

**Frank Pena**

**8W1/Fall 2023**

**Date Range**  
2011 to 2015

Revenue

\$70.89M

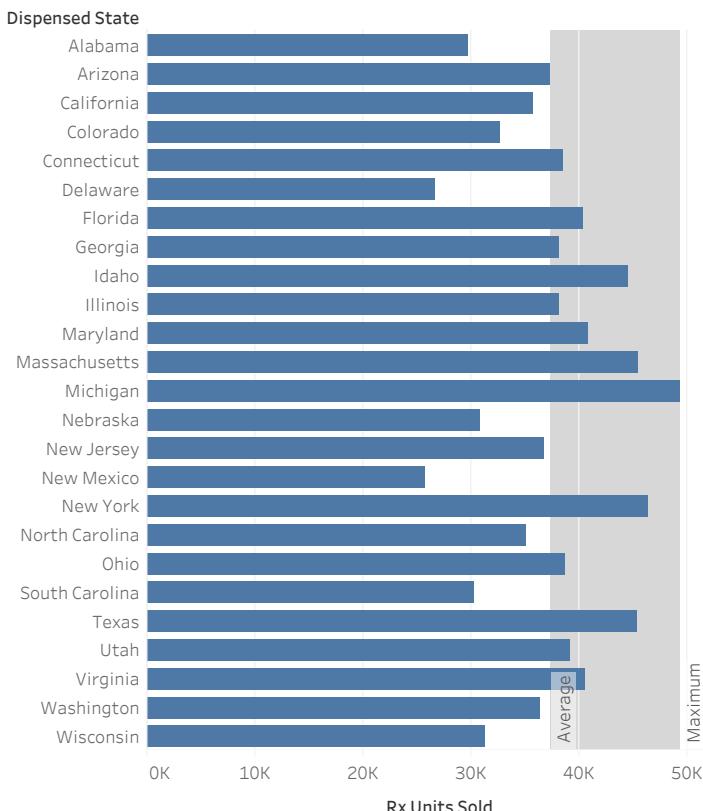
Gross Order Profit

\$44.13M

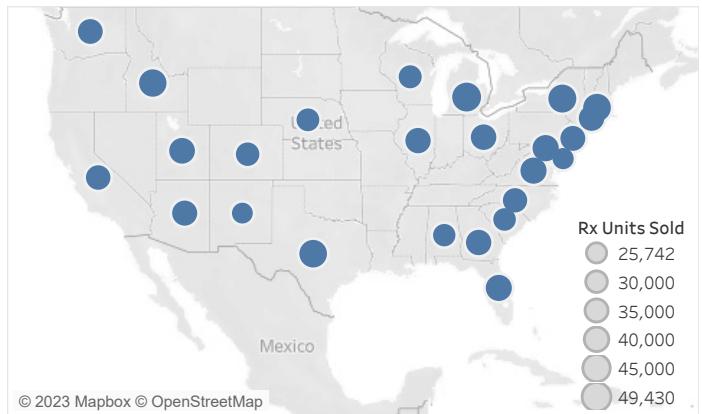
Rx Units Sold

934.63K

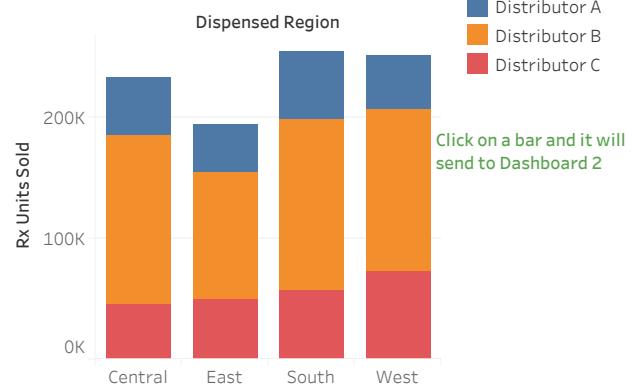
### Units Sold by State

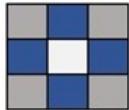


### Units Sold in the US



### Sold by Region/Distributor



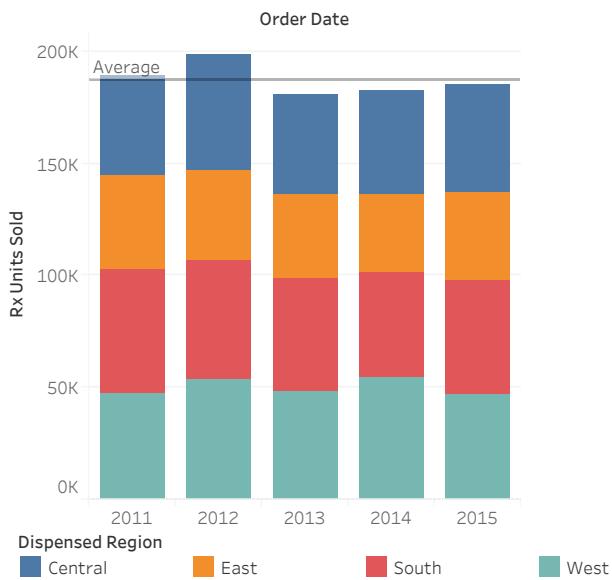


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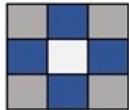
### Annual Total Rx Dispensed by Region



Mouse over to see the tooltip  
with another visual inside.

### Annual Total Order Revenue by Region



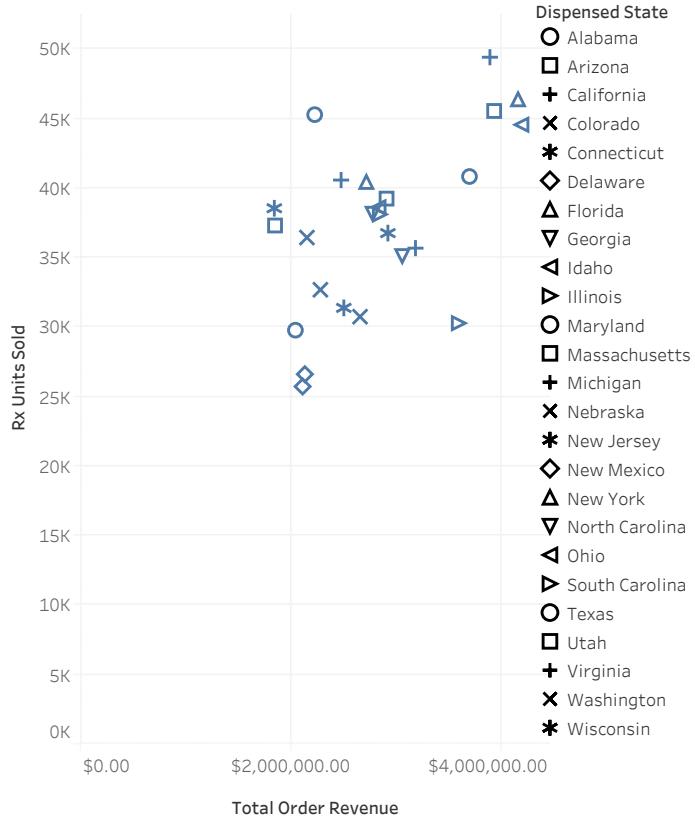


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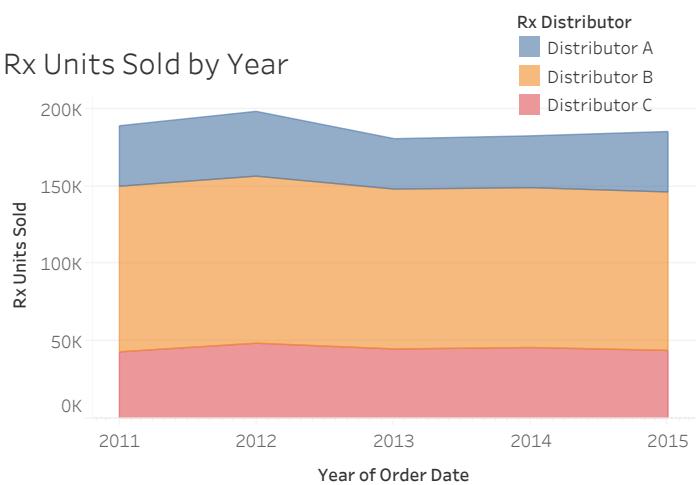
8W1/Fall 2023

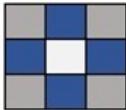
Date Range  
2011 to 2015

### Units Sold vs Revenue by State



### Rx Units Sold by Year





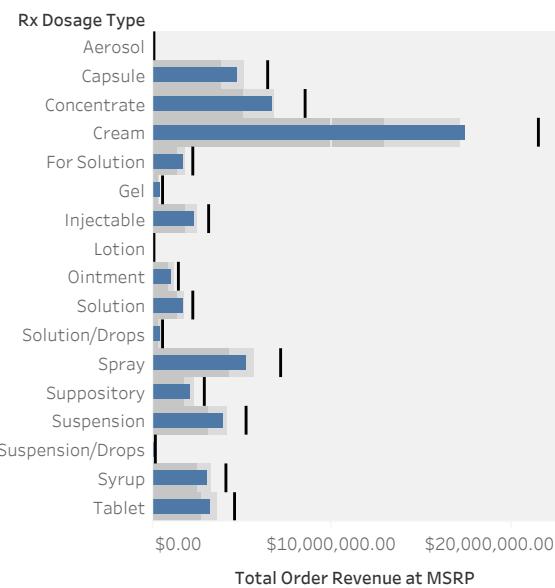
*Frank Pena*

8W1/Fall 2023

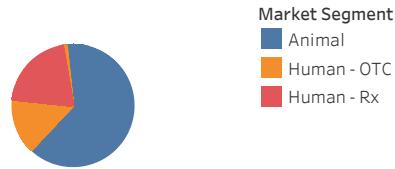
## Date Range

2011 to 2015

## Rx Dosage Type Revenue



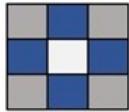
## Market Segment Gross Profit at MSRP



## Hierarchy Rx Dosage Type/Route Sold Highlight Rx Route

A horizontal bar chart illustrating the volume of prescription units sold across various dosage forms and routes. The x-axis represents the number of units sold, ranging from 0K to 100K. The y-axis lists the Rx Dosage Types, each with its corresponding Rx Routes.

Rx Dosage Type	Rx Route	Rx Units Sold
Aerosol	Extended Release	~2K
	Sublingual	~15K
Capsule	Delayed Release	~2K
	Injection	~1K
	Intramuscular	~40K
Concentrate	Extended Release	~10K
	Injection	~5K
	Iv (Infusion)	~75K
	Sublingual	~18K
Cream	Delayed Release	~1K
	Injection	~10K
	Intramuscular	~18K
	Iv (Infusion)	~1K
	Oral	~5K
For Solution	Delayed Release	~10K
	Extended Release	~12K
	Injection	~12K
	Intramuscular	~1K
	Iv (Infusion)	~28K
	Sublingual	~25K
Gel	Extended Release	~58K
	Iv (Infusion)	~1K
	Sublingual	~18K
Injectable	Oral	~20K
Lotion	Extended Release	~20K
Ointment	Extended Release	~35K
	Iv (Infusion)	~98K
Solution	Delayed Release	~5K



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2011 to 2015

Gross Margin vs Gross Margin at MSRP

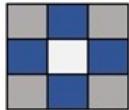


Gross Profit vs Gross Profit at MSRP



Rx Dosage Type

Aerosol	Cream	Injectable	Solution	Suppository	Syrup
Capsule	For Solution	Lotion	Solution/Drops	Suspension	Tablet
Concentrate	Gel	Ointment	Spray	Suspension/Dro..	



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Date Range  
From 2011 to 2015

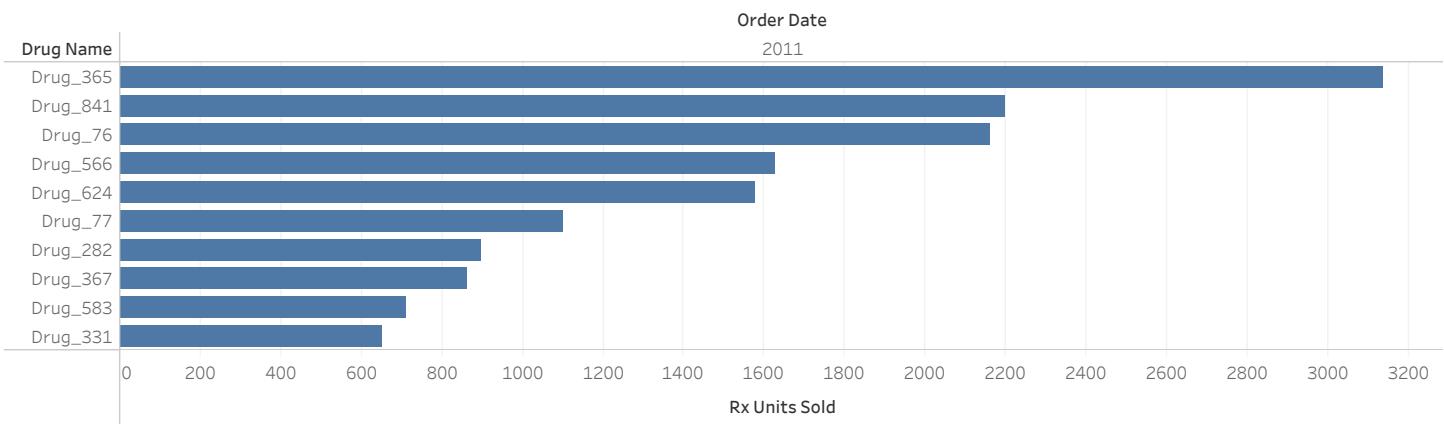
### At Least 60K Sold

Dispensed Pharma..	
Bill Barreto	81,442
Dolly DeCherney	83,833
Mary Monton	88,068
Pricilla Patt	78,629
Stephen Skaria	69,523
Terry Thomas	111,591
Wally Wasserman	65,422

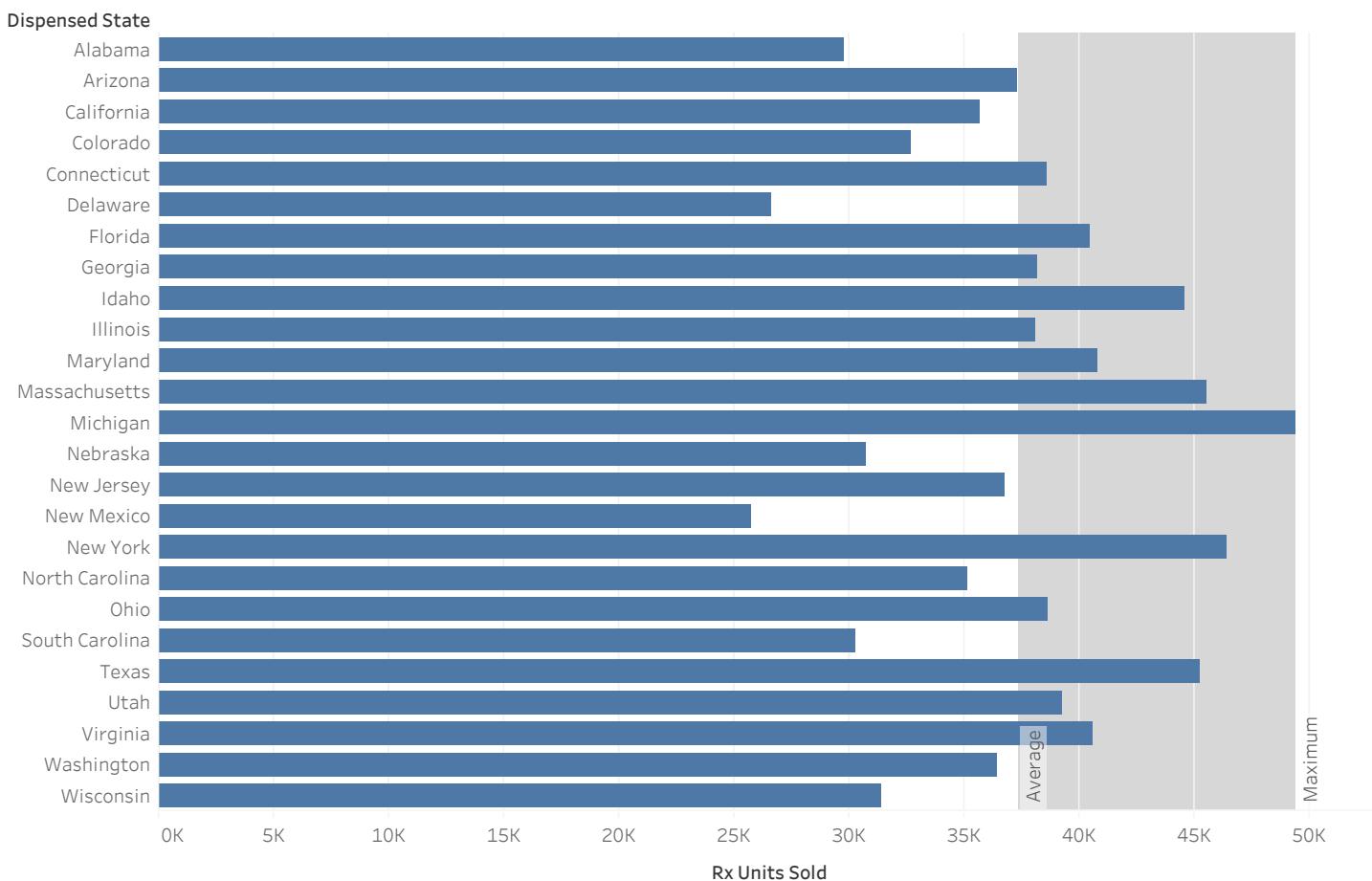
### Rep Avg Gross Profit between \$5K and \$6K

Dispensed Pharma..	
Deborah Dominguez	\$5,749.92
Oscar O'Briant	\$5,699.38
Pricilla Patt	\$5,194.66

### Top 10 Drug Name Ordered for 2011



## Units Sold by State



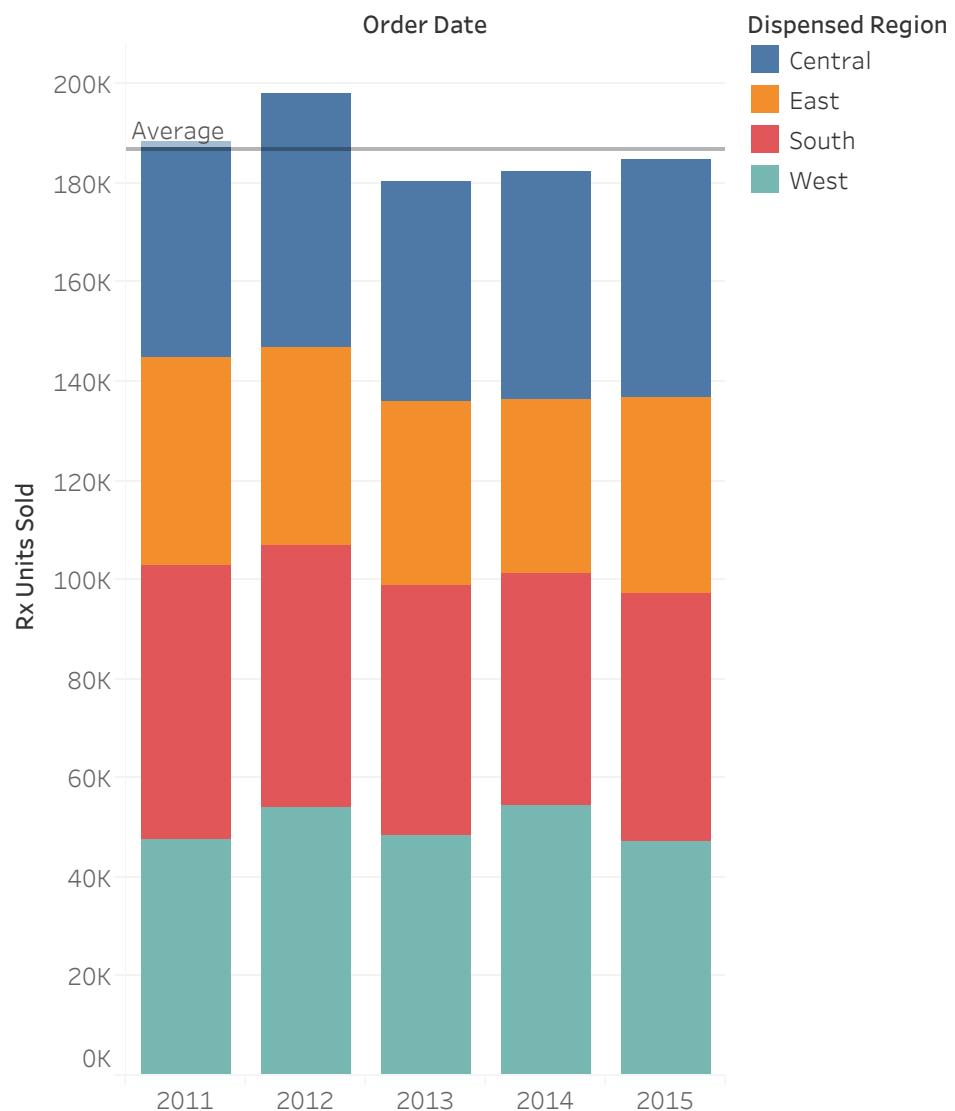
Sum of Rx Units Sold for each Dispensed State. The data is filtered on Action (Dispensed Pharmacy Rep,Dispensed Region), Action (Dispensed State) and Action (Dispensed Region,Rx Distributor). The Action (Dispensed Pharmacy Rep,Dispensed Region) filter keeps 16 members. The Action (Dispensed State) filter keeps 25 members. The Action (Dispensed Region,Rx Distributor) filter keeps 12 members.

## Units Sold in the US



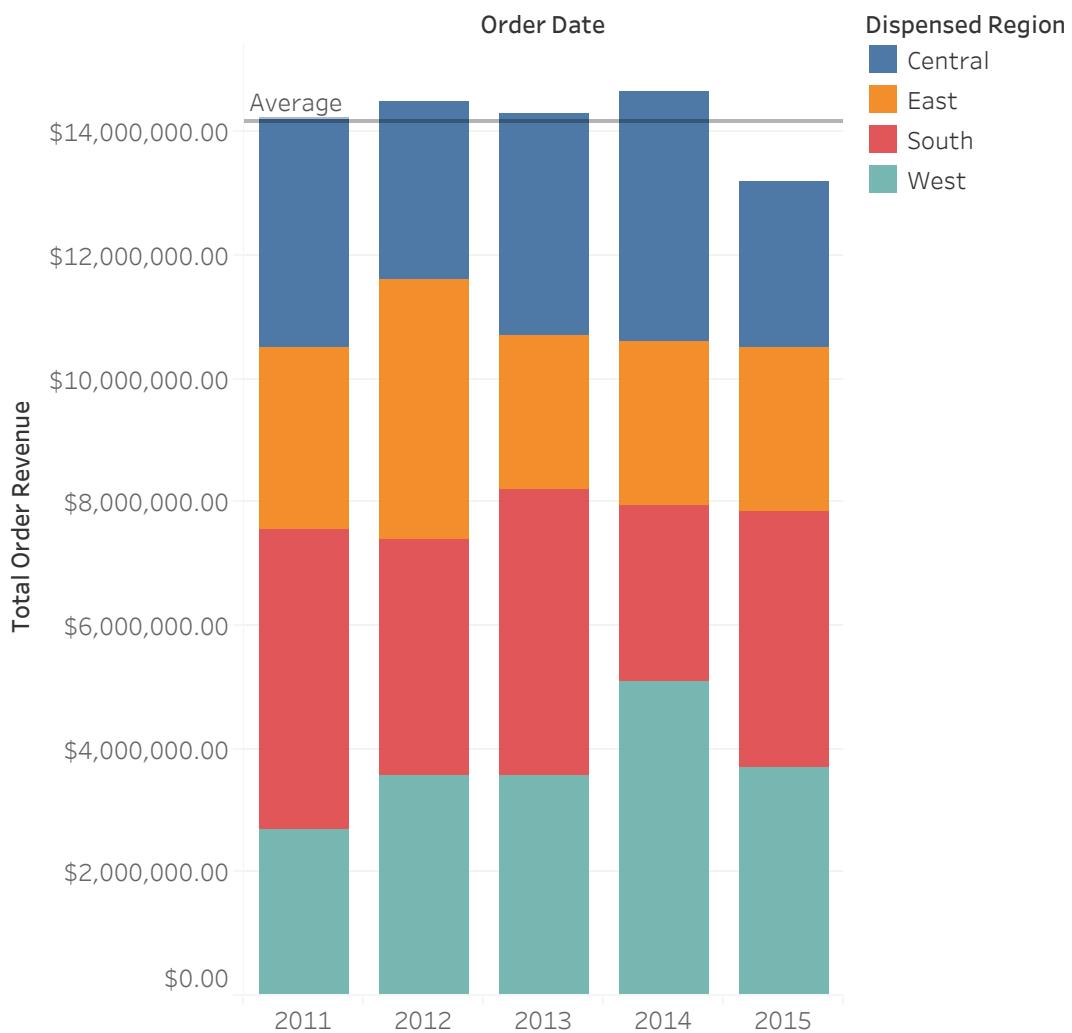
Map based on Longitude (generated) and Latitude (generated). Size shows sum of Rx Units Sold. Details are shown for Dispensed State. The data is filtered on Action (Dispensed Pharmacy Rep,Dispensed State), Action (Dispensed Pharmacy Rep,Dispensed Region), Action (Dispensed State) and Action (Dispensed Region,Rx Distributor). The Action (Dispensed Pharmacy Rep,Dispensed State) filter keeps 25 members. The Action (Dispensed Pharmacy Rep,Dispensed Region) filter keeps 16 members. The Action (Dispensed State) filter keeps 25 members. The Action (Dispensed Region,Rx Distributor) filter keeps 12 members. The view is filtered on Dispensed State, which keeps 25 of 25 members.

## Annual Total Rx Dispensed by Region



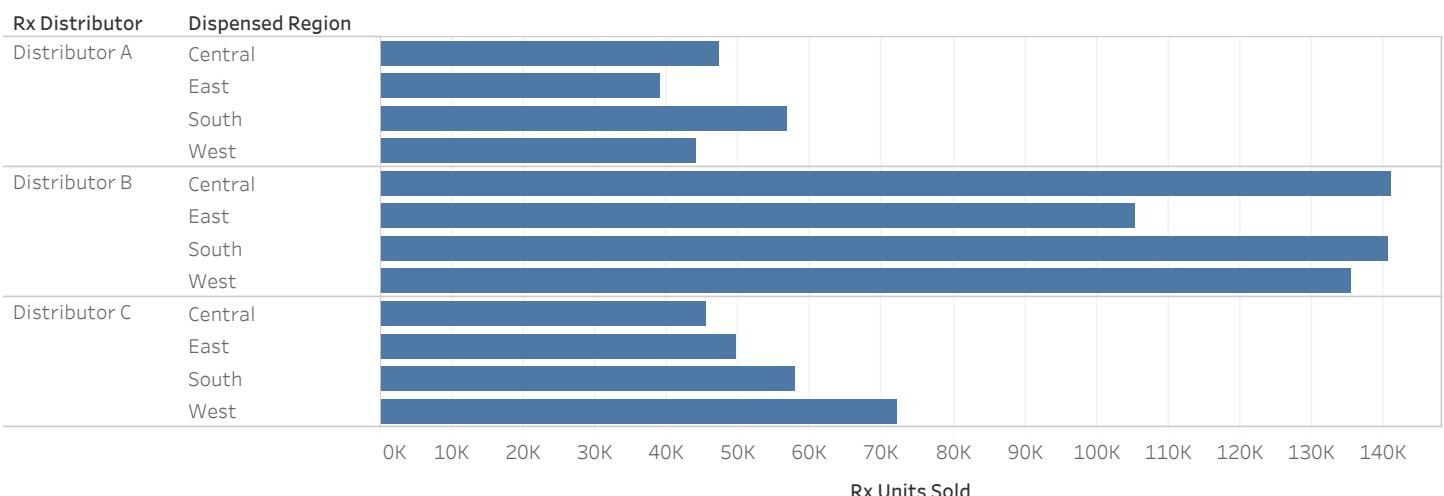
Sum of Rx Units Sold for each Order Date Year. Color shows details about Dispensed Region.

## Annual Total Order Revenue by Region



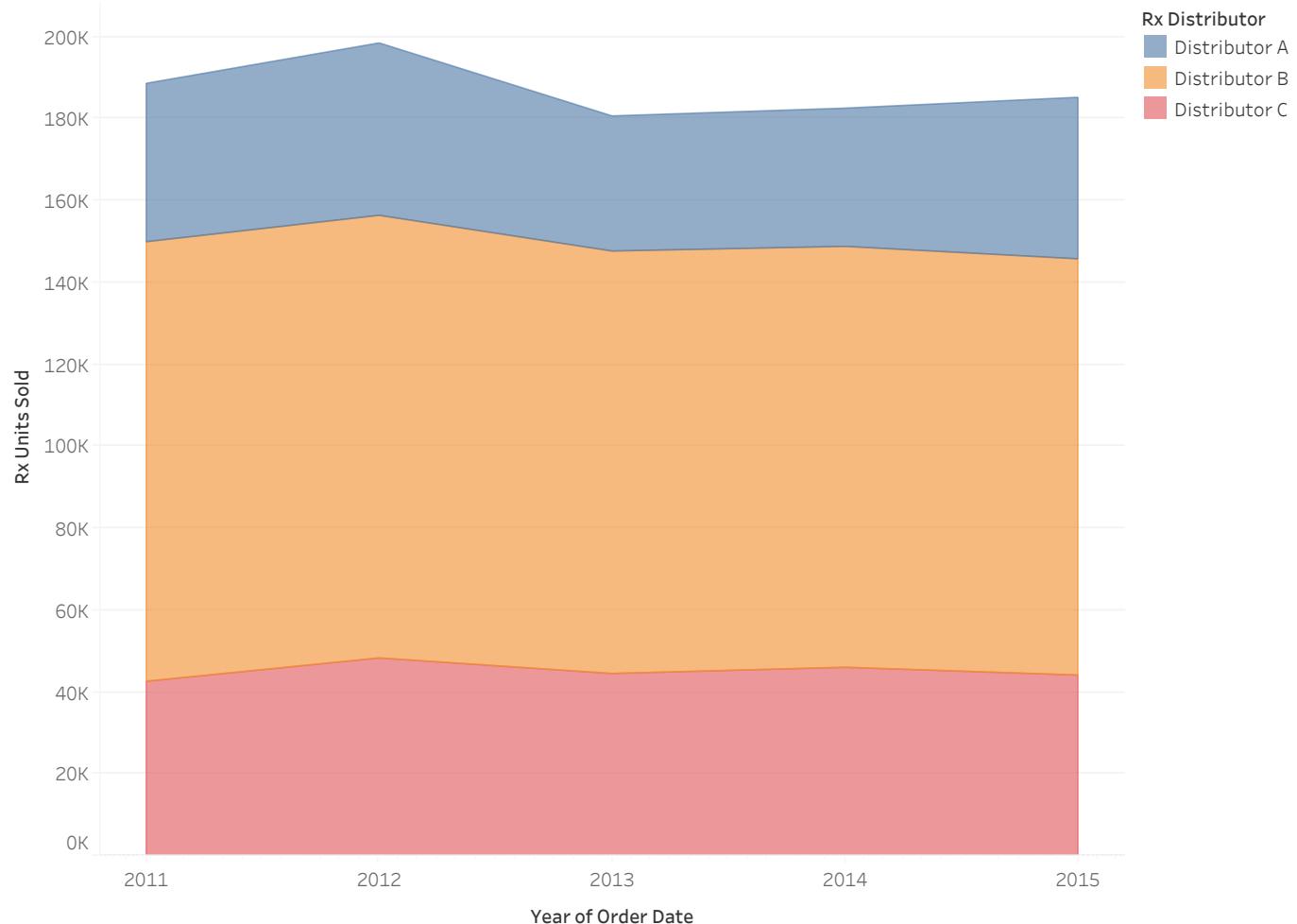
Sum of Total Order Revenue for each Order Date Year. Color shows details about Dispensed Region. The view is filtered on Order Date Year, which keeps 2011, 2012, 2013, 2014 and 2015.

## Tooltip: Distributor Total Dispensed by Region



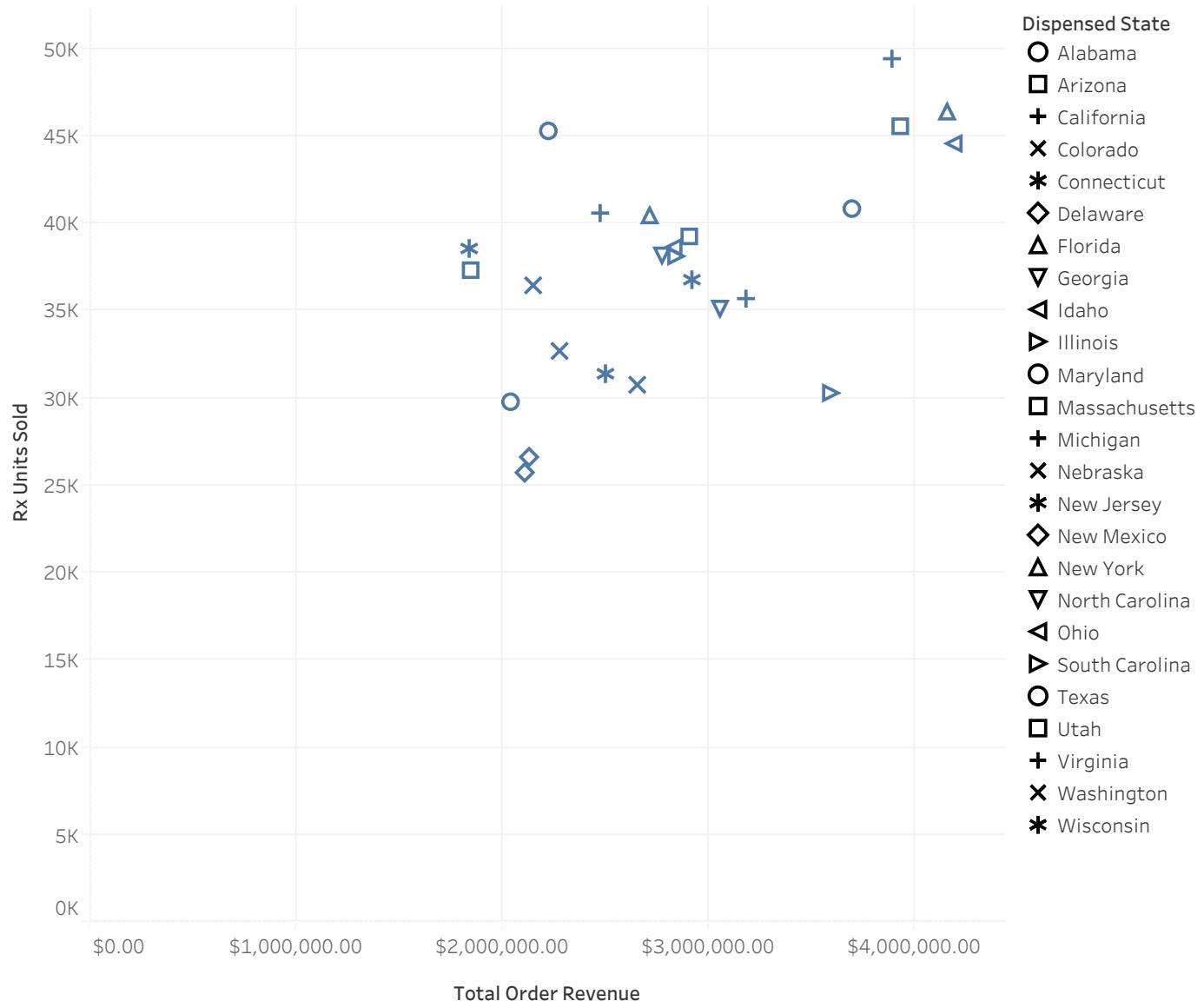
Sum of Rx Units Sold for each Dispensed Region broken down by Rx Distributor. The data is filtered on Tooltip (Dispensed Region, YEAR(Order Date)) and Tooltip (Dispensed Region, YEAR(Order Date), QUARTER(Order Date)). The Tooltip (Dispensed Region, YEAR(Order Date)) filter keeps 20 members. The Tooltip (Dispensed Region, YEAR(Order Date), QUARTER(Order Date)) filter keeps 80 members.

## Rx Units Sold by Year



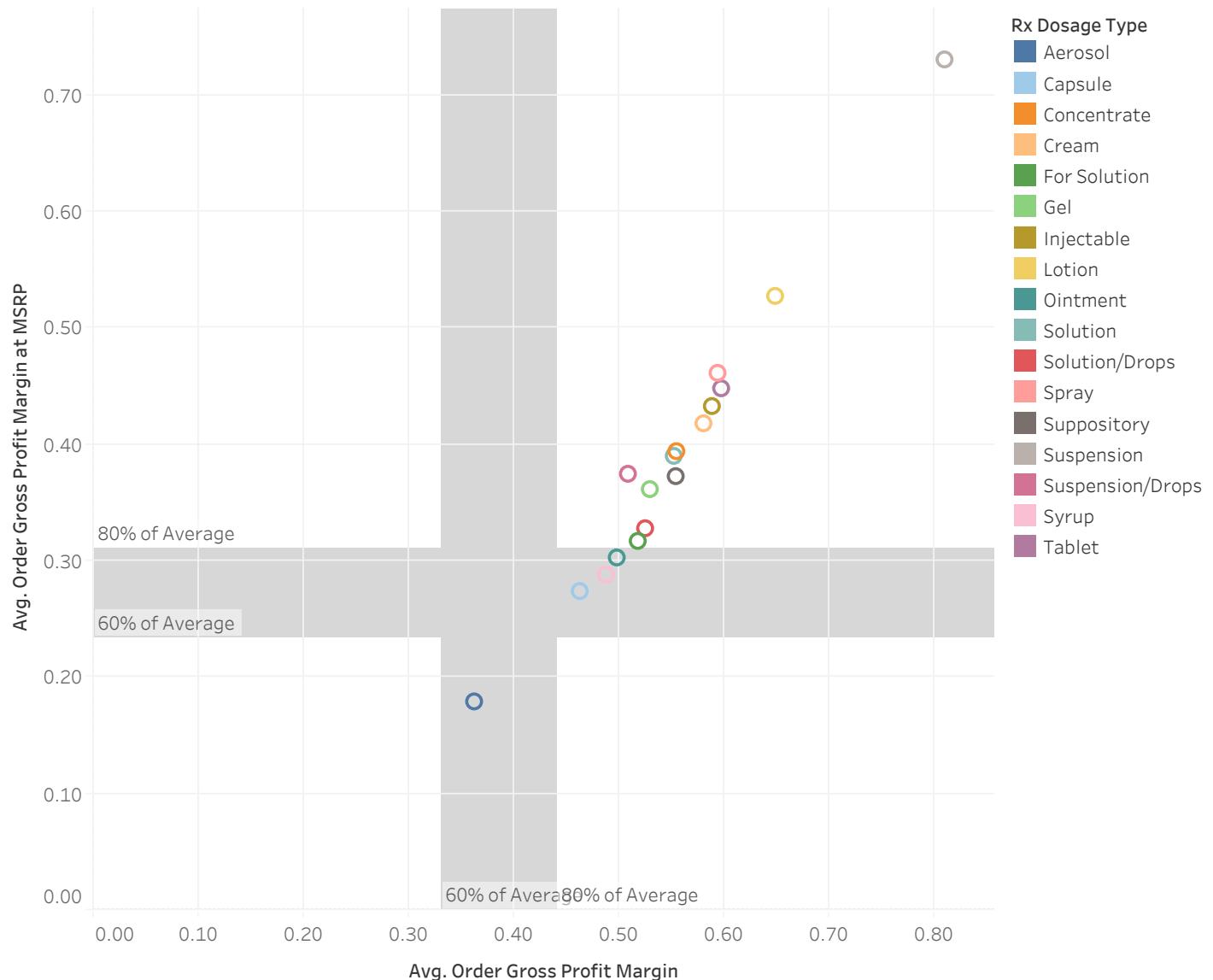
The plot of sum of Rx Units Sold for Order Date Year. Color shows details about Rx Distributor. The data is filtered on Action (Dispensed State), which keeps 25 members.

## Units Sold vs Revenue by State



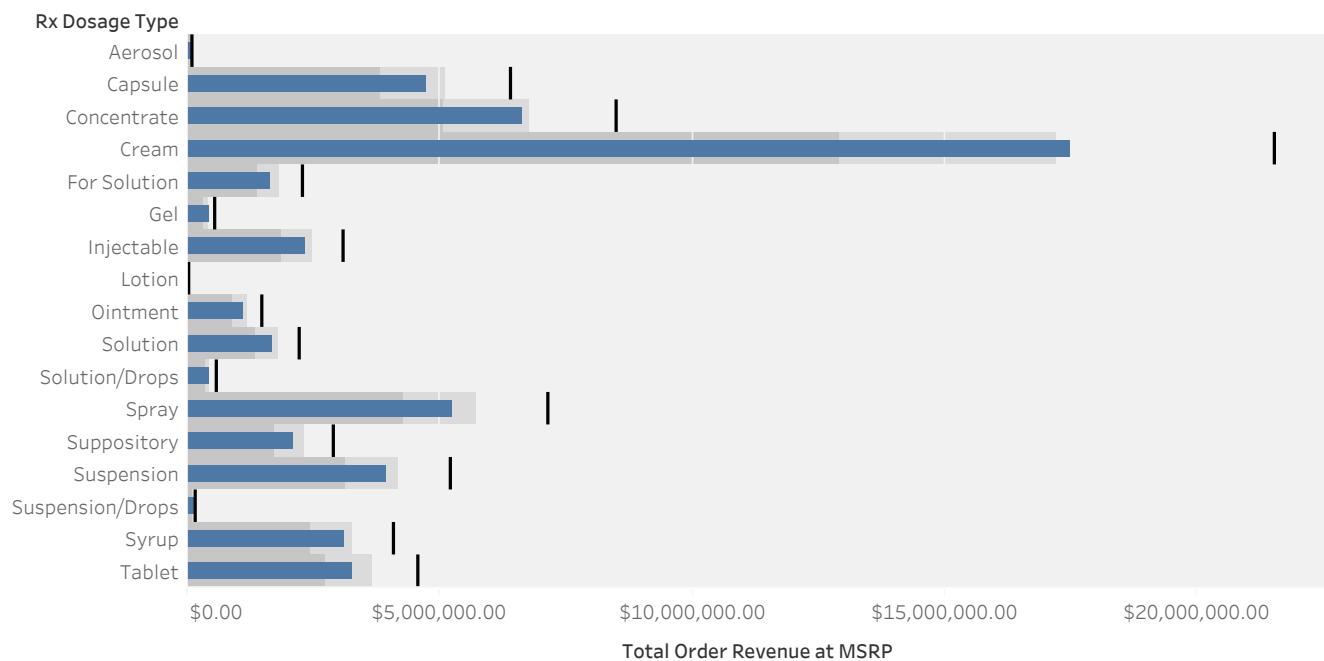
Sum of Total Order Revenue vs. sum of Rx Units Sold. Shape shows details about Dispensed State. The data is filtered on Action (Rx Dosage Type) and Action (Dispensed State). The Action (Rx Dosage Type) filter keeps 17 members. The Action (Dispensed State) filter keeps 25 members.

## Gross Margin vs Gross Margin at MSRP



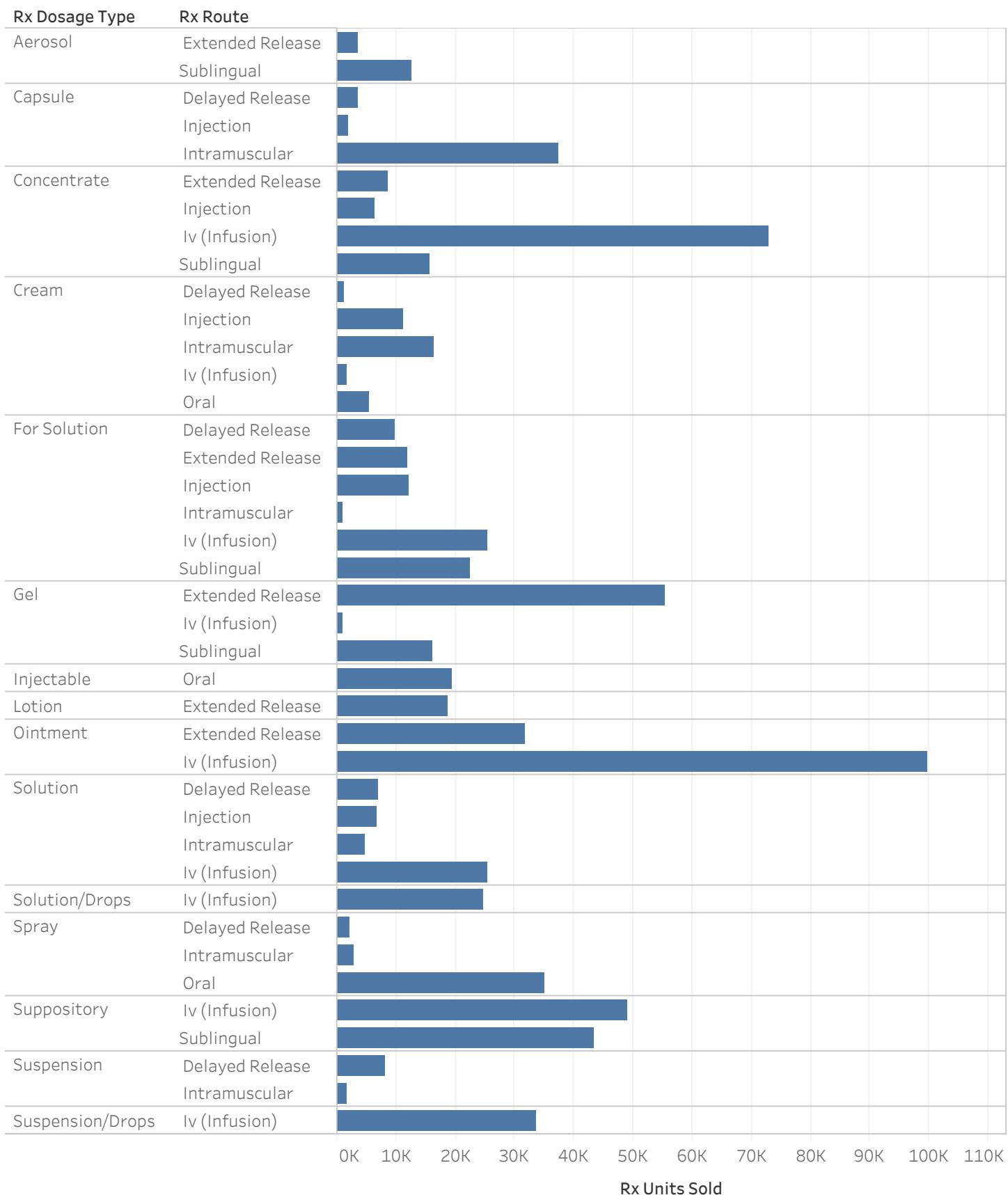
Average of Order Gross Profit Margin vs. average of Order Gross Profit Margin at MSRP. Color shows details about Rx Dosage Type. The data is filtered on Action (Rx Dosage Type), Action (Dispensed Region, Dispensed State) and Action (Dispensed State). The Action (Rx Dosage Type) filter keeps 17 members. The Action (Dispensed Region, Dispensed State) filter keeps 25 members. The Action (Dispensed State) filter keeps 25 members.

## Rx Dosage Type Revenue



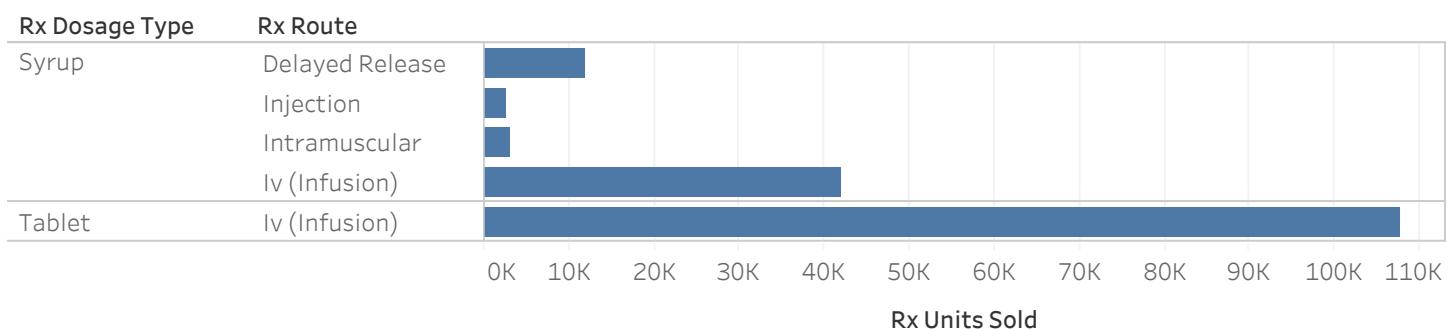
Sum of Total Order Revenue at MSRP for each Rx Dosage Type. The data is filtered on Action (Dispensed Region, Dispensed State), Action (Rx Dosage Type) and Action (Rx Dosage Type, Rx Route). The Action (Dispensed Region, Dispensed State) filter keeps 25 members. The Action (Rx Dosage Type) filter keeps 17 members. The Action (Rx Dosage Type, Rx Route) filter keeps 45 members.

## Hierarchy Rx Dosage Type/Route Sold



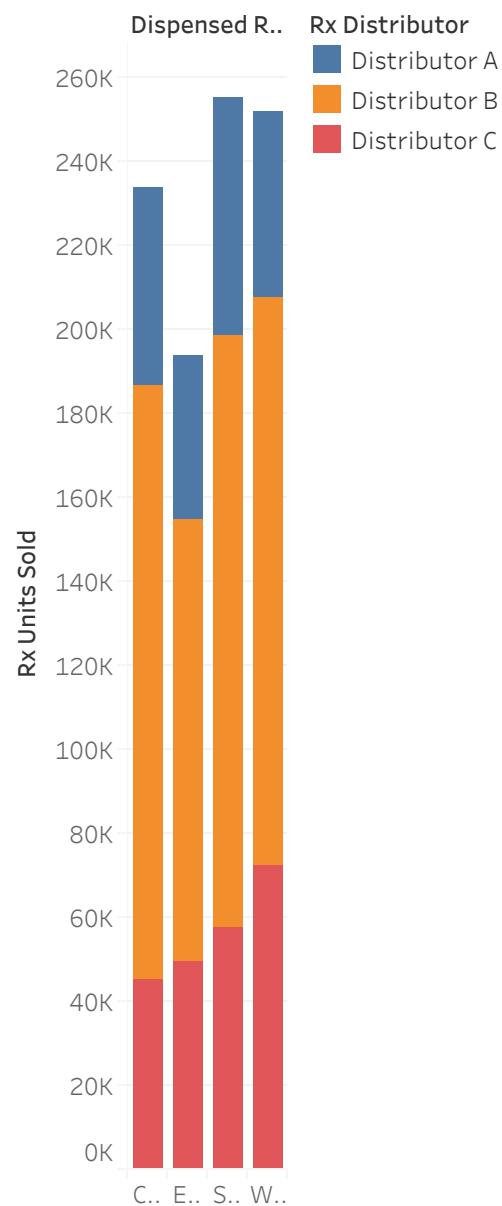
Sum of Rx Units Sold for each Rx Route broken down by Rx Dosage Type. The data is filtered on Action (Rx Dosage Type), which keeps 17 members.

## Hierarchy Rx Dosage Type/Route Sold



Sum of Rx Units Sold for each Rx Route broken down by Rx Dosage Type. The data is filtered on Action (Rx Dosage Type), which keeps 17 members.

## Sold by Re- gion/Distribu- tor



Sum of Rx Units Sold for each Dispensed Region. Color shows details about Rx Distributor. The data is filtered on Action (Dispensed Pharmacy Rep, Dispensed State) and Action (Dispensed State). The Action (Dispensed Pharmacy Rep, Dispensed State) filter keeps 25 members. The Action (Dispensed State) filter keeps 25 members.

Revenue

\$70.89M

Sum of Total Order Revenue.  
The data is filtered on Action (Dispensed State) and Action (Dispensed Region,Rx Distributor). The Action (Dispensed State) filter keeps 25 members. The Action (Dispensed Region,Rx Distributor) filter keeps 12 members.

Gross Order Profit

\$44.13M

Sum of Order Gross Profit. The data is filtered on Action (Dispensed State) and Action (Dispensed Region,Rx Distributor). The Action (Dispensed State) filter keeps 25 members. The Action (Dispensed Region,Rx Distributor) filter keeps 12 members.

Rx Units Sold

934.63K

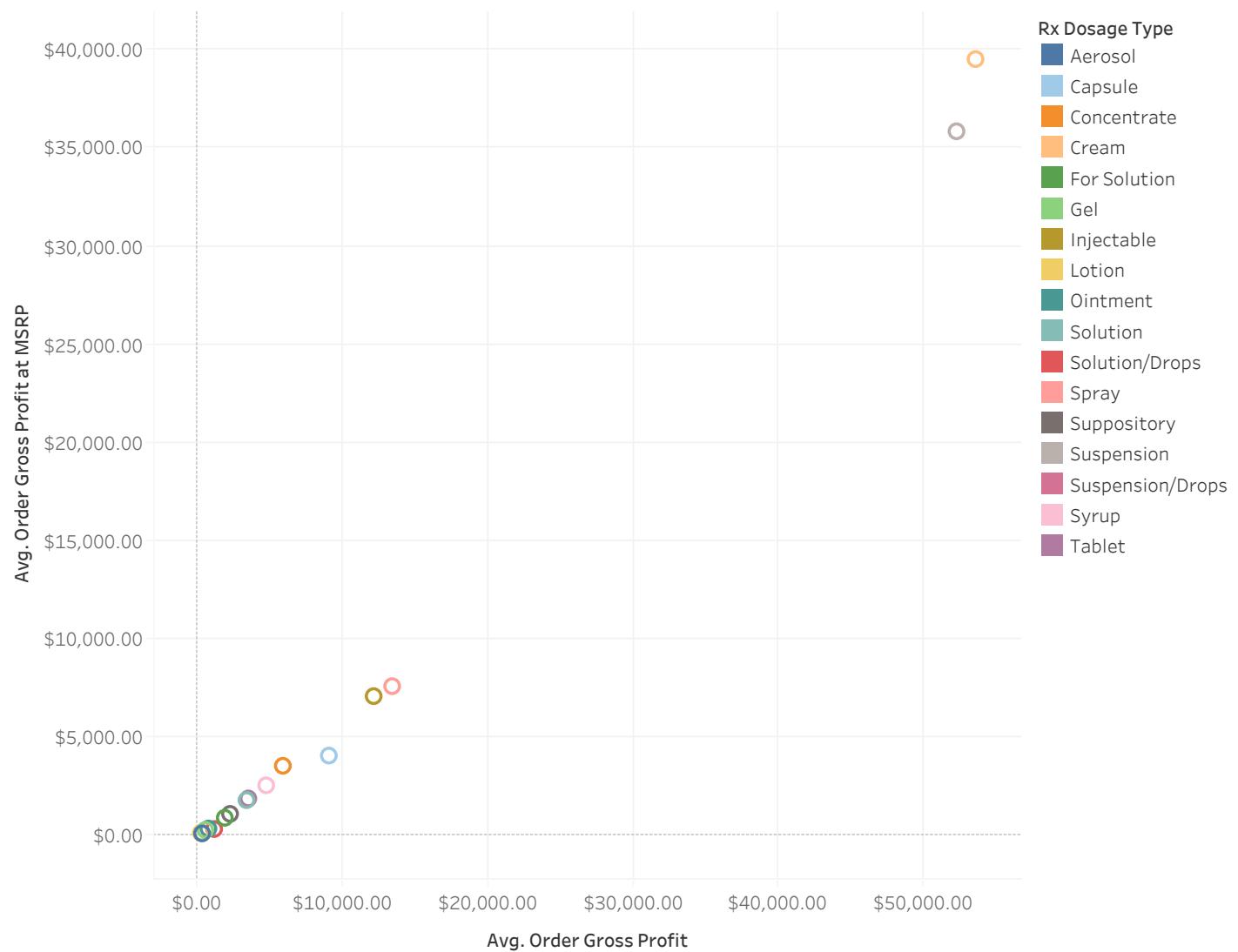
Sum of Rx Units Sold. The data is filtered on Action (Dispensed State) and Action (Dispensed Region,Rx Distributor). The Action (Dispensed State) filter keeps 25 members. The Action (Dispensed Region,Rx Distributor) filter keeps 12 members.

# Distributer Order Revenue by State

Rx Distributor	Rx Units Sold
Distributor A	187,054
Distributor B	522,618
Distributor C	224,957

Sum of Rx Units Sold  
broken down by Rx  
Distributor. Color shows  
sum of Rx Units Sold.  
The marks are labeled by  
sum of Rx Units Sold.

## Gross Profit vs Gross Profit at MSRP



Average of Order Gross Profit vs. average of Order Gross Profit at MSRP. Color shows details about Rx Dosage Type.

## Market Segment Gross Profit at MSRP

\$27,465,983.25



Market Segment (color) and Order Gross Profit at MSRP (size). The data is filtered on Action (Rx Dosage Type,Rx Route) and Action (Rx Dosage Type). The Action (Rx Dosage Type,Rx Route) filter keeps 45 members. The Action (Rx Dosage Type) filter keeps 17 members.

## At Least 60K Sold

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Dolly DeCherney	83,833
Mary Monton	88,068
Pricilla Patt	78,629
Stephen Skaria	69,523
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Wally Wasserman	65,422

Sum of Rx Units Sold broken down by Dispensed Pharmacy Rep. The view is filtered on sum of Rx Units Sold, which includes values greater than or equal to 60,000.

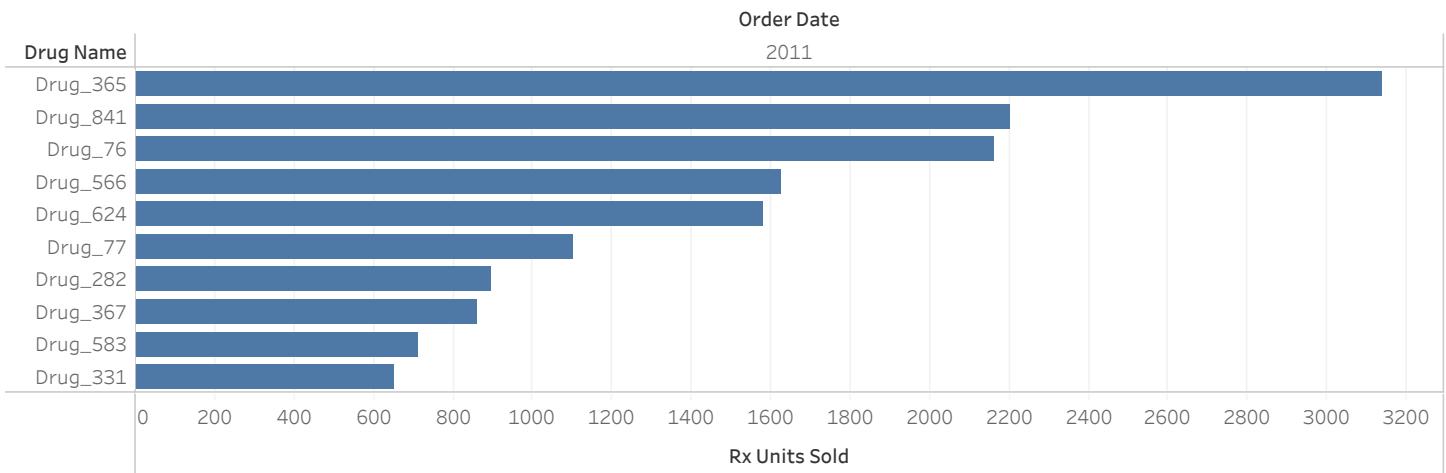
## Rep Avg Gross Profit between \$5K and \$6K

### Dispensed Pharma..

Deborah Dominguez	\$5,749.92
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Pricilla Patt	\$5,194.66

Average of Order Gross Profit broken down by Dispensed Pharmacy Rep. The view is filtered on average of Order Gross Profit, which ranges from \$5,000.00 to \$6,000.00.

## Top 10 Drug Name Ordered for 2011



Sum of Rx Units Sold for each Drug Name broken down by Order Date Year. The view is filtered on Order Date Year and Drug Name. The Order Date Year filter keeps 2011. The Drug Name filter keeps 10 of 727 members.