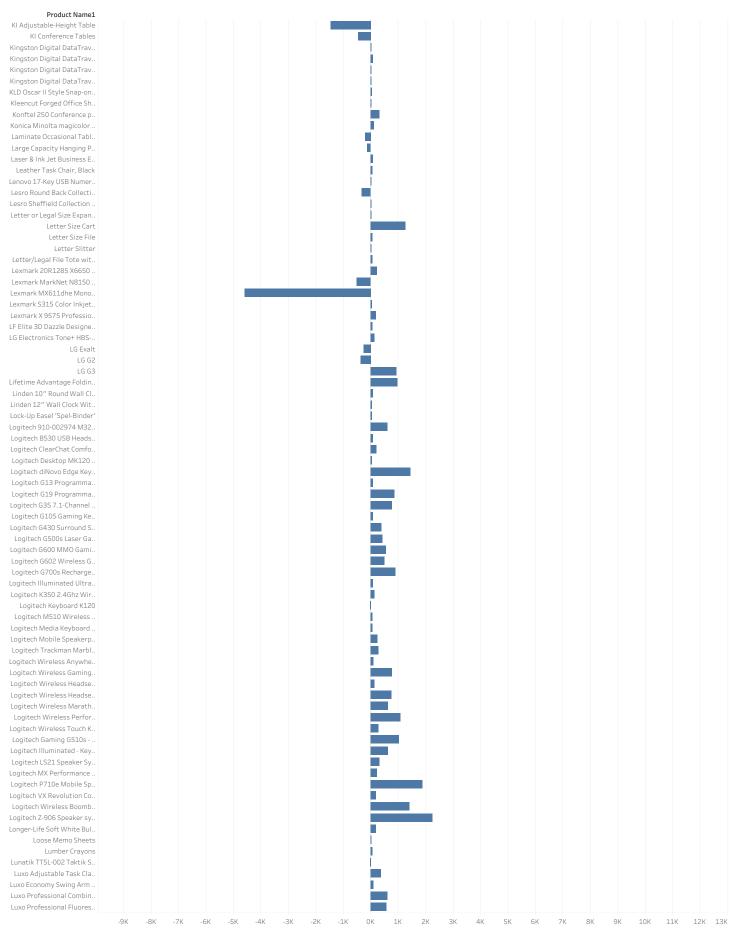


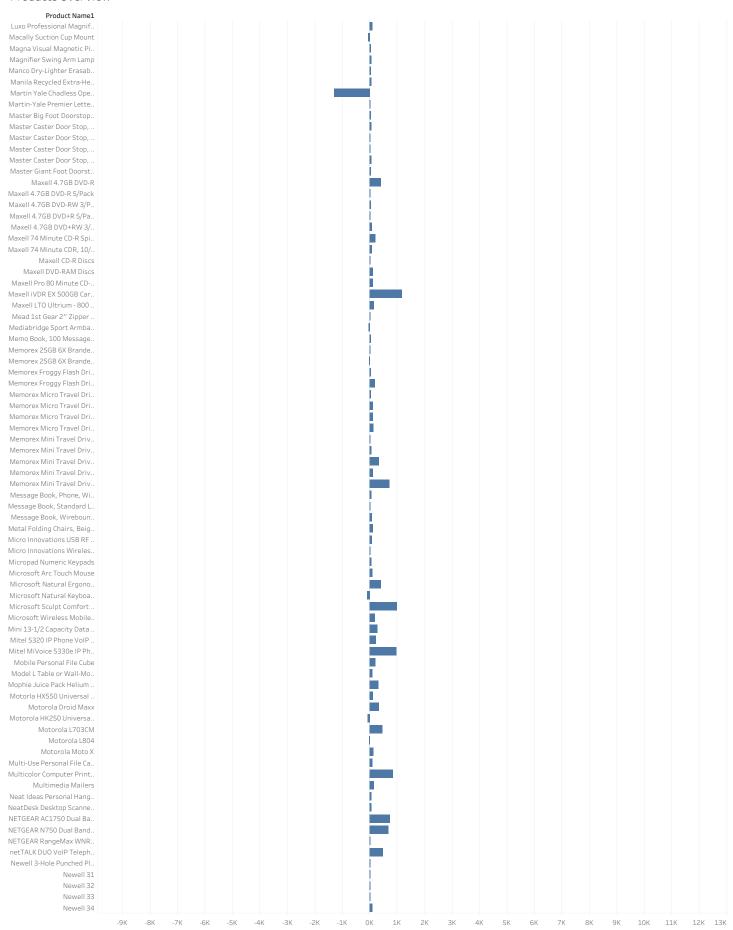




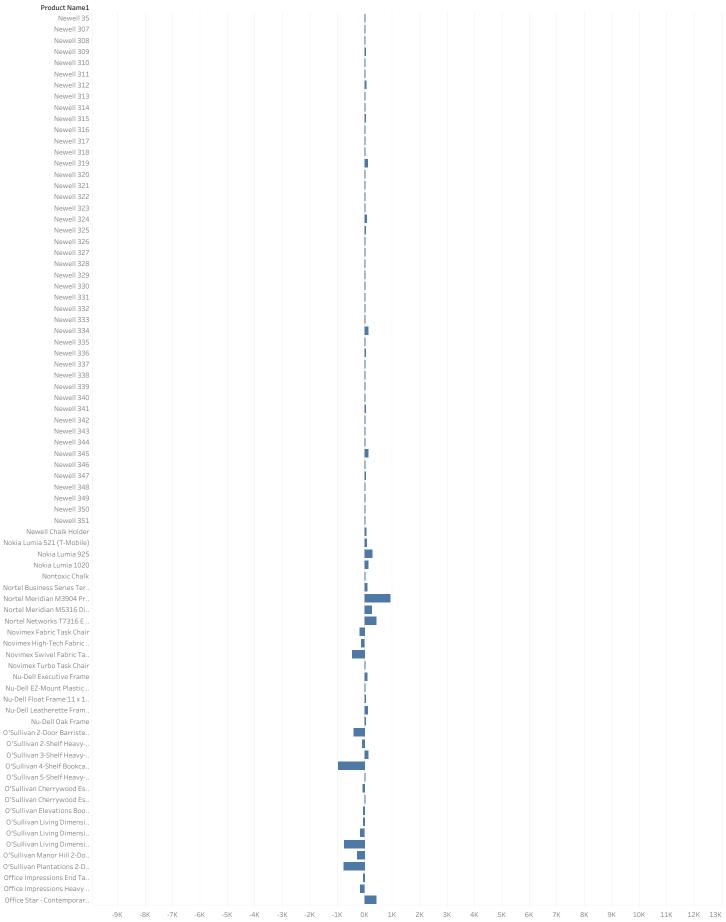


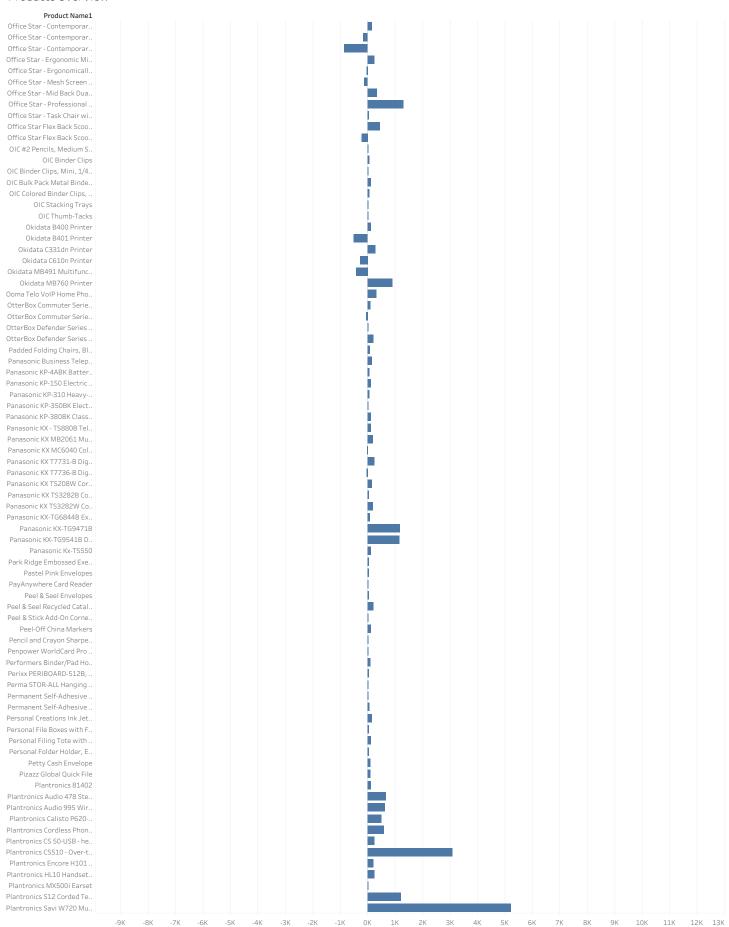


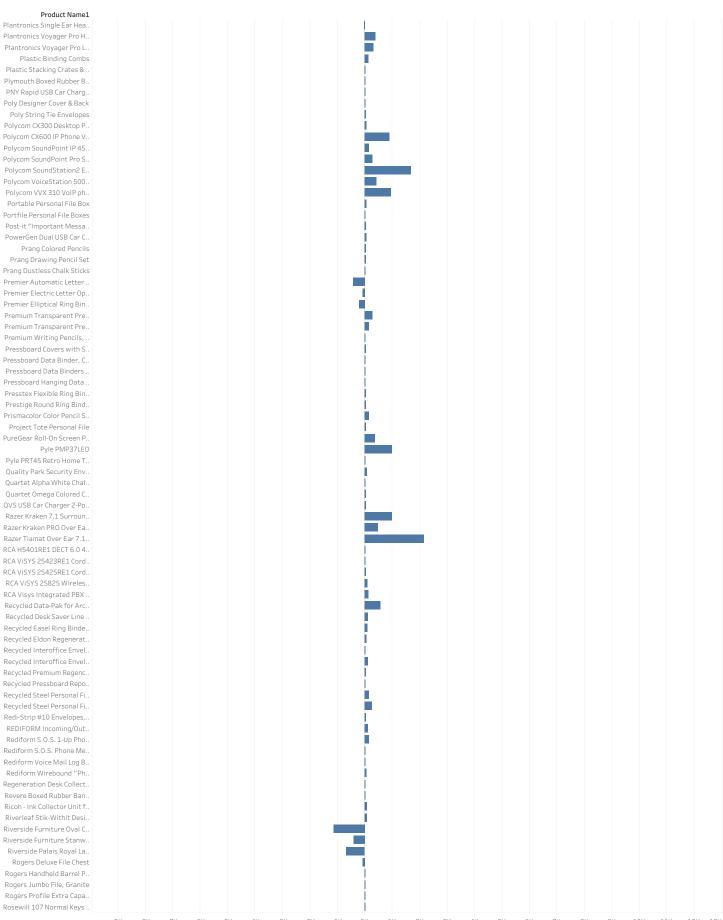


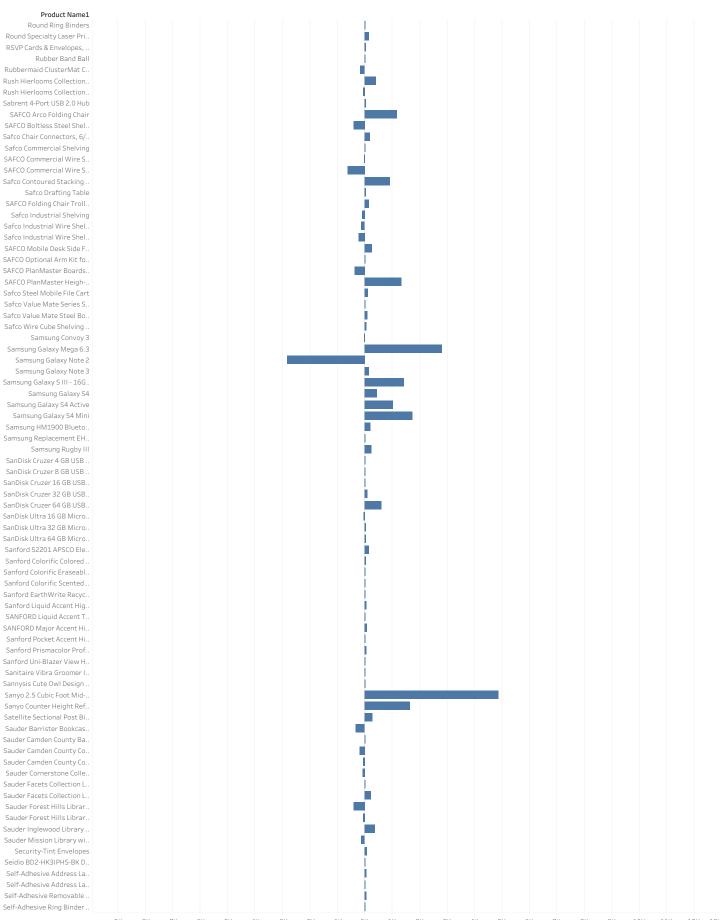


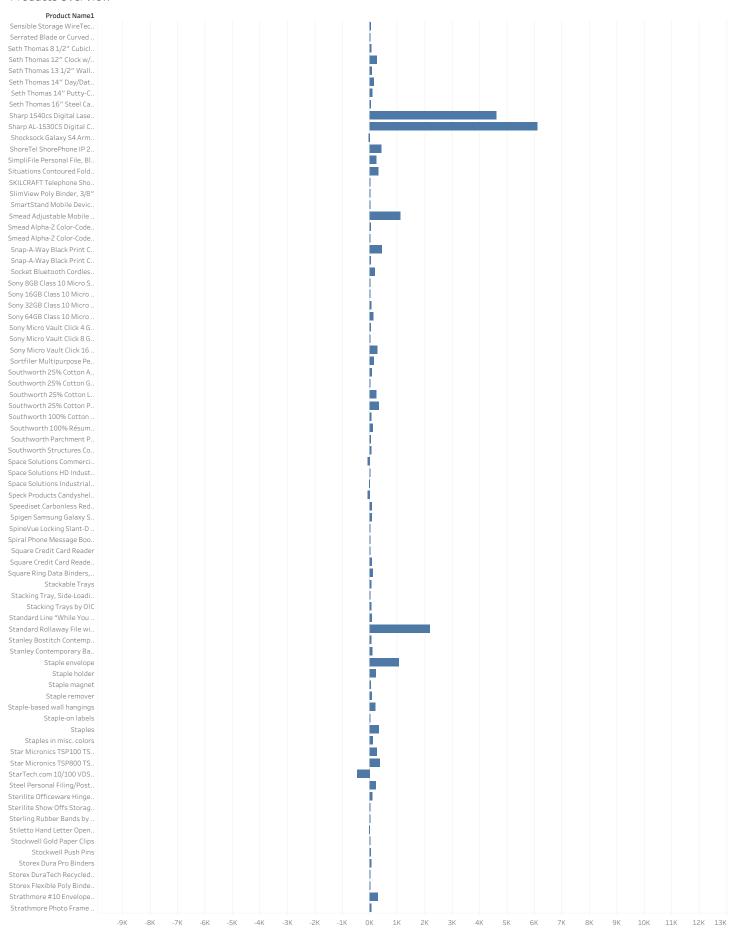
Profit

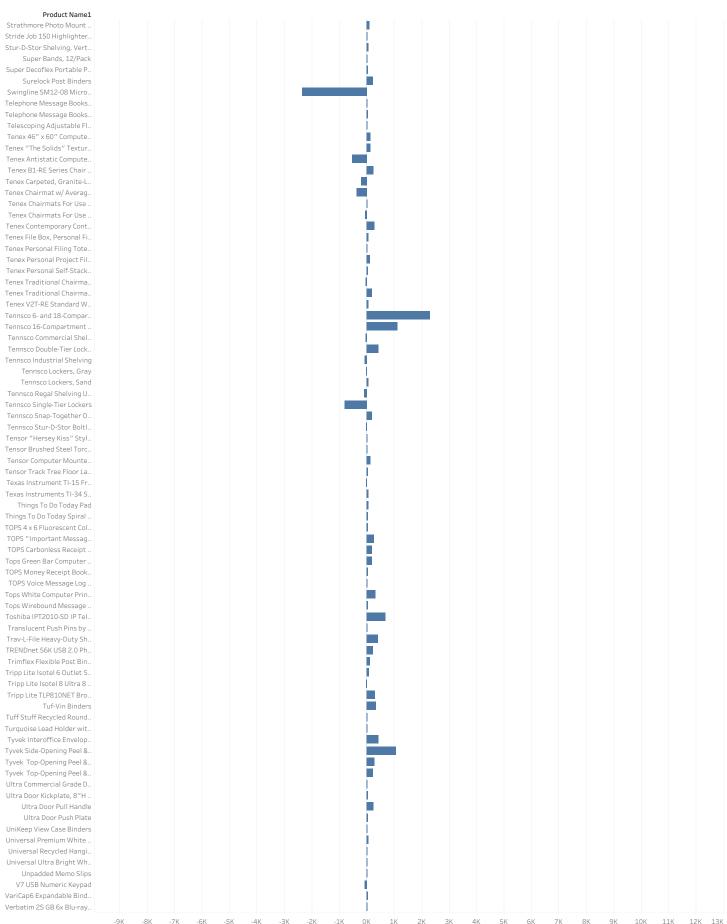


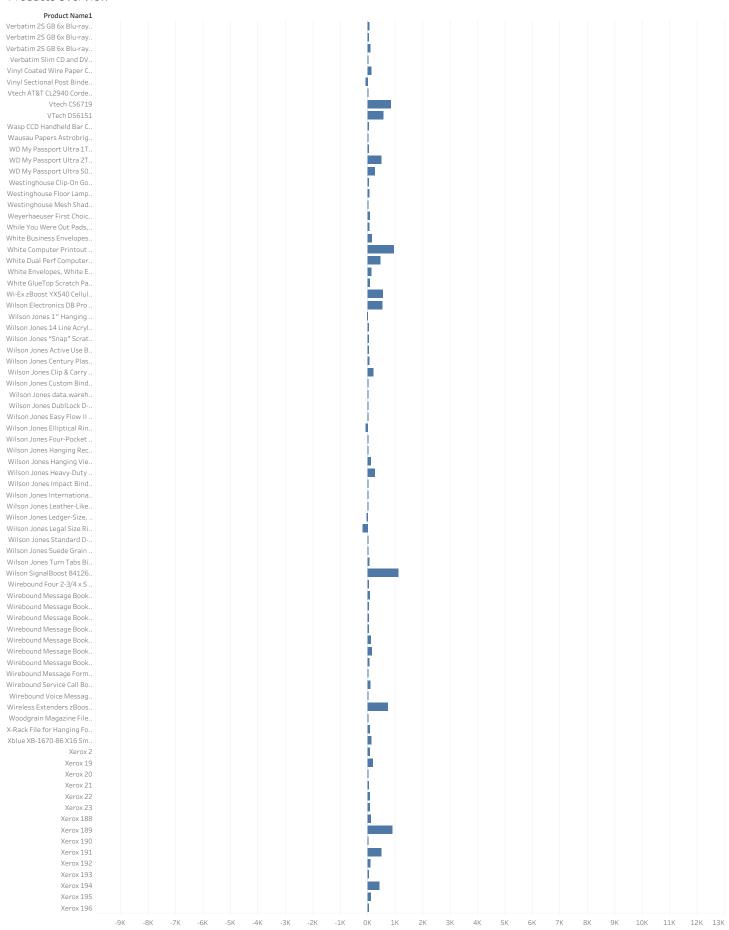


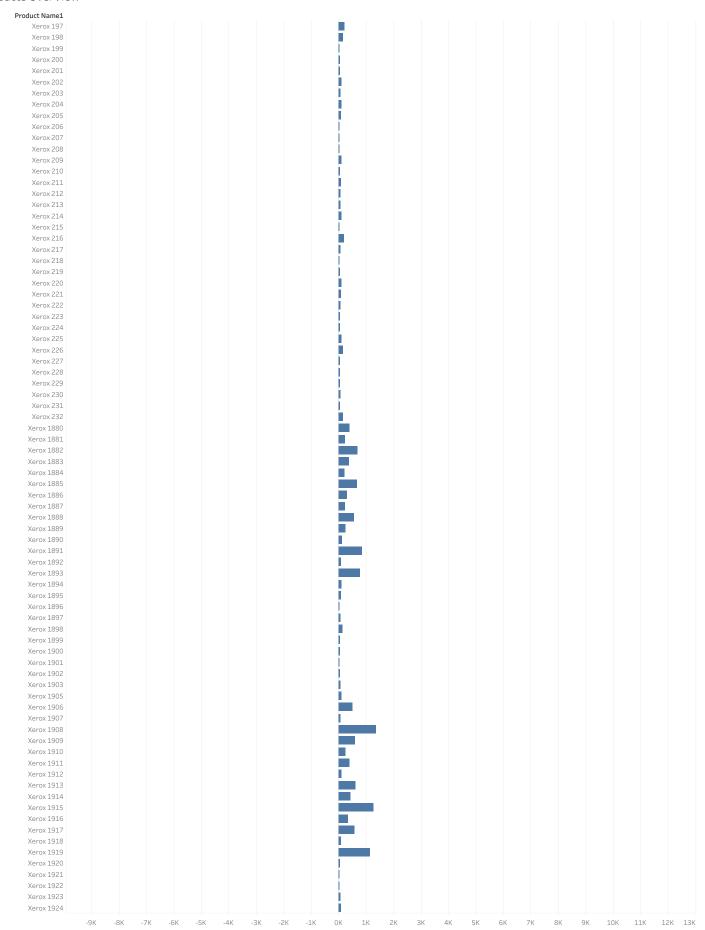


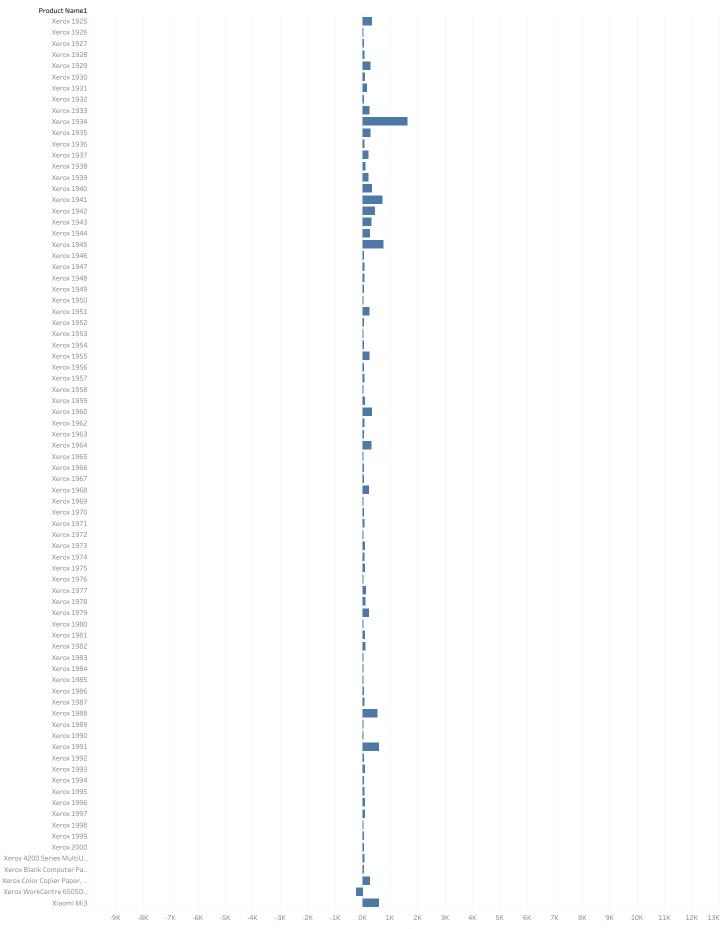












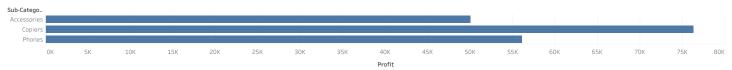


Xtral.ife ClearVue Slant-D .. Xtral.ife ClearVue Slant-D .. Zebra GK420t Direct Ther.. Zebra GX420t Direct Ther.. Zebra Zazzle Fluorescent .. Zebra ZM400 Thermal Lab.. Zipper Ring Binder Pockets

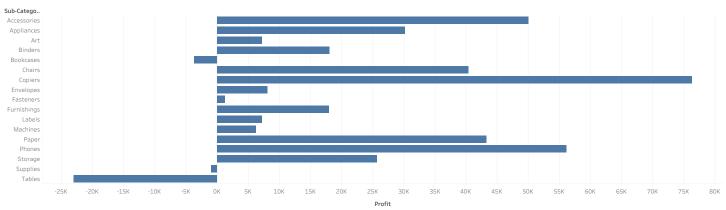


## Two Products w/ Positive Profits

## Top Performing 3 Sub-Categories



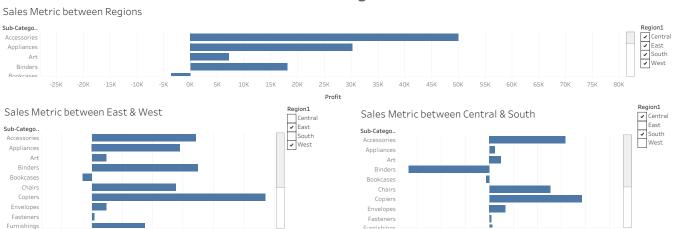
## Sub-Categories OverView



## Lowest Performing 3 Sub-Categories



# OverView of Regions



40K

20K

30K

-10K

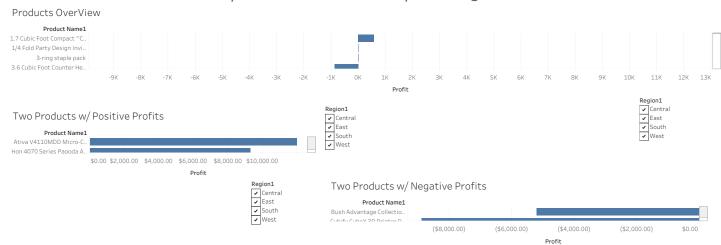
50K 60K

-10K -5K

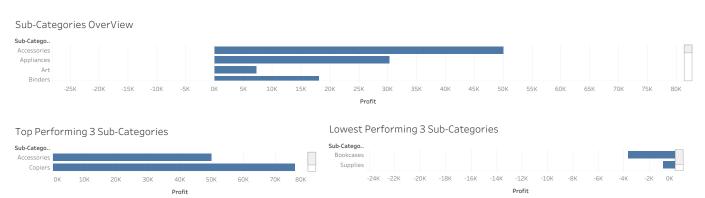
5K 10K 15K 20K 25K

Profit

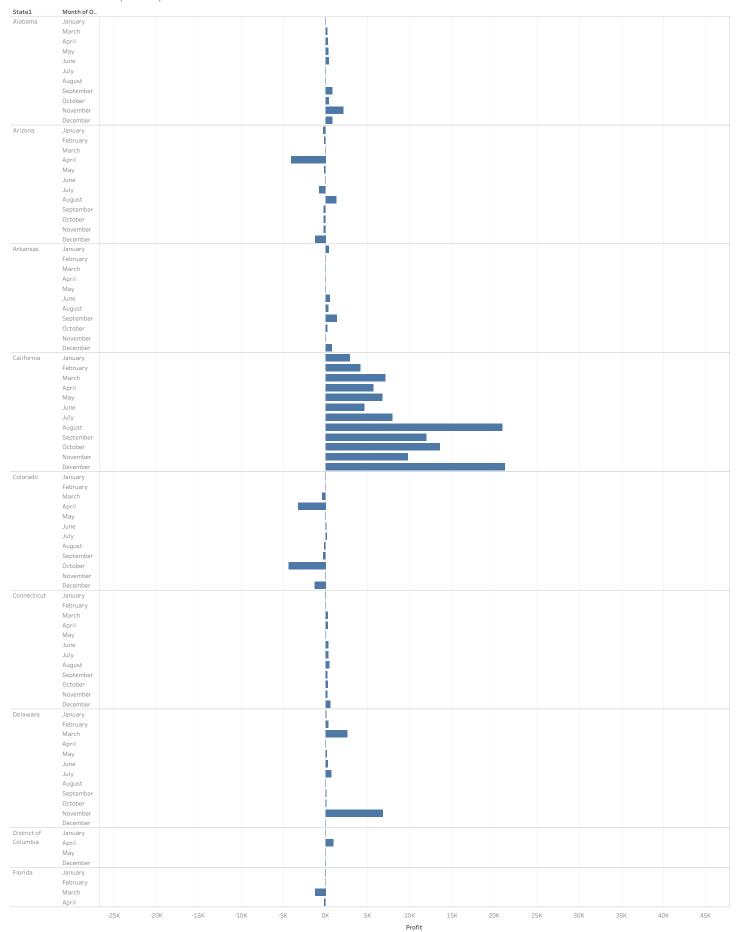
## Products OverView/ Two Positive Products/ Two Negative Products

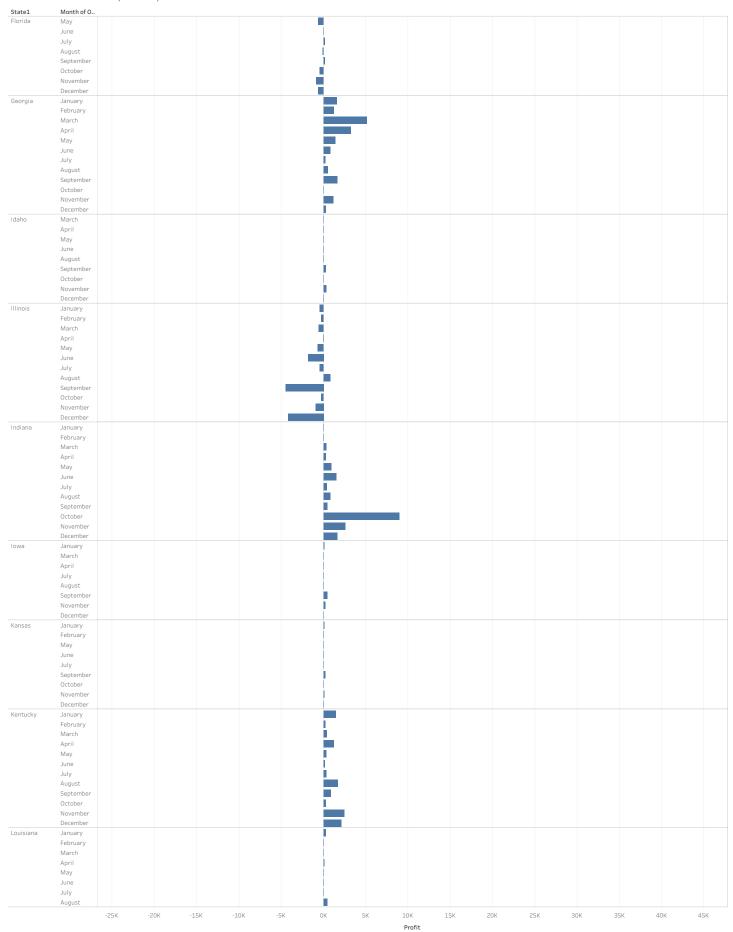


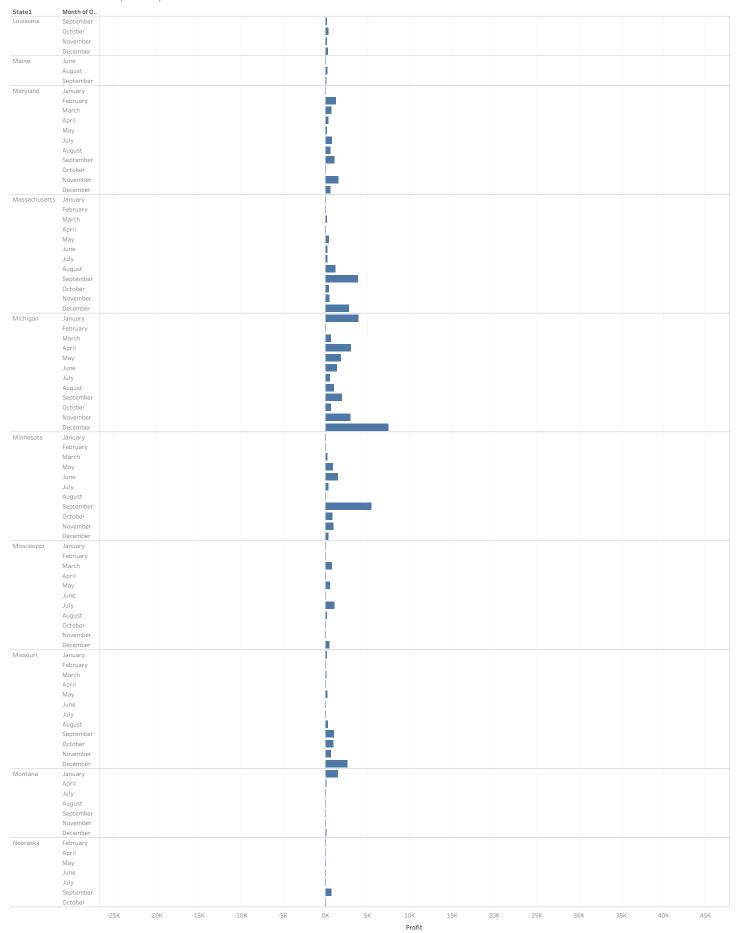
# **Sub-Categories Visualization Across all Regions**

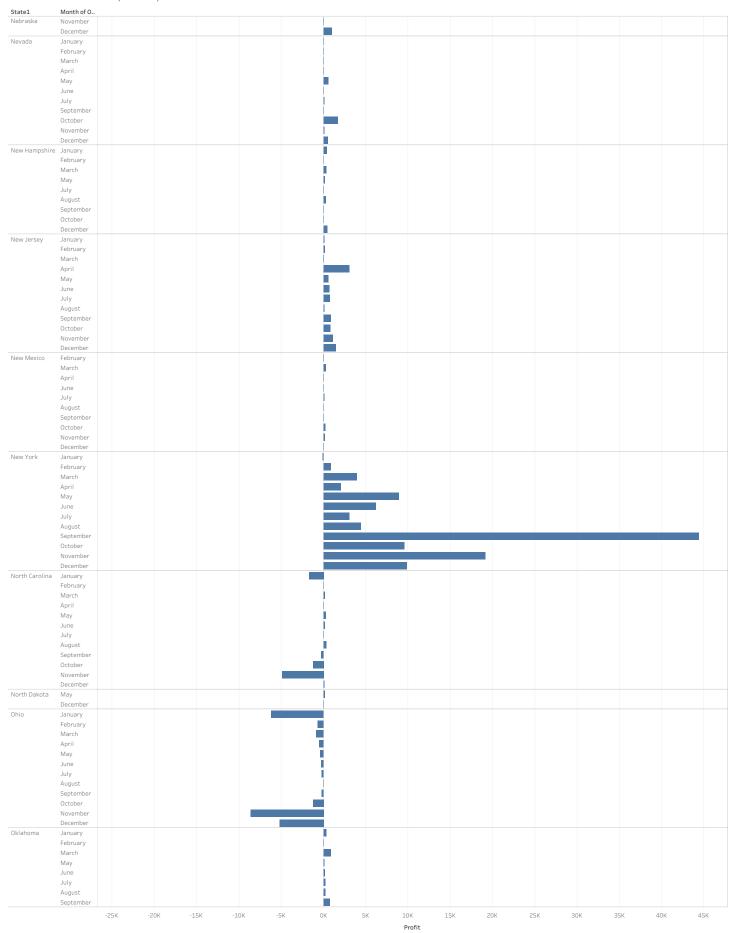


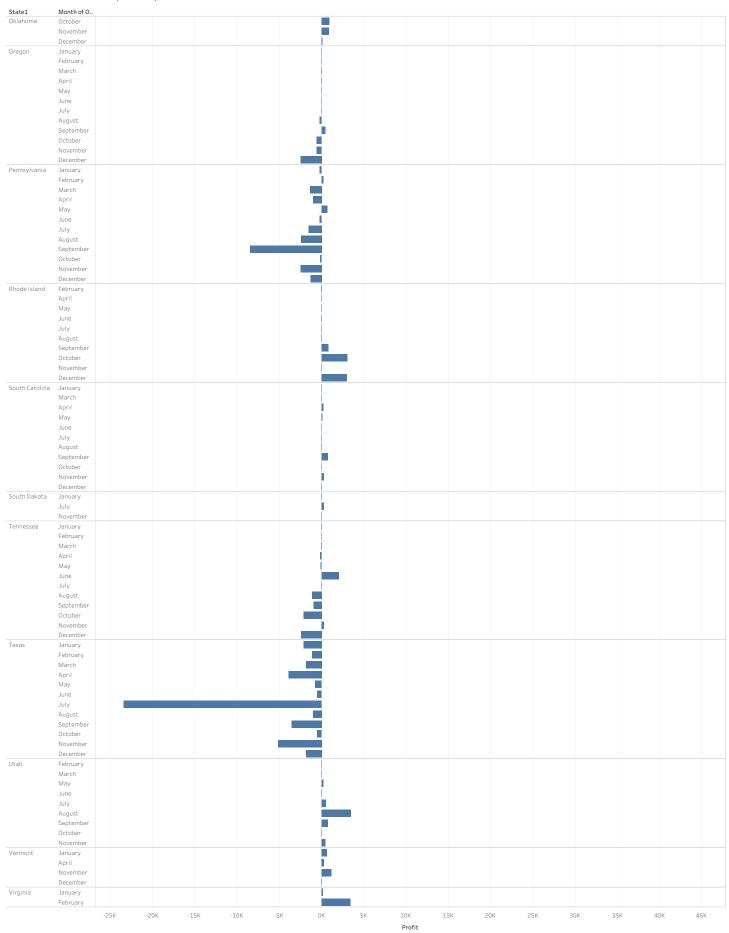
## Chart of States Profits (Months)

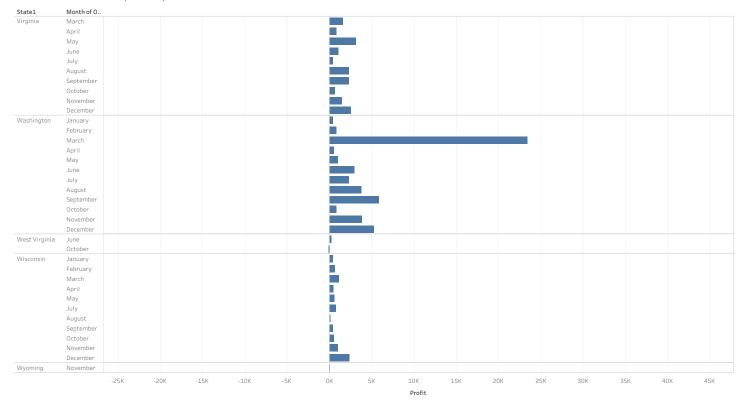




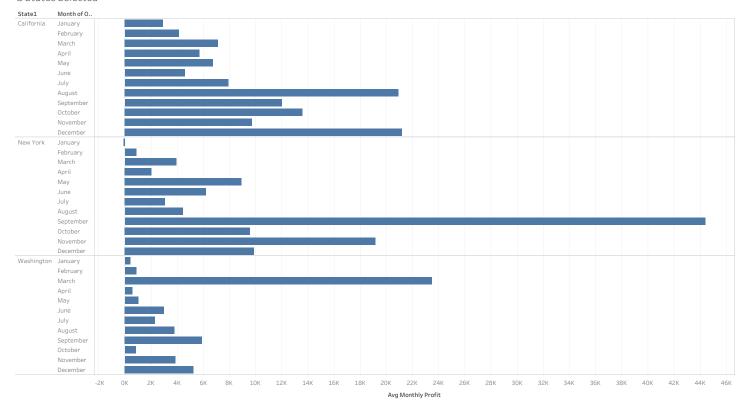




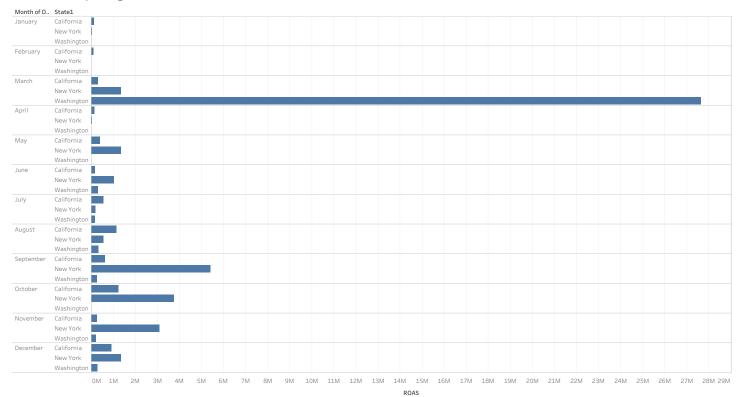




## 3 States Selected



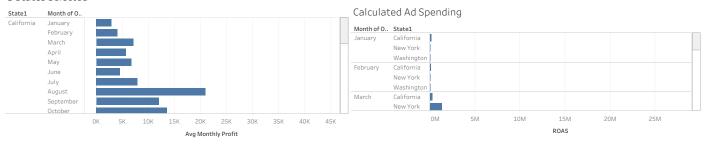
## Calculated Ad Spending



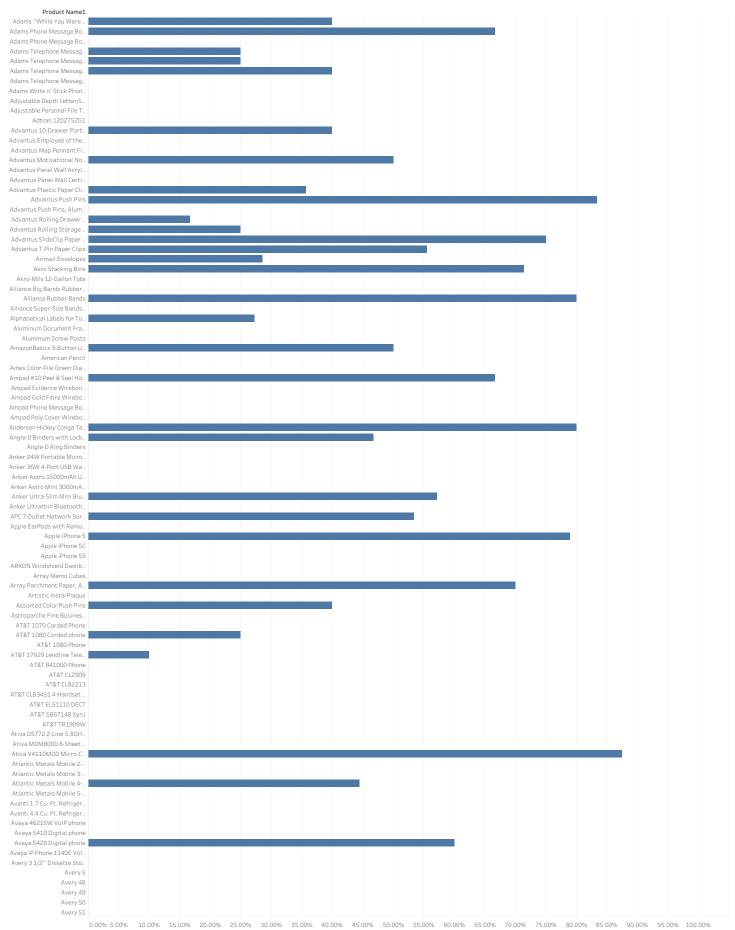
## Advertising

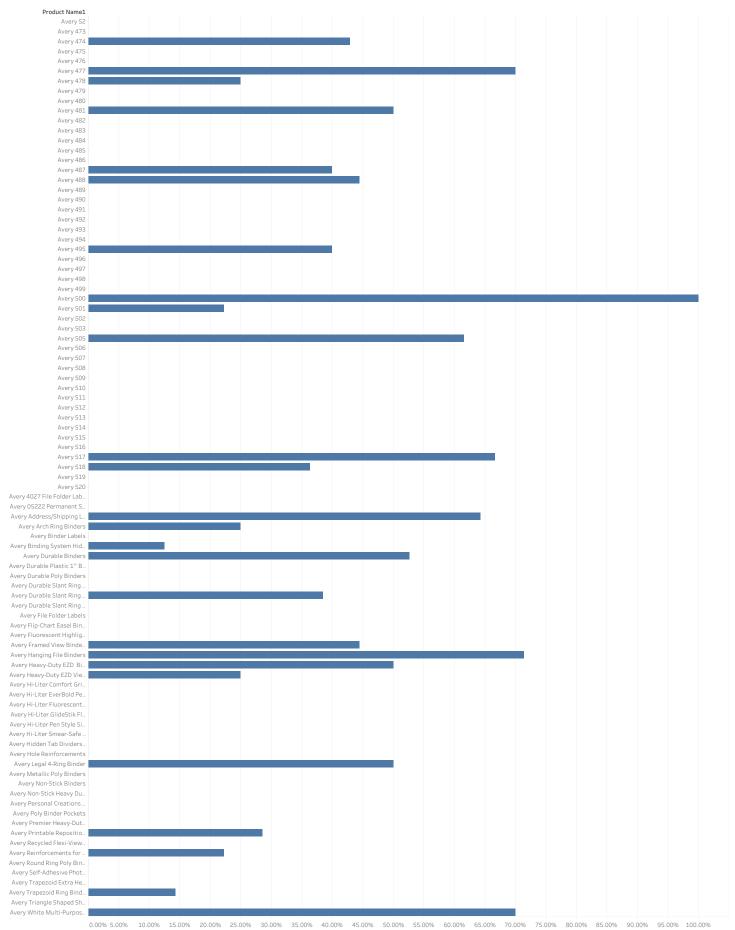


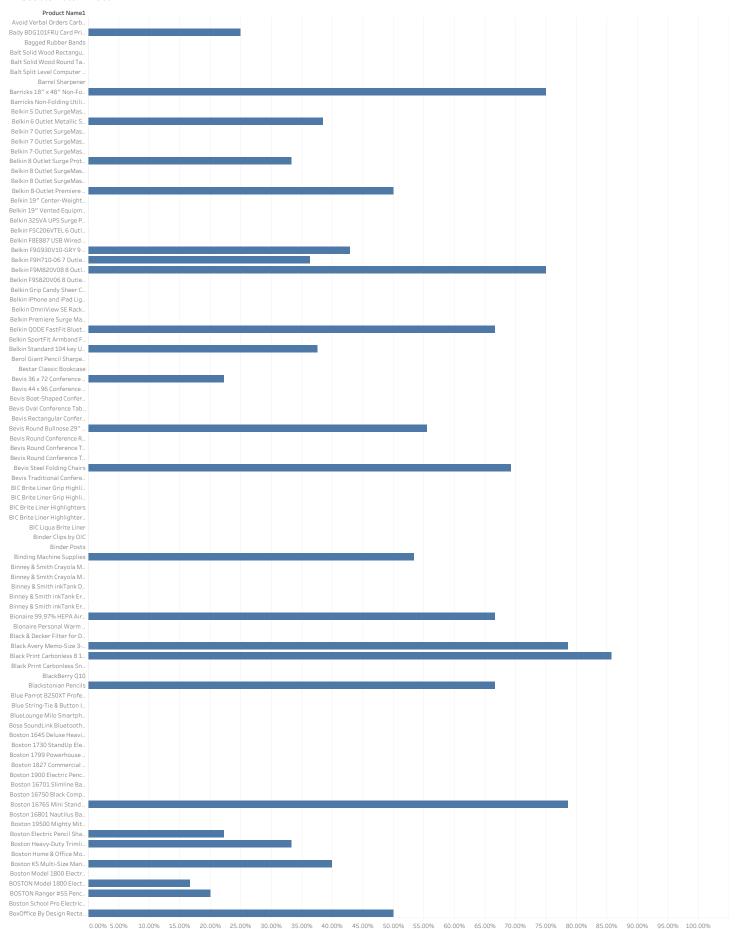




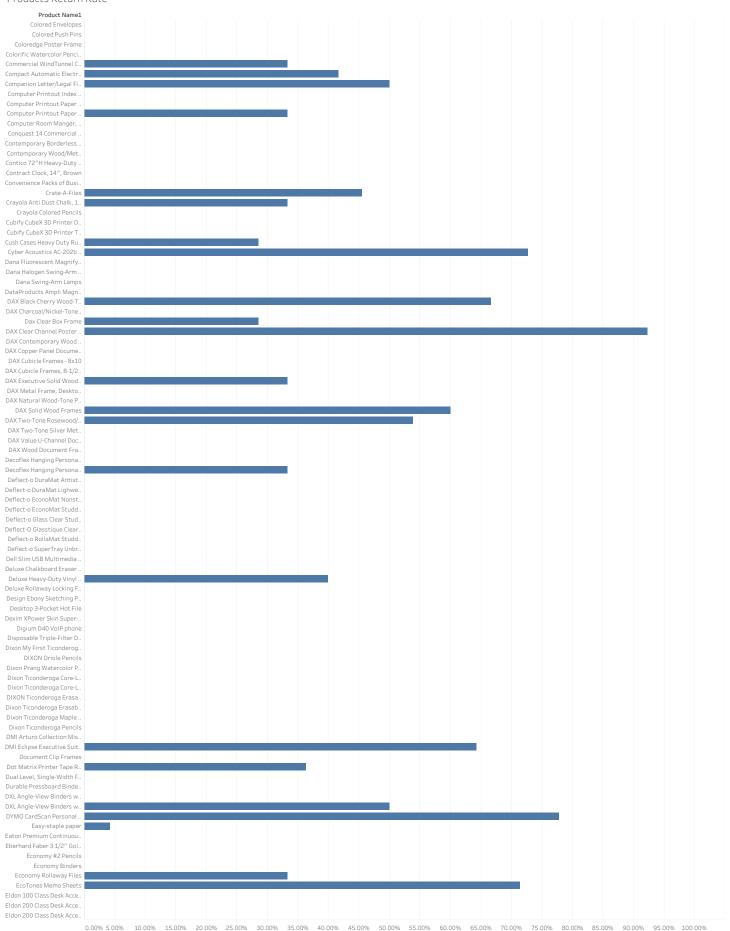


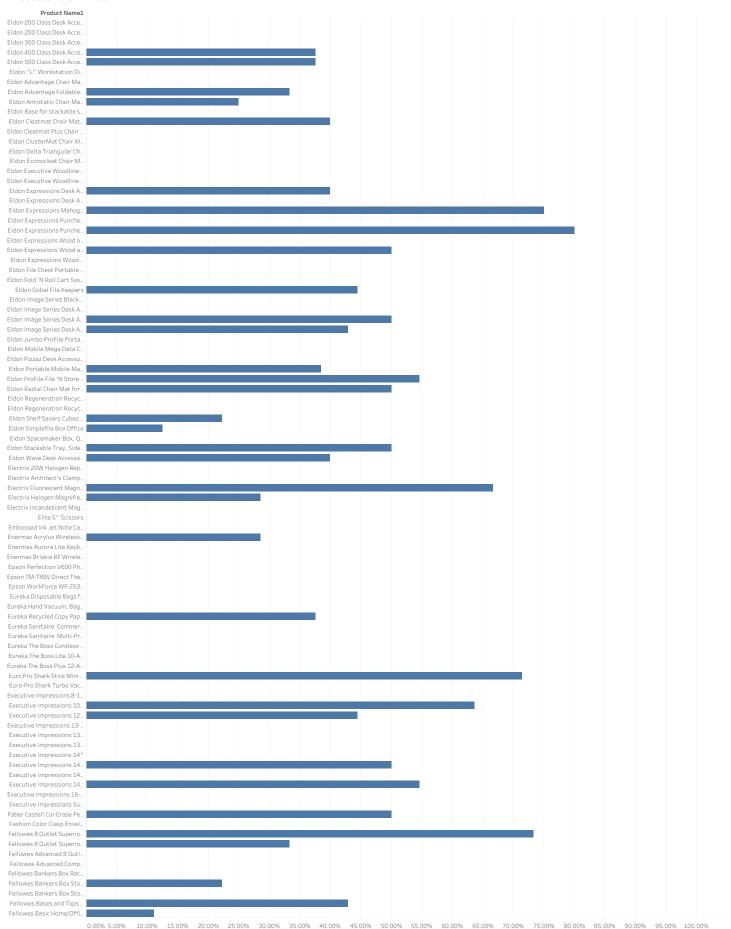


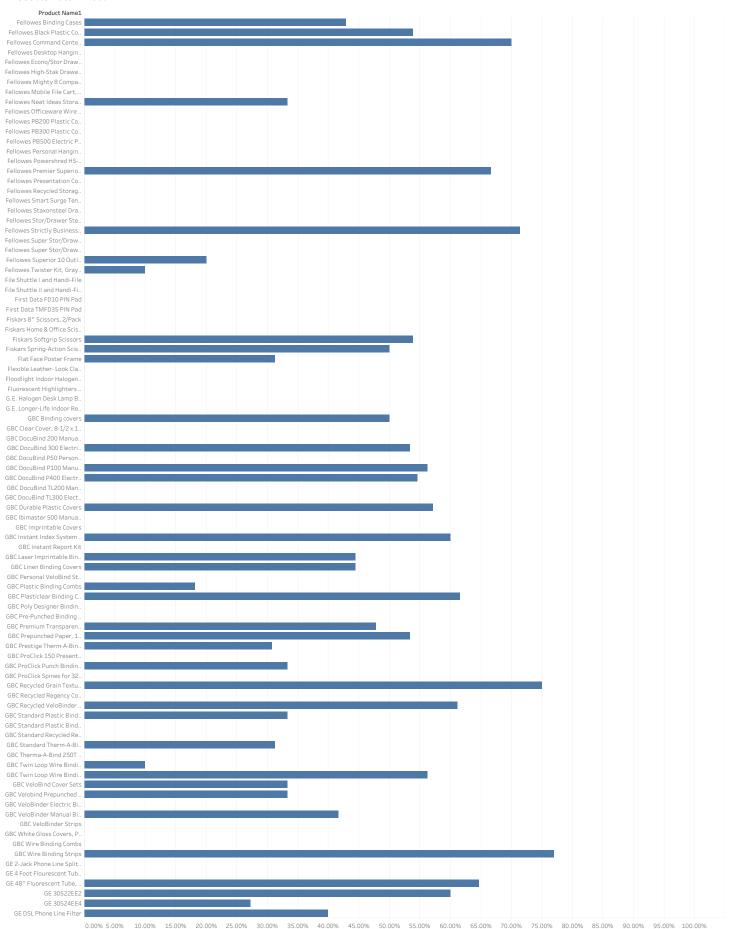


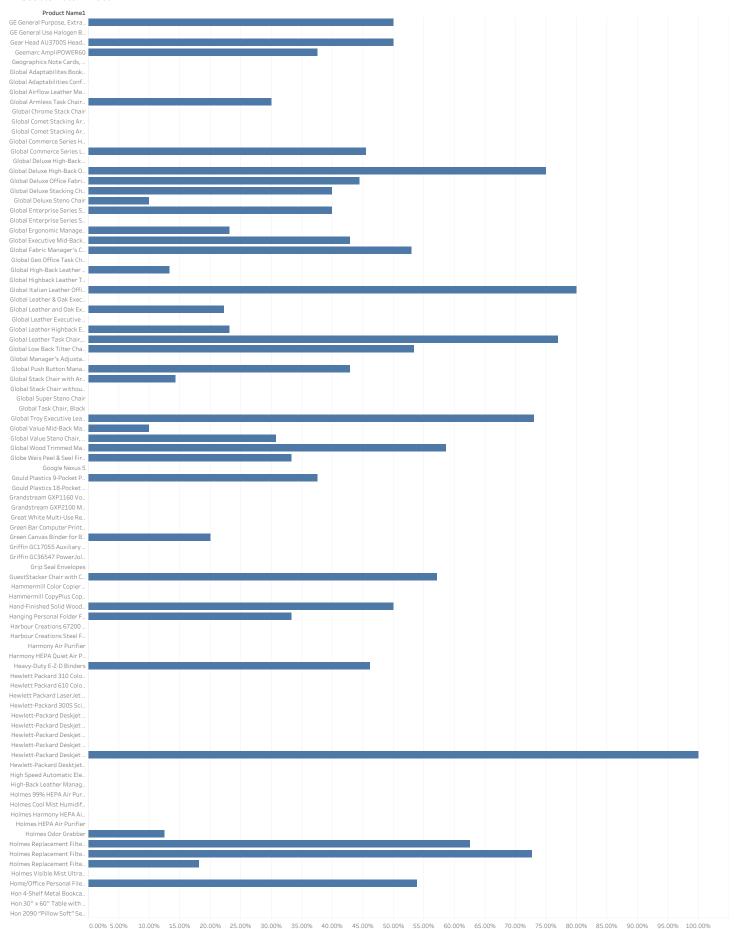


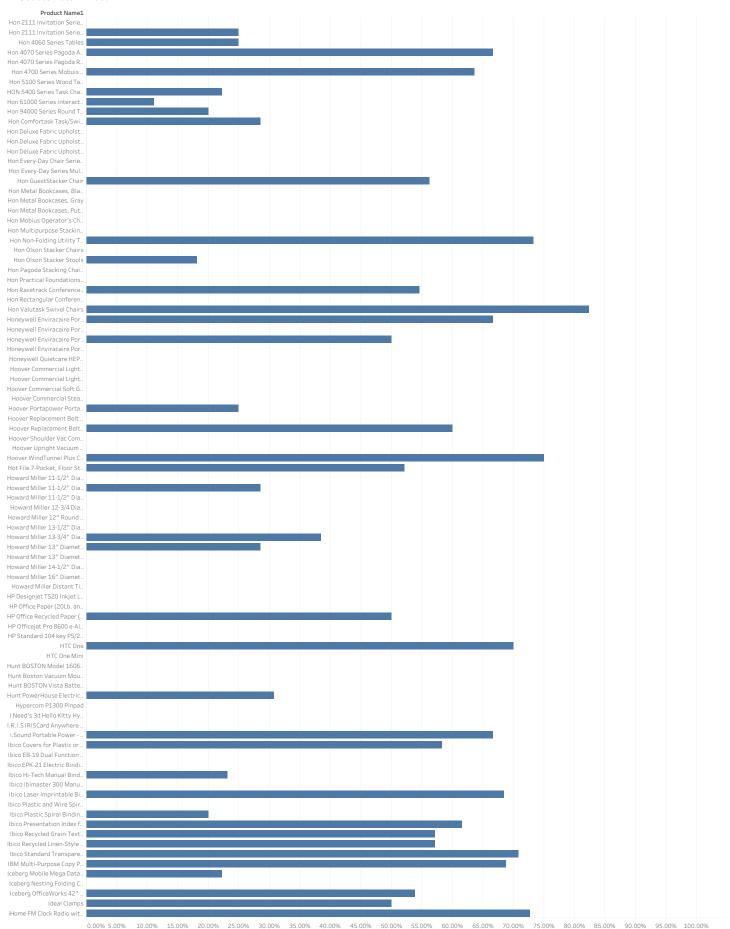


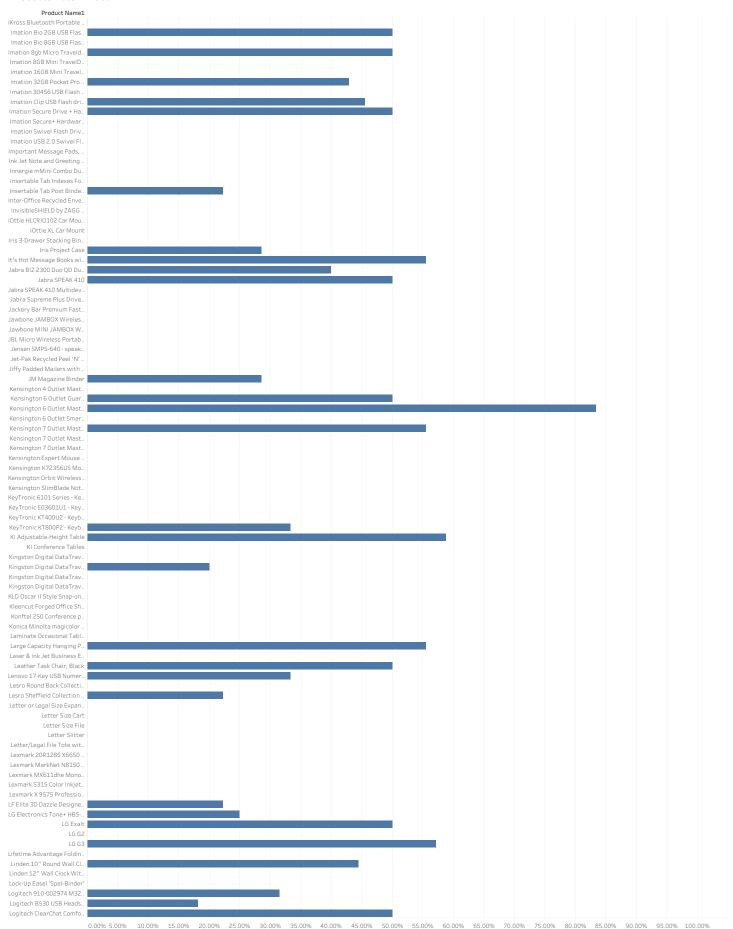


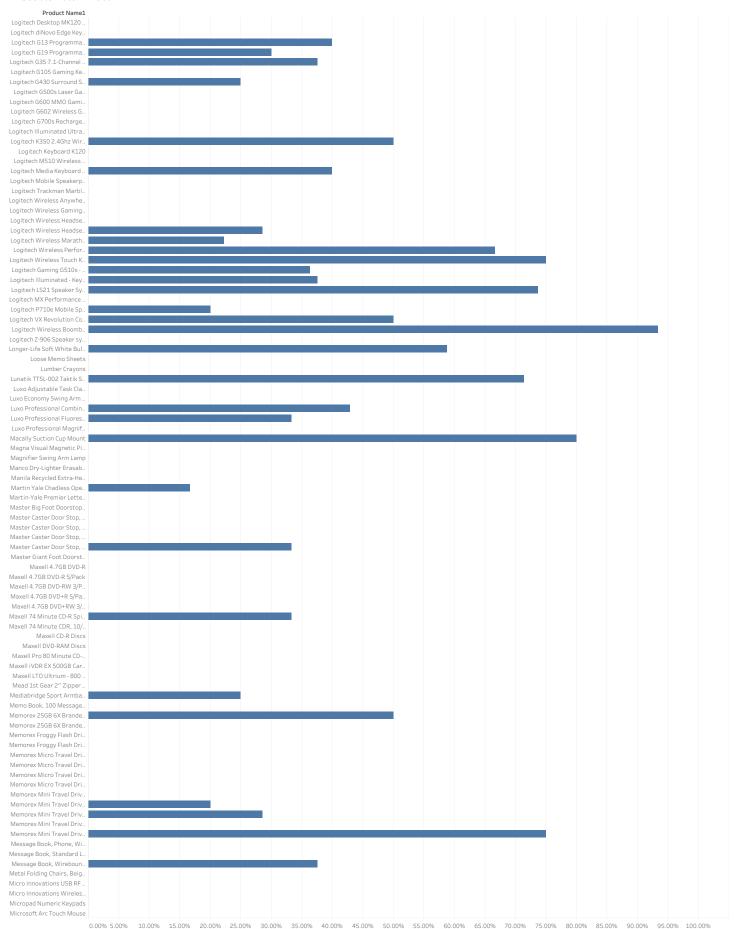


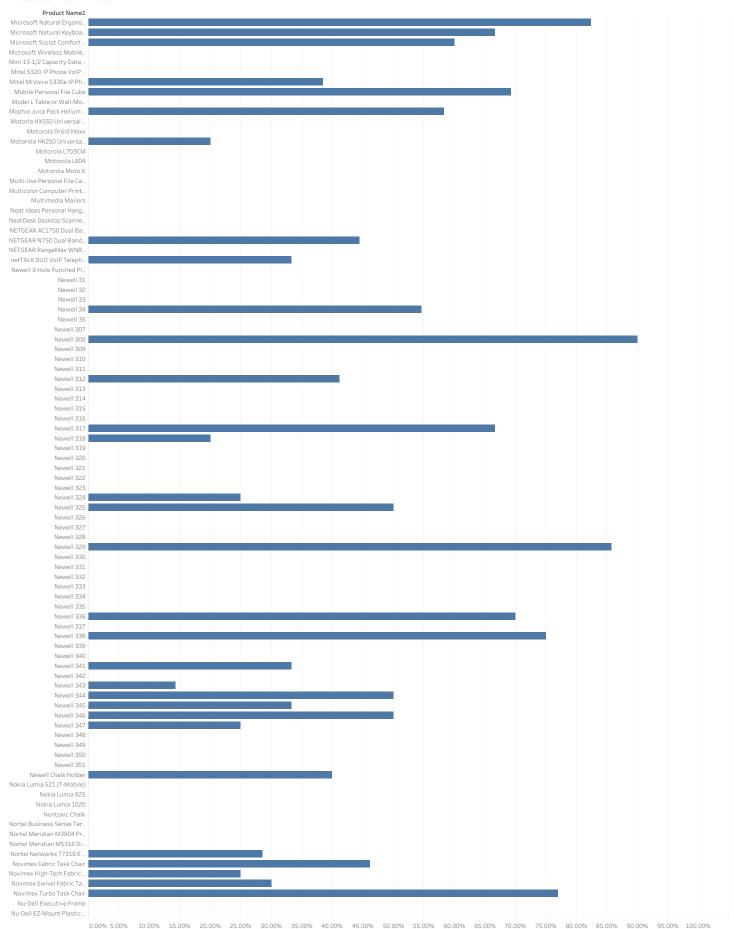




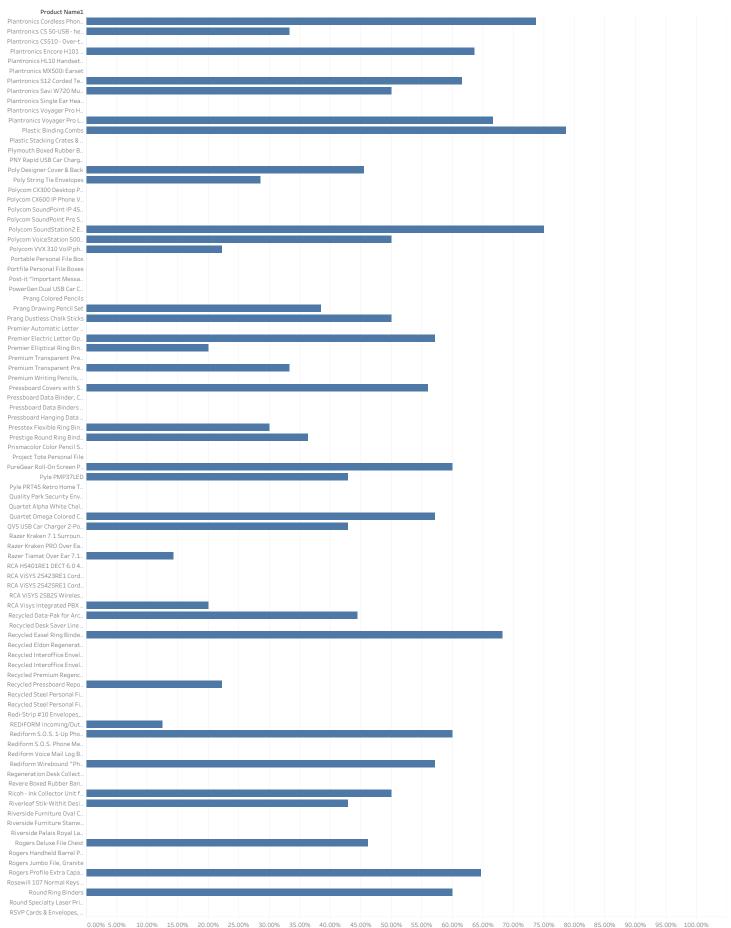


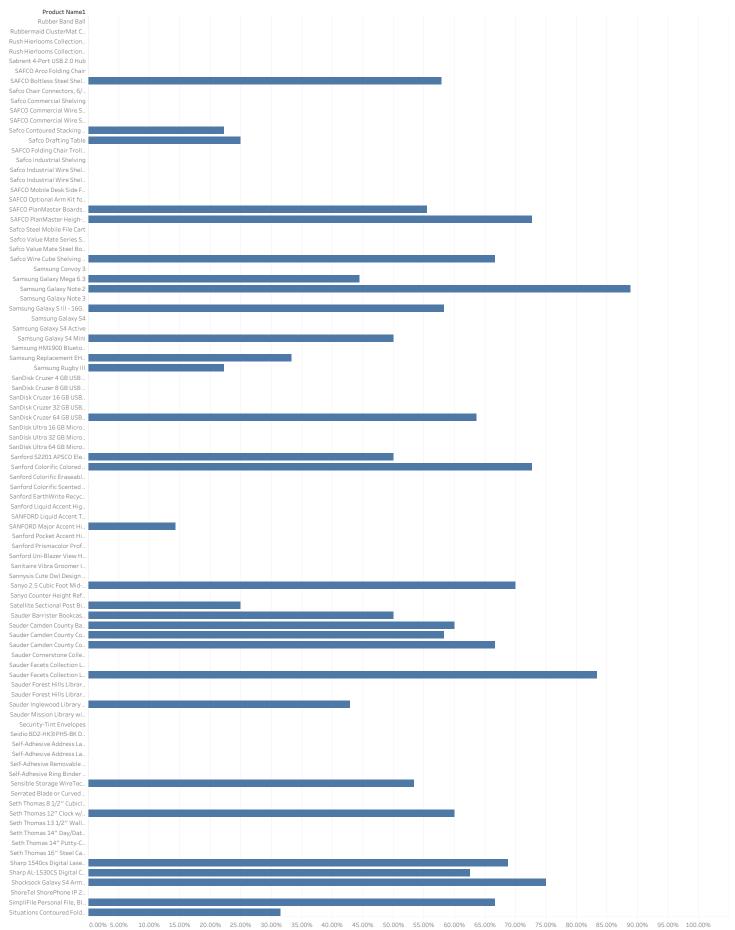


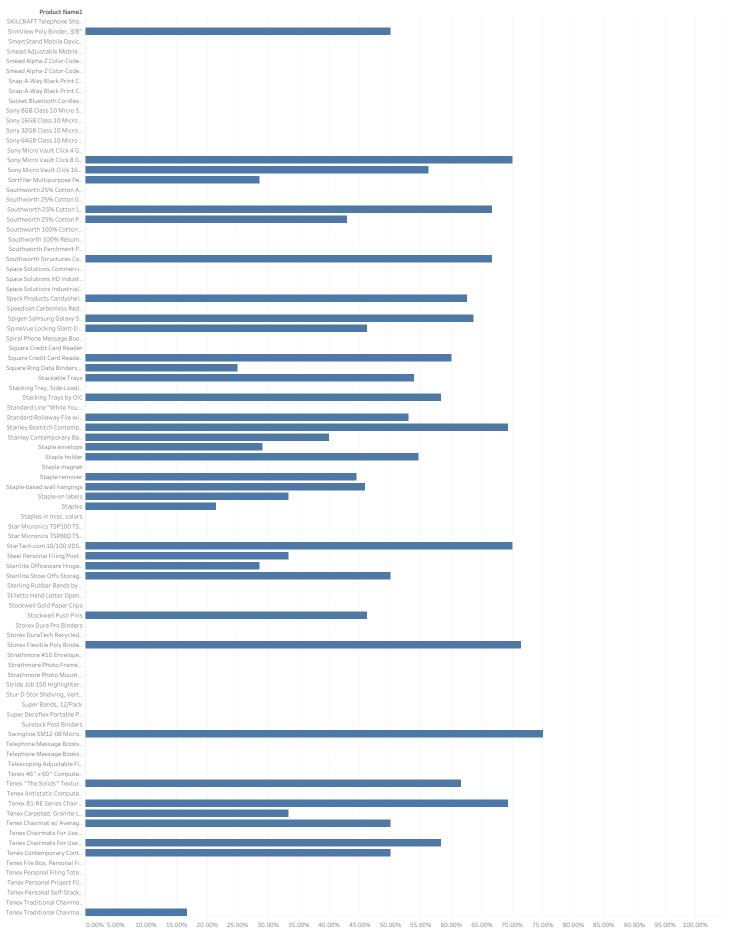


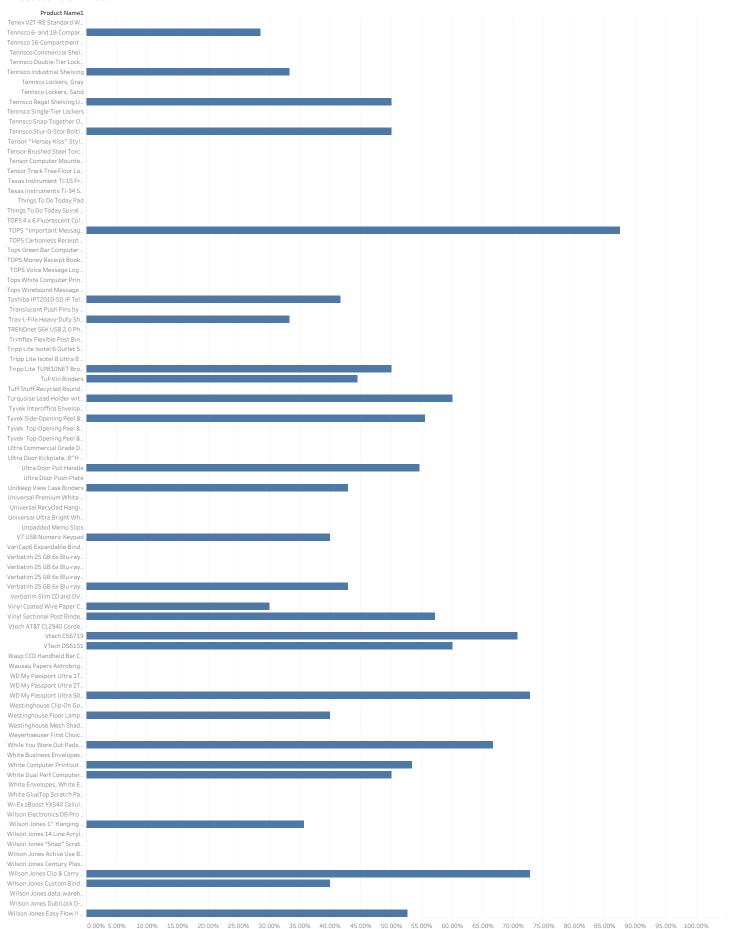


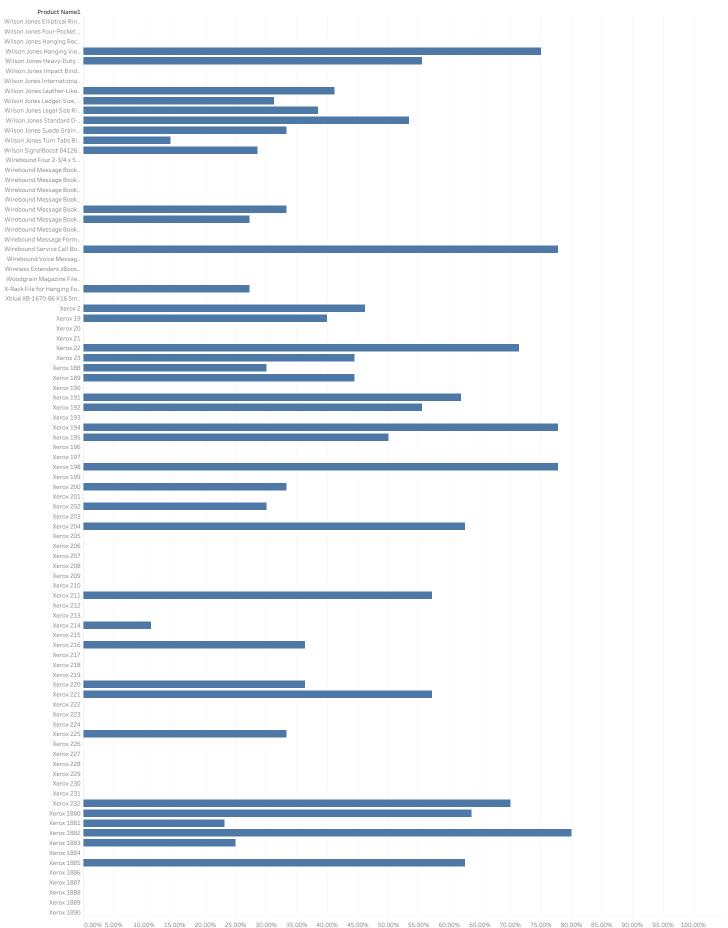


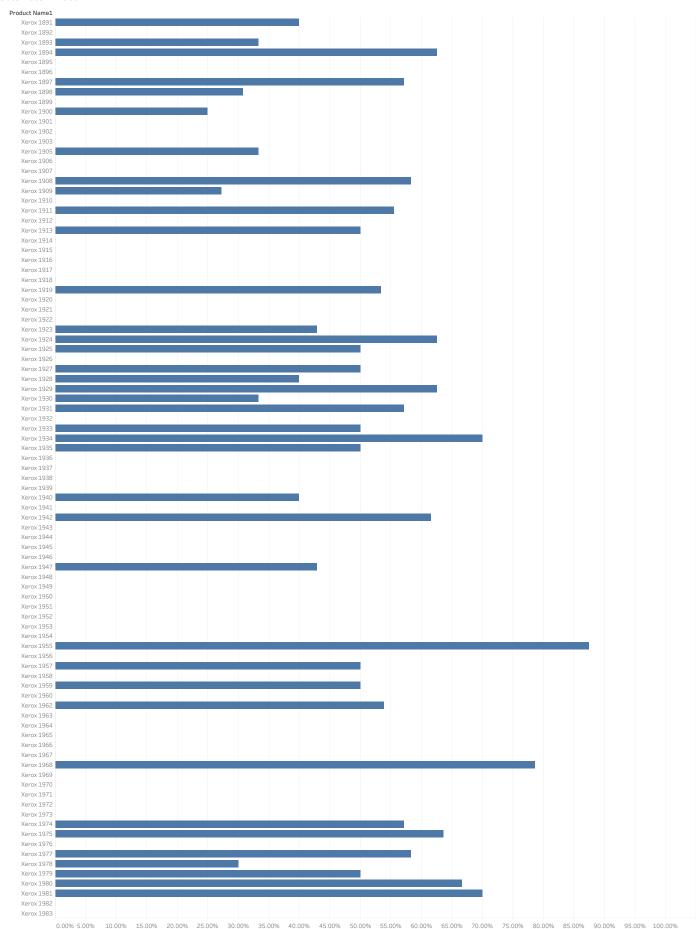


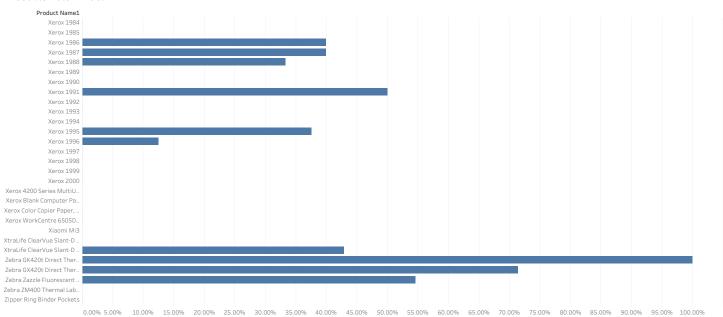






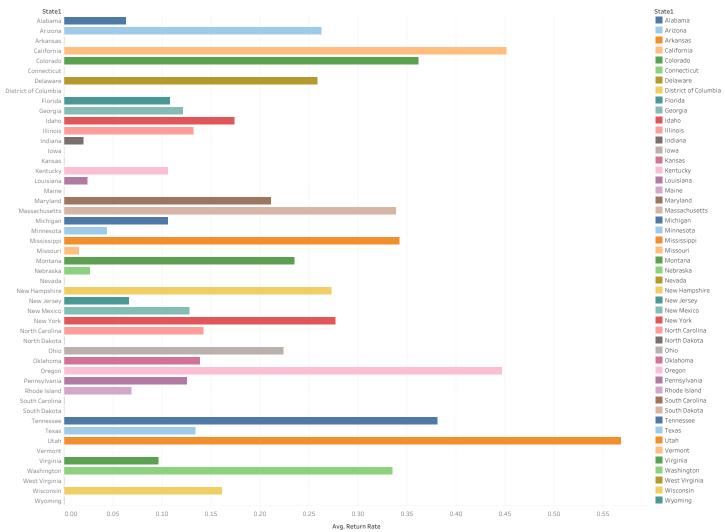




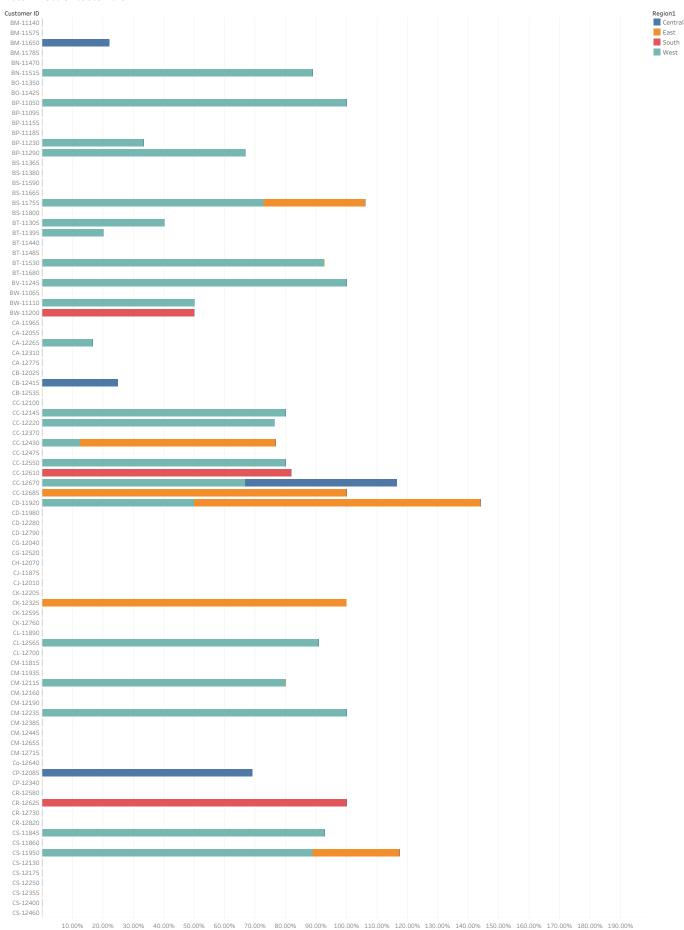


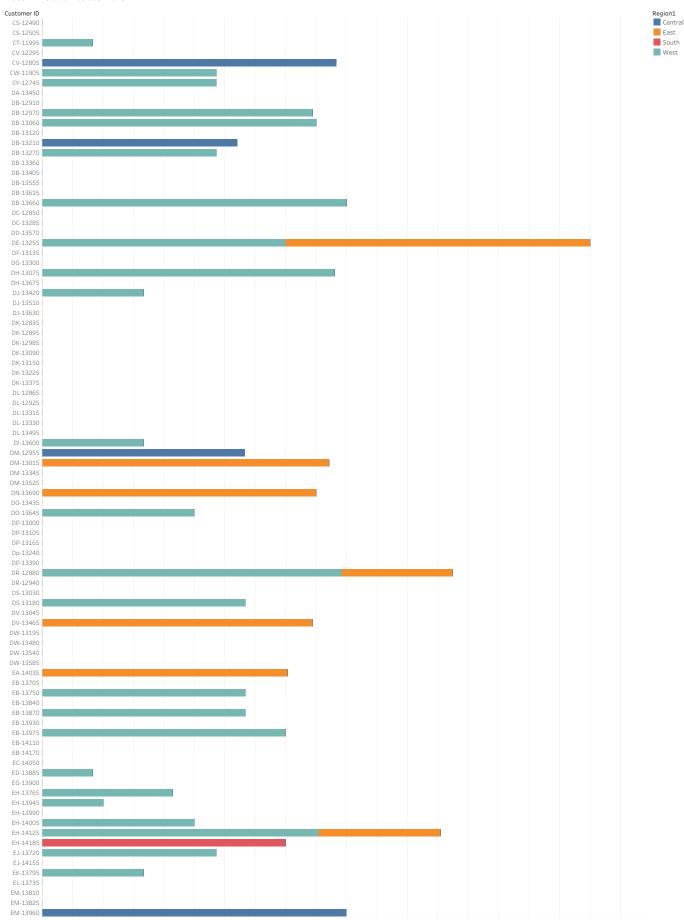
Calculating Return Rate

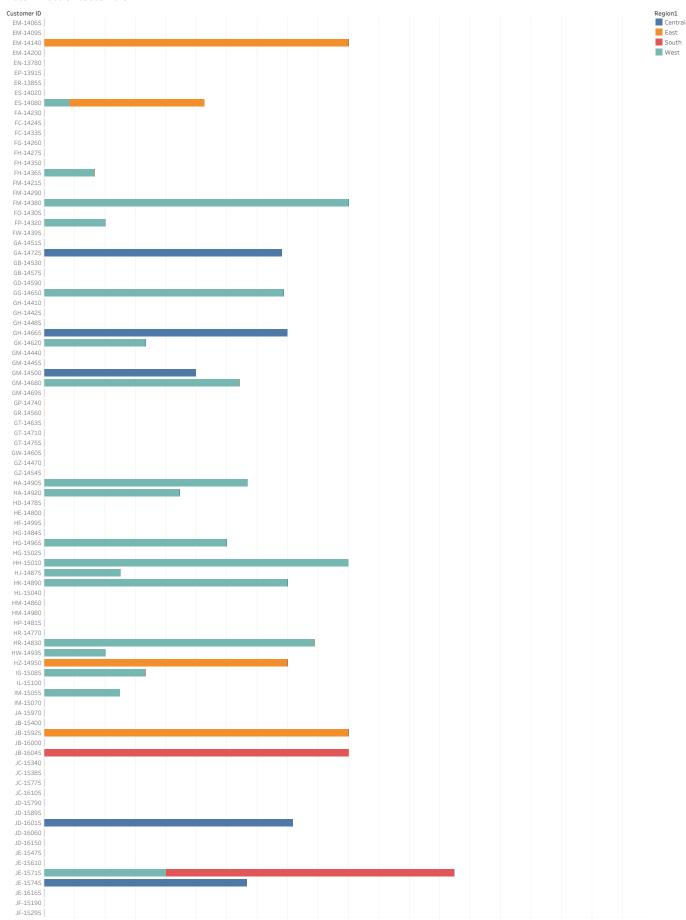
## Return Rate by States



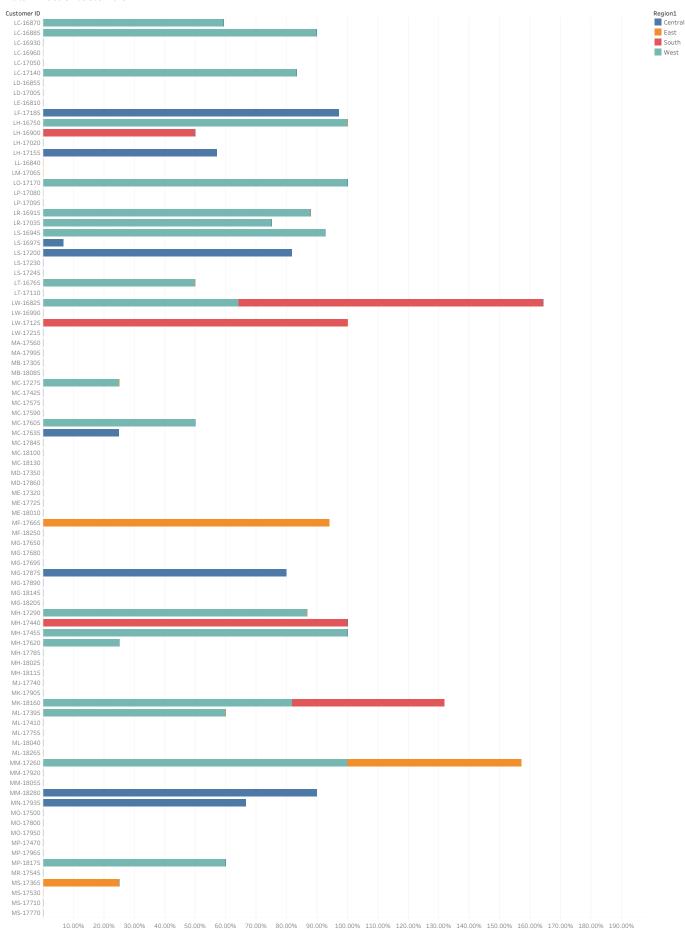
















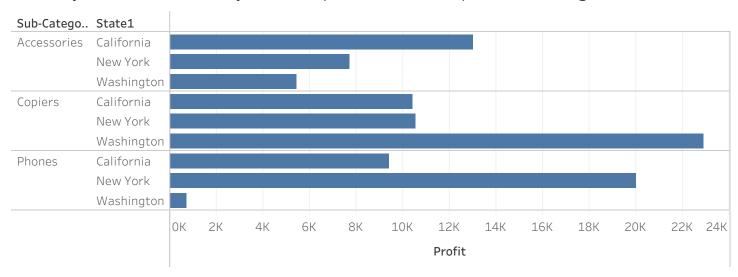


Avg. Return Rate

# Side by Side Visual Analysis of Top 3 States & Top 3 Sub-Categories



# Side by Side Visual Analysis of Top 3 States & Top 3 Sub-Categories



## Copiers are Here to Stay

## Top Performing 3 Sub-Categories

