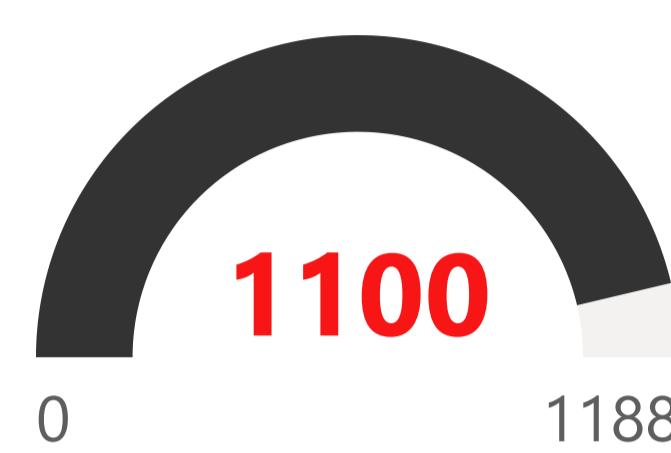
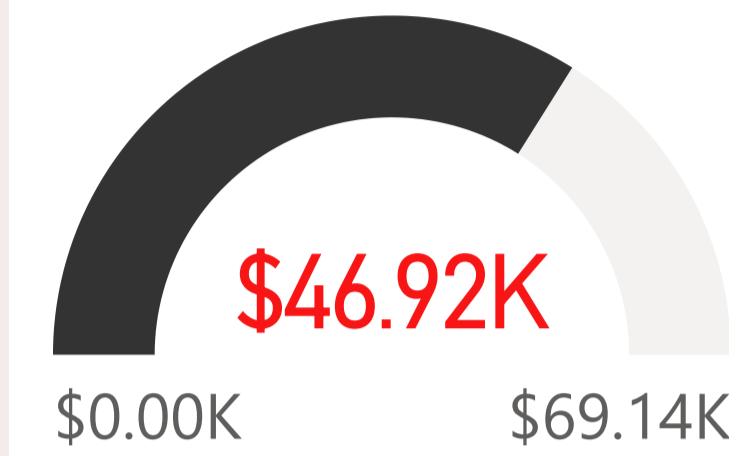




Total Orders vs Target Orders



Total Profit and Target Profit



Total Orders

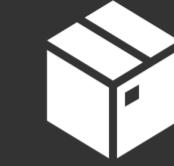
26K



Previous Mo... Target Orders
25K 27.09K

Total Sales

\$62.27M



CY Sales LY Sales
\$20.99M \$17.19M

Total Profit

\$1.51M



Target Profit Profit Ratio %
1.61M 2.4%

Total Orders and Previous Month Orders by Start of Month

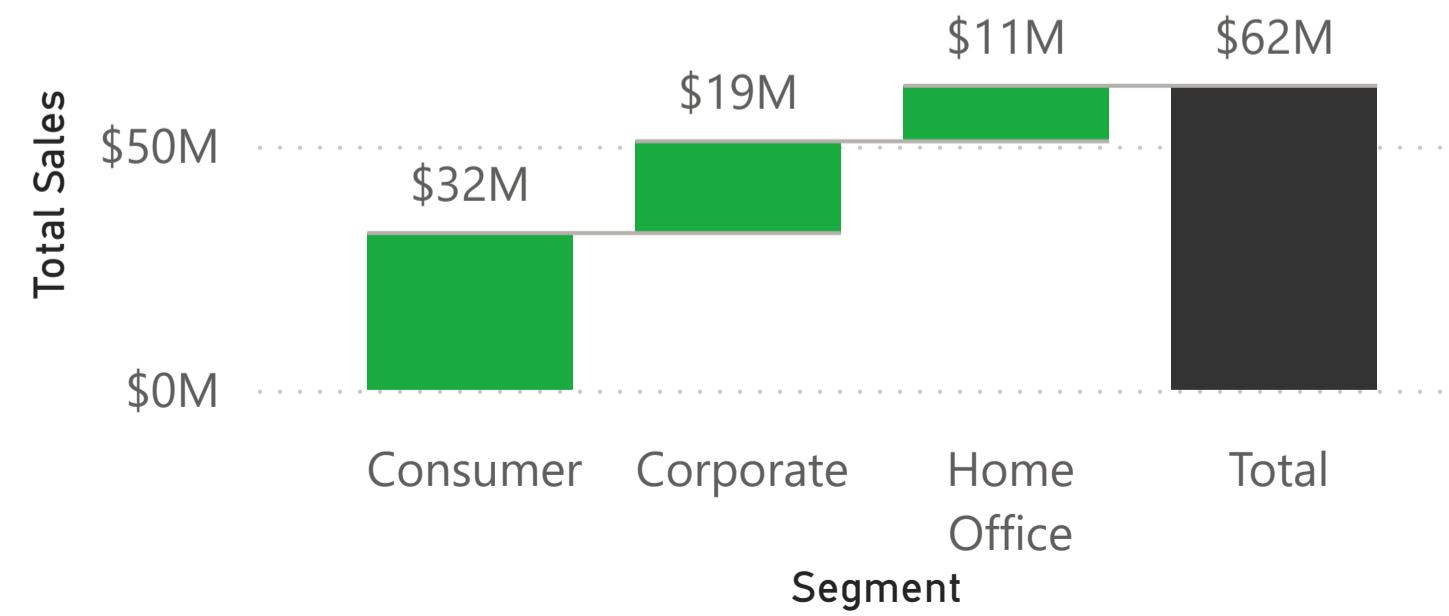


Total Profit and Previous Month Profit by Start of Month



Total Sales by Segment

● Increase ● Decrease ● Total



Year

2012

- ⊕ Furniture
- ⊕ Office Supplies
- ⊕ Technology

Q1

Q2

Q3

Q4

Total Sales

\$5,24,731.83	\$7,43,033.08	\$9,86,422.35	\$14,94,685.36	\$37,48,872.63
\$4,72,104.23	\$8,21,400.05	\$10,18,673.60	\$10,97,360.35	\$34,09,538.22
\$6,77,545.67	\$7,67,706.04	\$10,44,462.00	\$14,81,481.51	\$39,71,195.22

2013

- ⊕ Furniture
- ⊕ Office Supplies
- ⊕ Technology

\$7,99,350.53	\$8,84,288.81	\$10,70,488.15	\$14,76,625.51	\$42,30,753.00
\$5,72,275.93	\$8,02,662.48	\$10,91,000.28	\$12,72,768.94	\$37,38,707.63
\$6,30,723.19	\$11,78,122.65	\$15,03,788.75	\$16,80,283.48	\$49,92,918.07

2014

- ⊕ Furniture
- ⊕ Office Supplies
- ⊕ Technology

\$10,63,260.08	\$11,20,277.63	\$14,66,718.87	\$16,83,844.97	\$53,34,101.56
\$9,33,418.11	\$12,55,538.15	\$13,07,921.32	\$16,27,326.12	\$51,24,203.71
\$8,88,947.76	\$17,40,697.98	\$16,35,751.06	\$24,66,365.98	\$67,31,762.77

2015

- ⊕ Furniture
- ⊕ Office Supplies
- ⊕ Technology

\$10,56,368.13	\$14,79,028.98	\$18,74,455.13	\$23,63,003.09	\$67,72,855.33
\$10,11,196.67	\$14,44,942.78	\$18,21,182.93	\$21,37,811.78	\$64,15,134.16
\$12,66,623.64	\$15,77,724.60	\$21,50,597.61	\$28,02,877.01	\$77,97,822.87

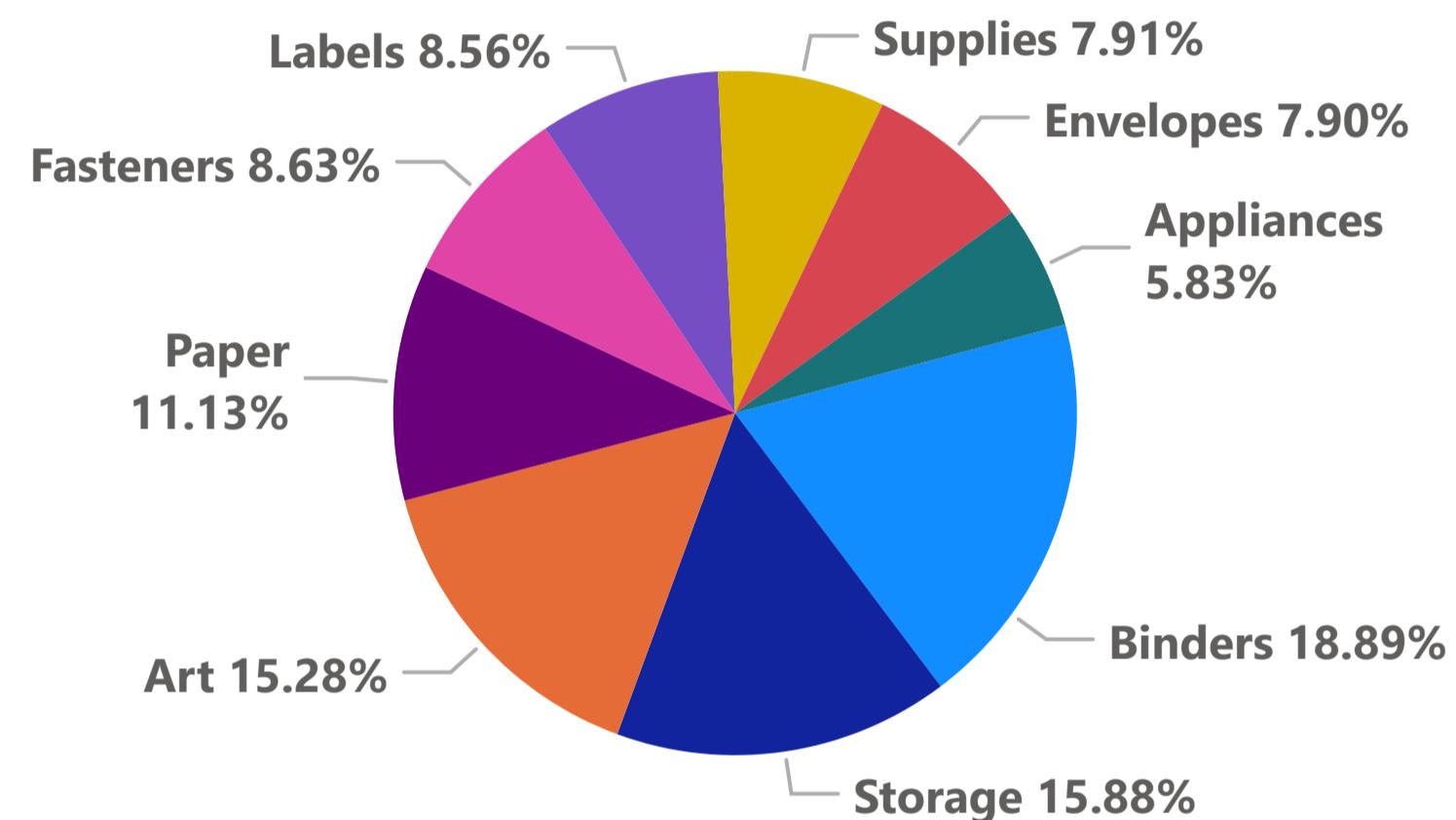
Selected Subcategory

Office Supplies

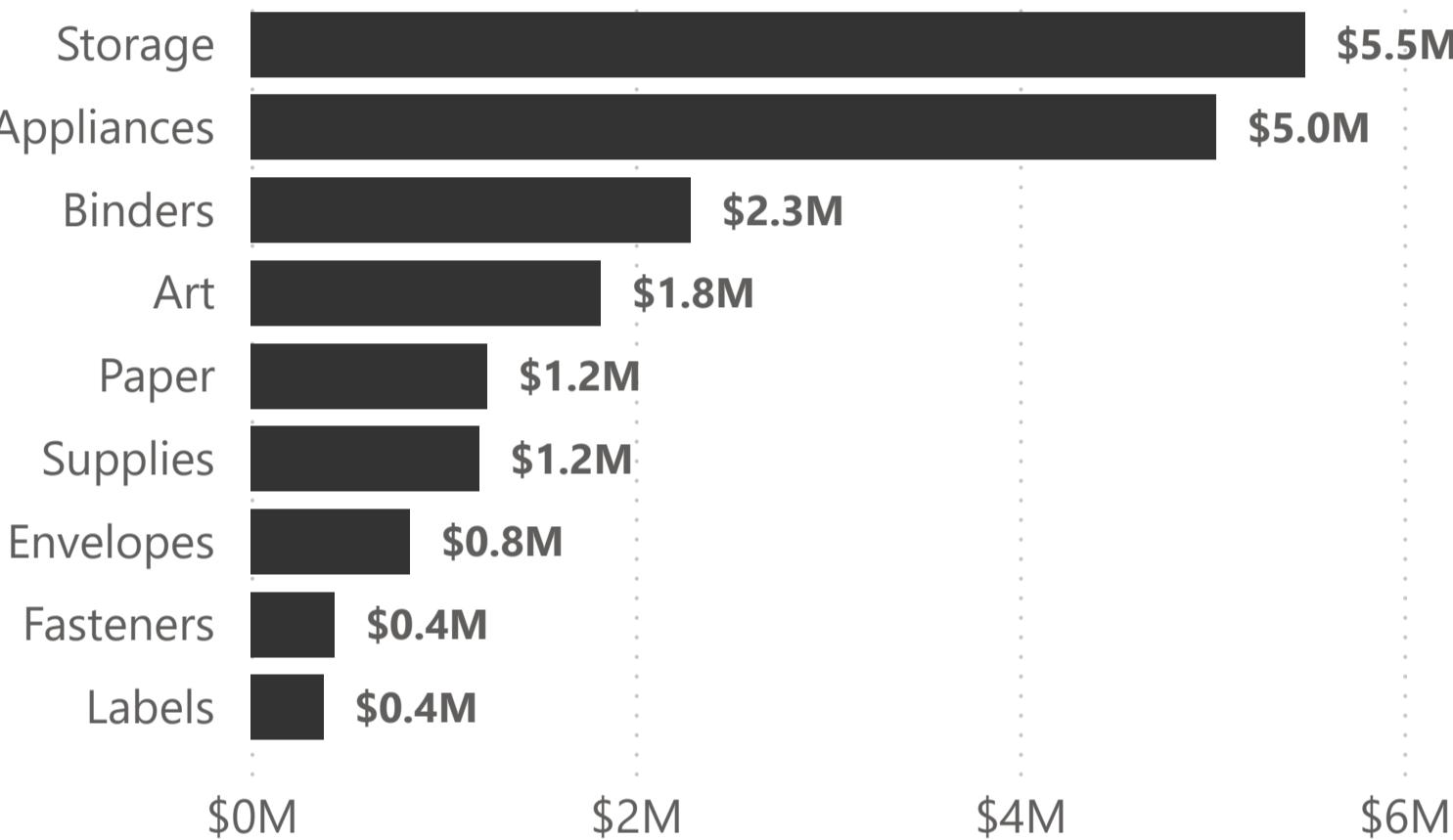
Top 1 Product by Orders

Staples

Total Orders by Sub-Category



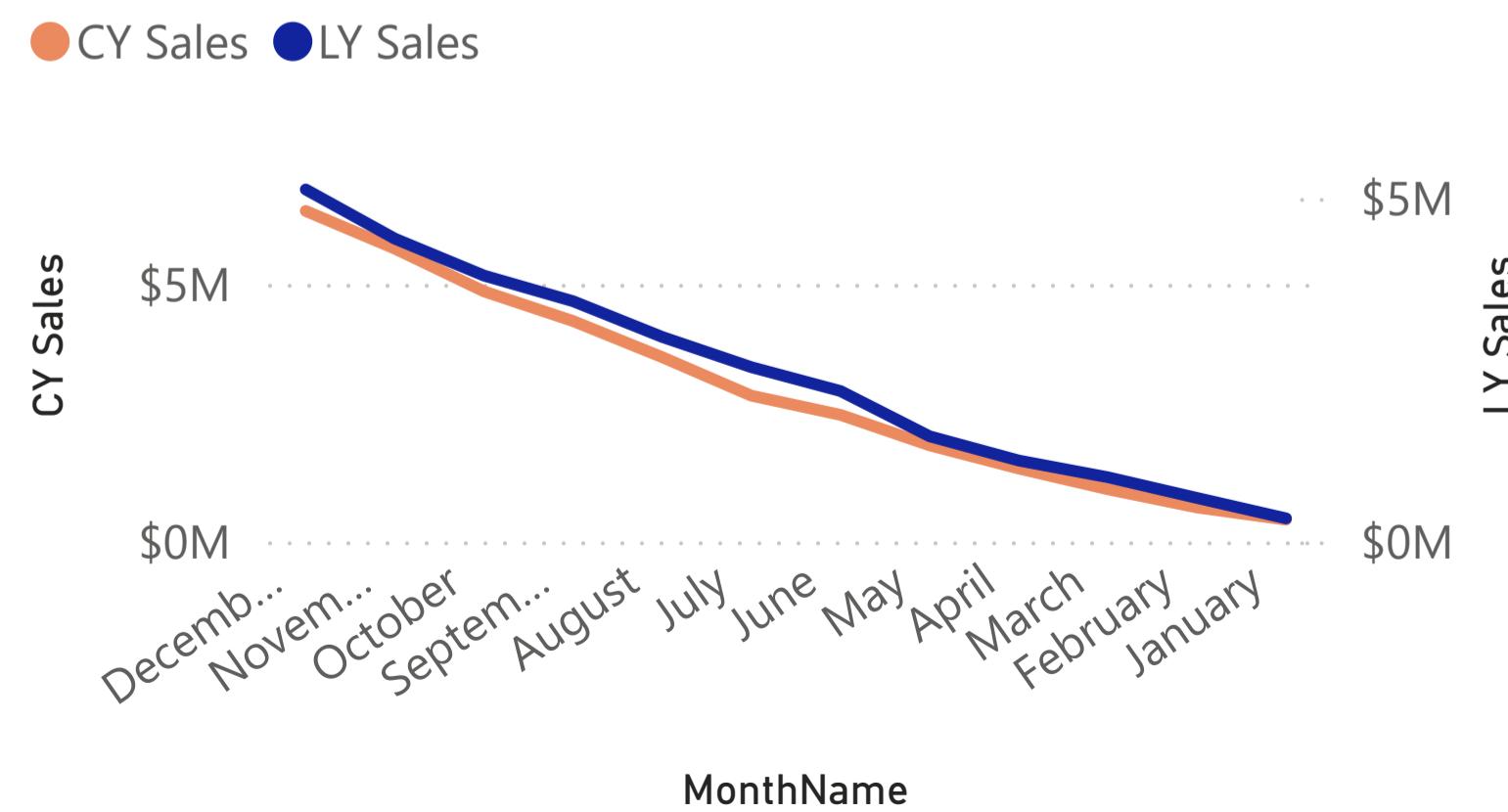
Total Sales by Sub-Category



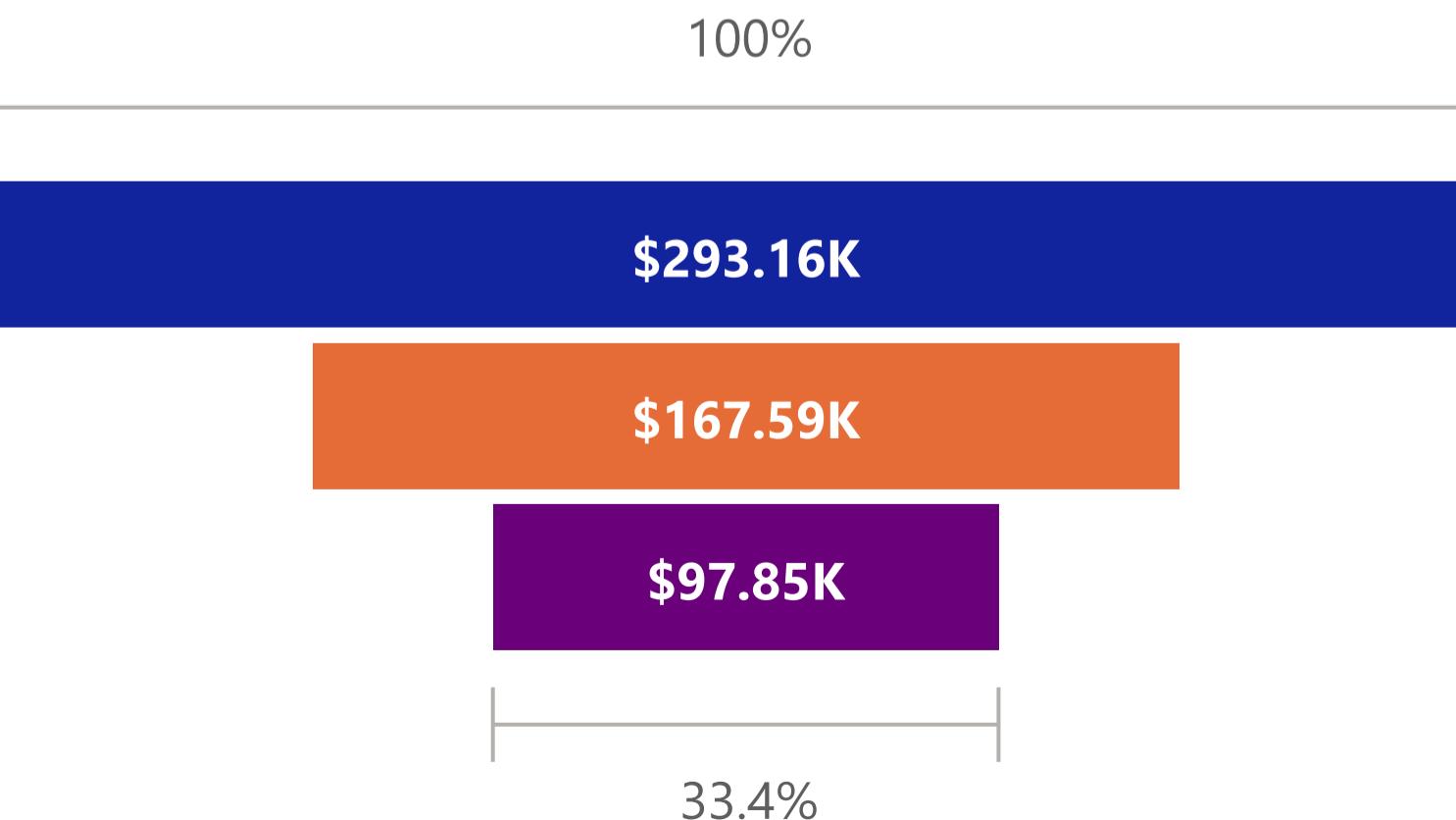
Products by Orders

Product Name	Total Orders
Staples	222
Cardinal Index Tab, Clear	92
Eldon File Cart, Single Width	90
Rogers File Cart, Single Width	84
Ibico Index Tab, Clear	83
Sanford Pencil Sharpener, Water Color	80
Con-Tact Brand Dry Erase	77

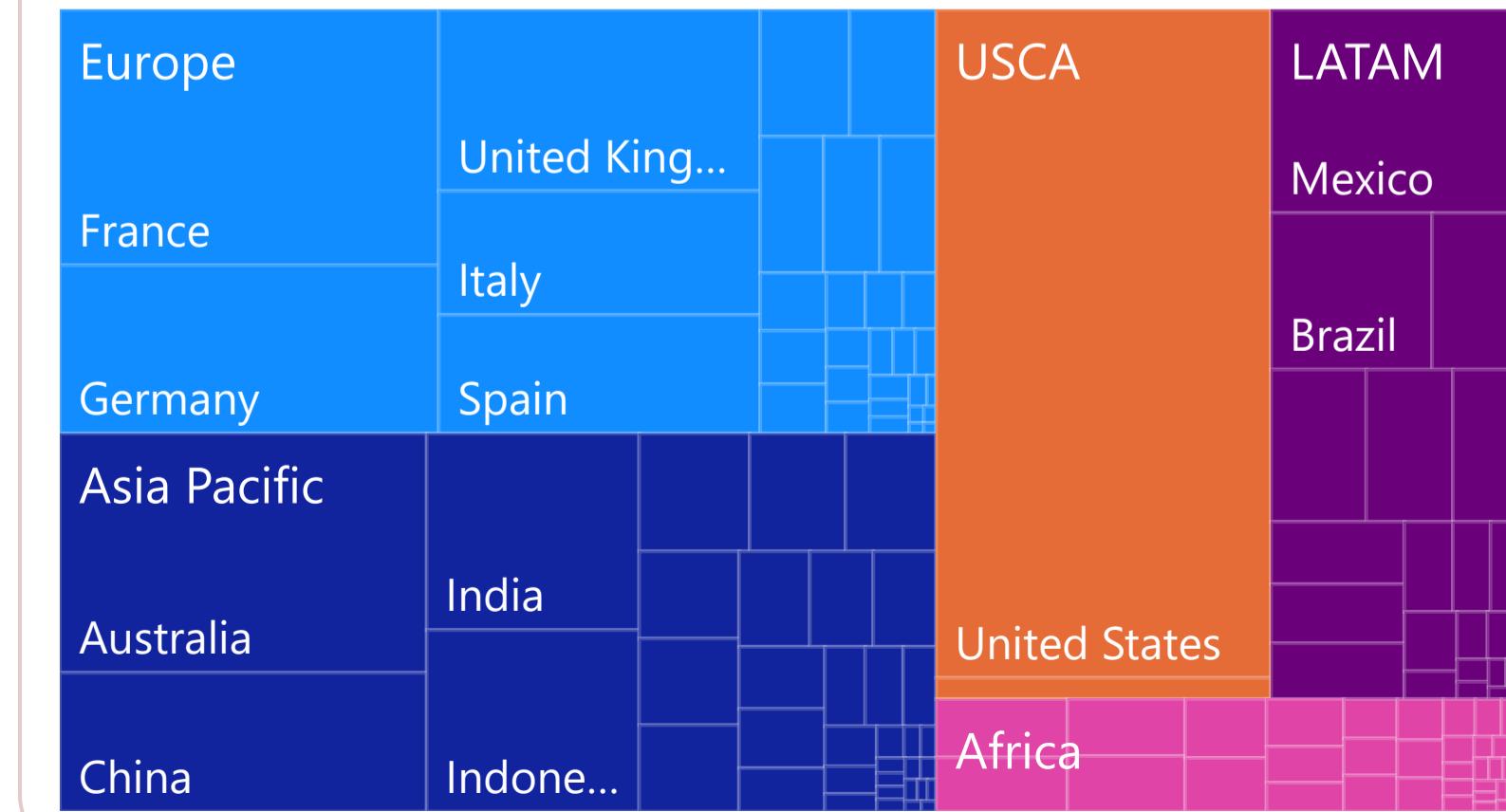
Current Year and Last Year Category Sales by Month



Total Profit by Segment

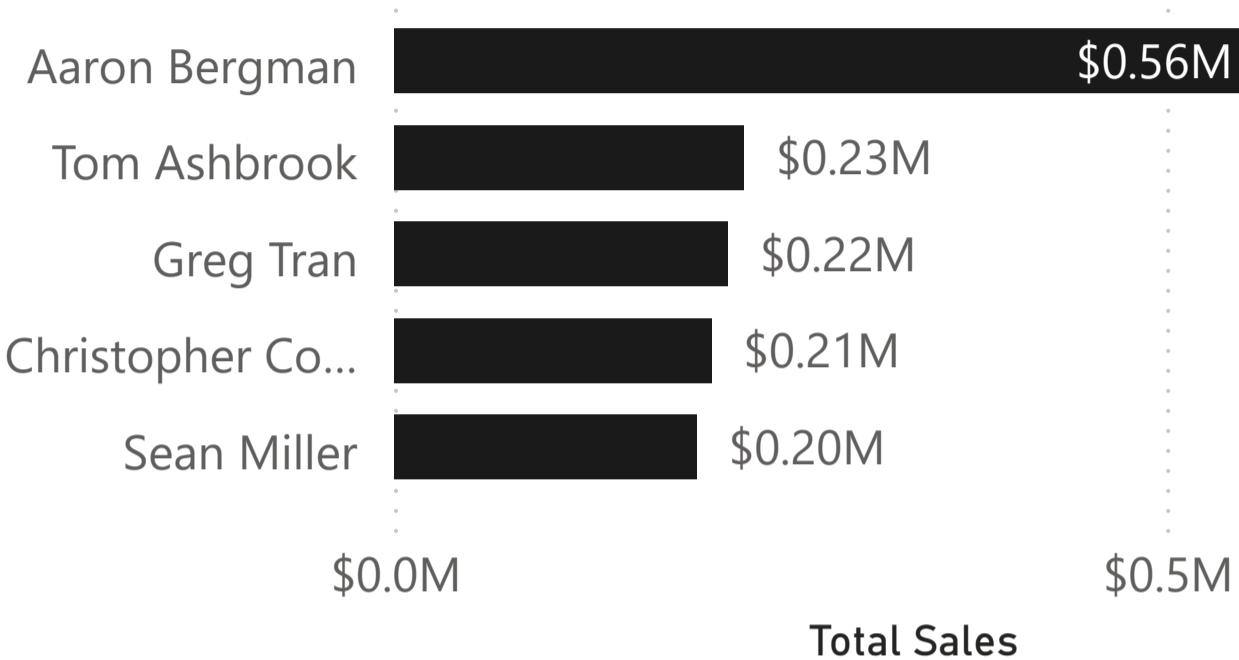


Total Sales by Market and Country



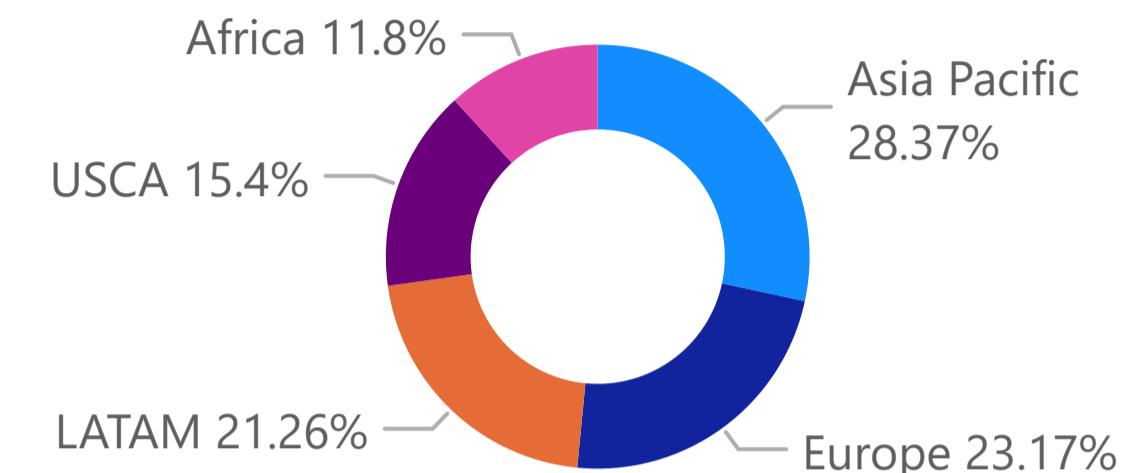
Customer Sales Analysis

Top 5 Customers by Sales

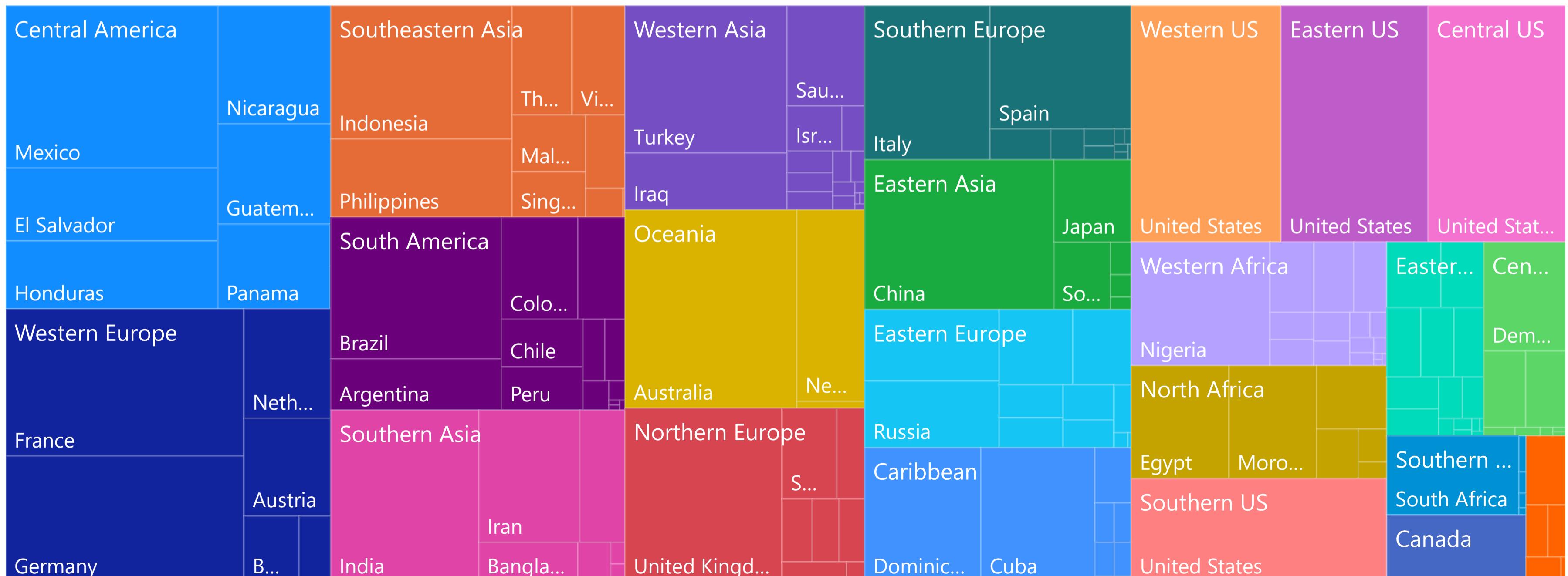


Customer Name	Order Count	Order Price
Aaron Bergman	25729	\$6,22,67,865.16
Aaron Bergman	37	\$5,63,875.61
Aaron Hawkins	34	\$1,02,027.90
Aaron Smayling	31	\$64,406.24
Adam Bellavance	41	\$1,09,573.01
Adam Hart	42	\$91,431.55
Adam Shillingsburg	36	\$74,311.74
Adrian Barton	40	\$1,86,818.30

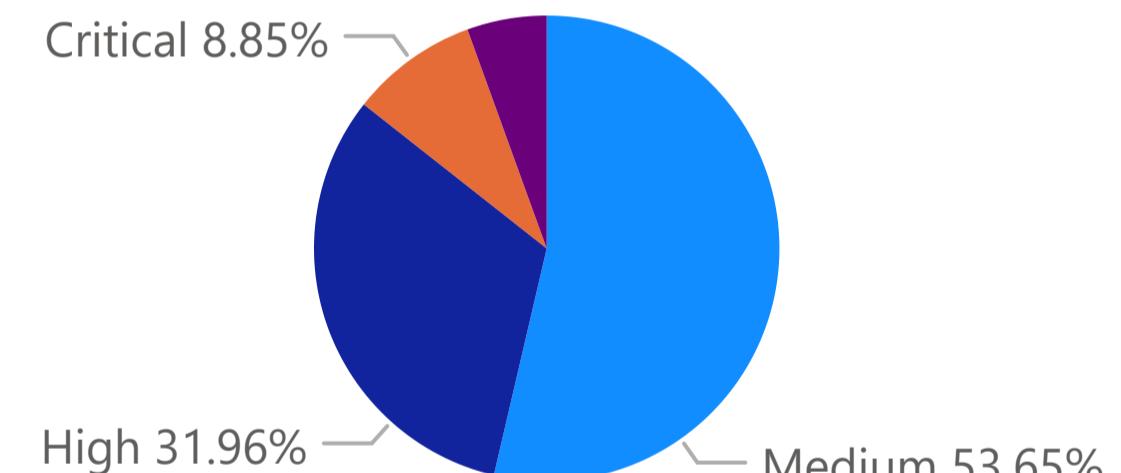
Total Customers by Market



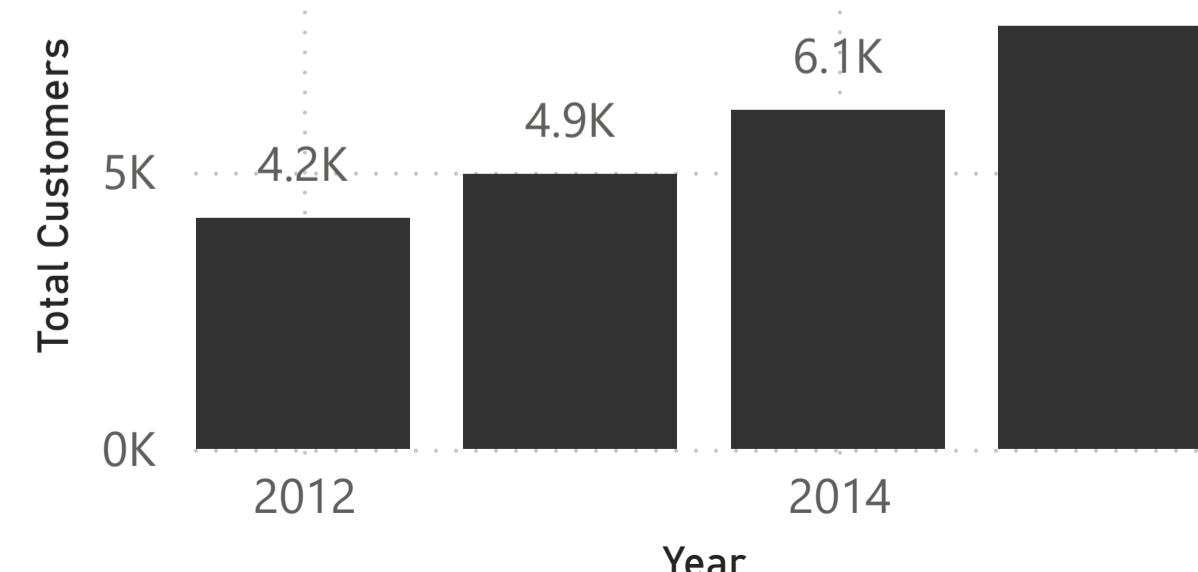
Total Customers by Region and Country



Total Customers by Order Priority



Total Customers by Year





Sales Report

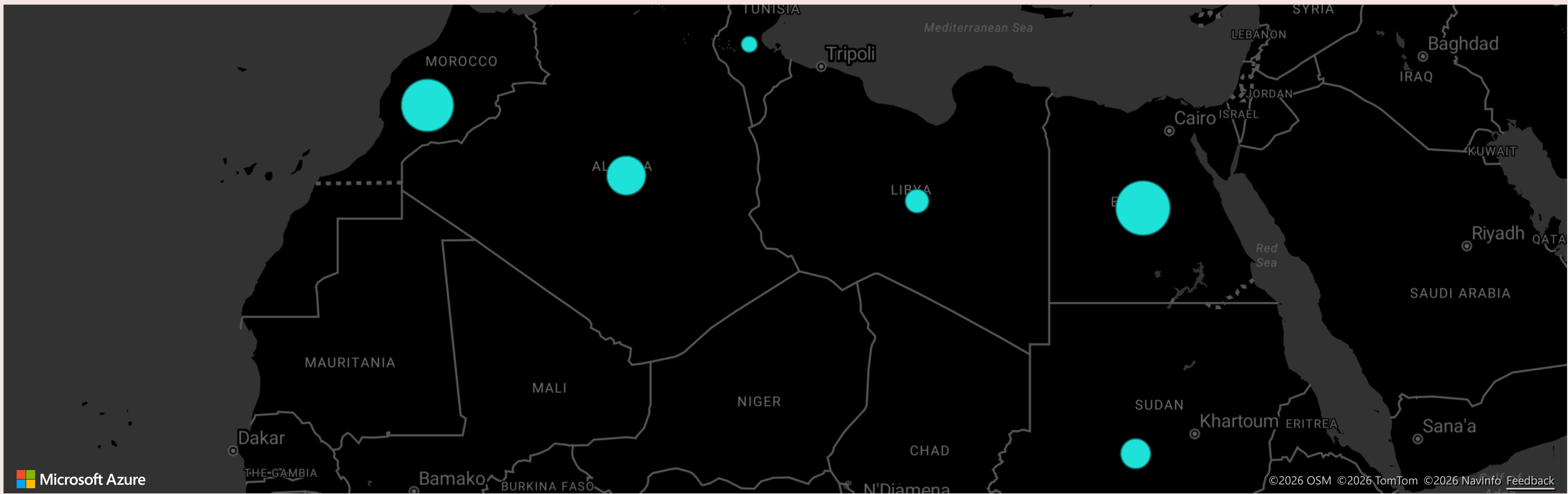
Year	Total Orders	Total Sales	CY Sales	LY Sales	YOY Growth %	CM Sales	PM Sales	MOM	MOM Growth %	Return Ra
2013	257	\$7,39,521.60	\$7,39,521.60	\$5,11,943.74	44.45%	\$1,25,346.46	\$7,03,489.18	-578142.73	-82.18%	419.84
Qtr 4	71	\$1,98,285.68	\$7,39,521.60	\$5,11,943.74	44.45%	\$1,25,346.46	\$1,64,486.18	-39139.72	-23.80%	1519.72
December	26	\$1,25,346.46	\$7,39,521.60	\$5,11,943.74	44.45%	\$1,25,346.46	\$36,091.22	89255.24	247.30%	4150.00
October	14	\$36,848.01	\$5,78,083.92	\$4,00,094.91	44.49%	\$36,848.01	\$91,546.95	-54698.94	-59.75%	7707.14
November	31	\$36,091.22	\$6,14,175.14	\$4,22,629.70	45.32%	\$36,091.22	\$36,848.01	-756.79	-2.05%	3480.65
Total	1137	\$31,84,173.35	\$12,26,181.96	\$7,06,526.05	73.55%	\$1,16,039.72	\$30,68,133.62	-2952093.90	-96.22%	94.90

Regional Sales Map

Region

Canada	Central America	Eastern Africa	Eastern US	Northern Europe	Southeastern Asia	Southern Europe	Western Asia
Caribbean	Central Asia	Eastern Asia	India	Oceania	Southern Africa	Southern US	Western Europe
Central Africa	Central US	Eastern Europe	North Africa	South America	Southern Asia	Western Africa	Western US

Total Orders by Country



26K

Total Orders

\$62.27M

Total Sales

\$1.51M

Total Profit

Sales Summary

Market

Africa

Asia Pacific

europe

LATAM

USCA

Year

AI

Month

AII

\$62.27M

Total Sales

\$1.51M

Total Profit

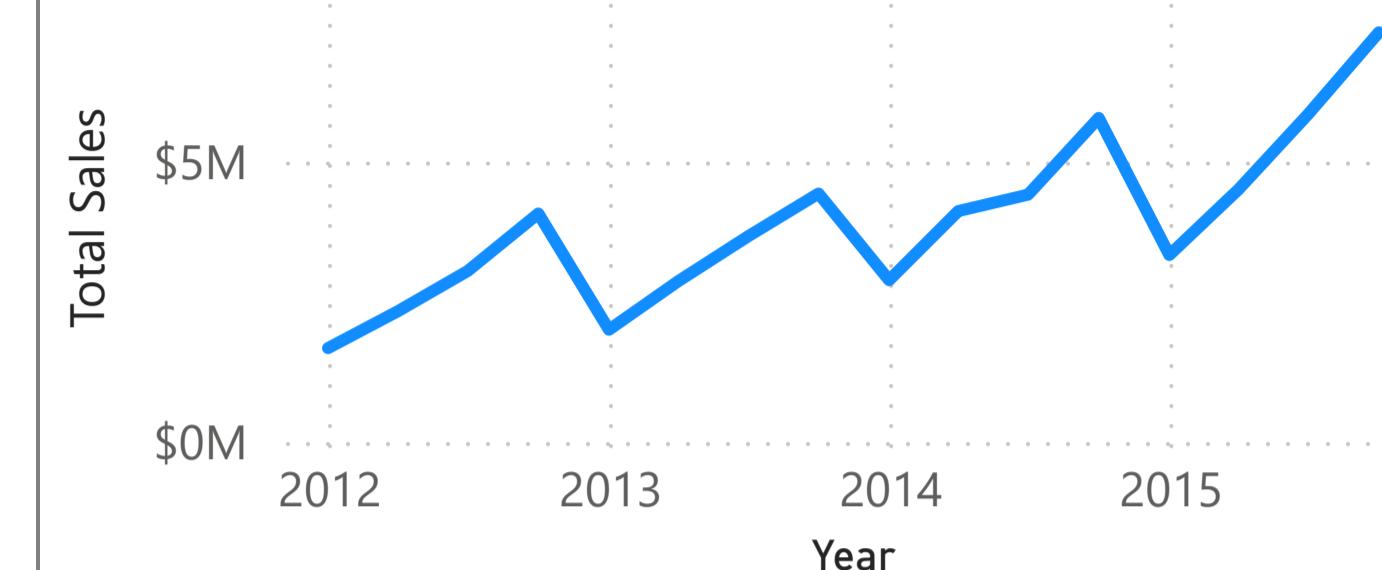
2.4%

Profit Ratio %

Click on below buttons to toggle between Sales and Profit trend over years.

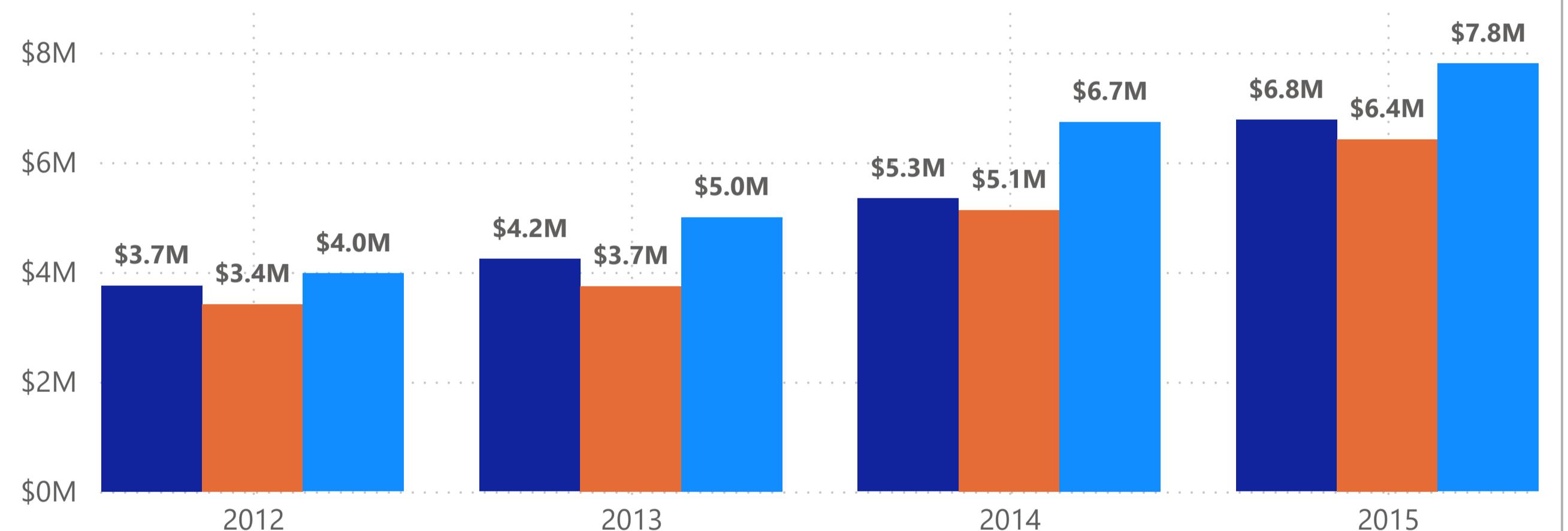
Total Sales

Total Profit



Total Sales by Year and Category

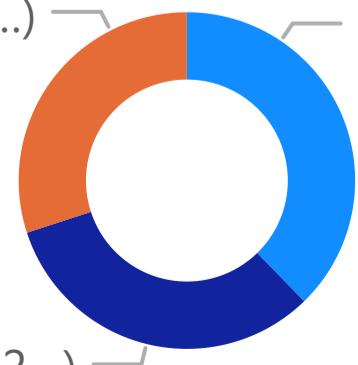
Category ● Furniture ● Office Supplies ● Technology



Sub-Category	Total Sales	Total Profit	Profit	Profit Ratio %
Copiers	\$71,74,849.35	\$258.57K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	3.6%
Phones	\$88,48,527.68	\$216.72K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	2.4%
Bookcases	\$70,61,788.56	\$161.92K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	2.3%
Appliances	\$50,26,141.12	\$141.56K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	2.8%
Chairs	\$74,46,715.27	\$140.40K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	1.9%
Accessories	\$38,05,275.44	\$129.63K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	3.4%
Storage	\$54,84,937.34	\$108.42K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	2.0%
Art	\$18,22,214.31	\$97.83K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	5.4%
Binders	\$22,88,962.65	\$72.43K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	3.2%
Machines	\$36,65,046.45	\$58.87K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	1.6%
Paper	\$12,30,850.27	\$58.11K	<div style="width: 100%; height: 100px; background-color: #557744;"></div>	4.7%

Total Sales by Category

Cate... ● Technology ● Furniture



Region Contribution In Profit

Region	Profit Ratio %
Canada	7.5%
Caribbean	2.3%
Central Africa	5.7%
Central America	2.6%
Total	2.4%

Total Returns by Market



Total Sales by Region

