

# Executive Summary.

2.32M

Sum of Sales

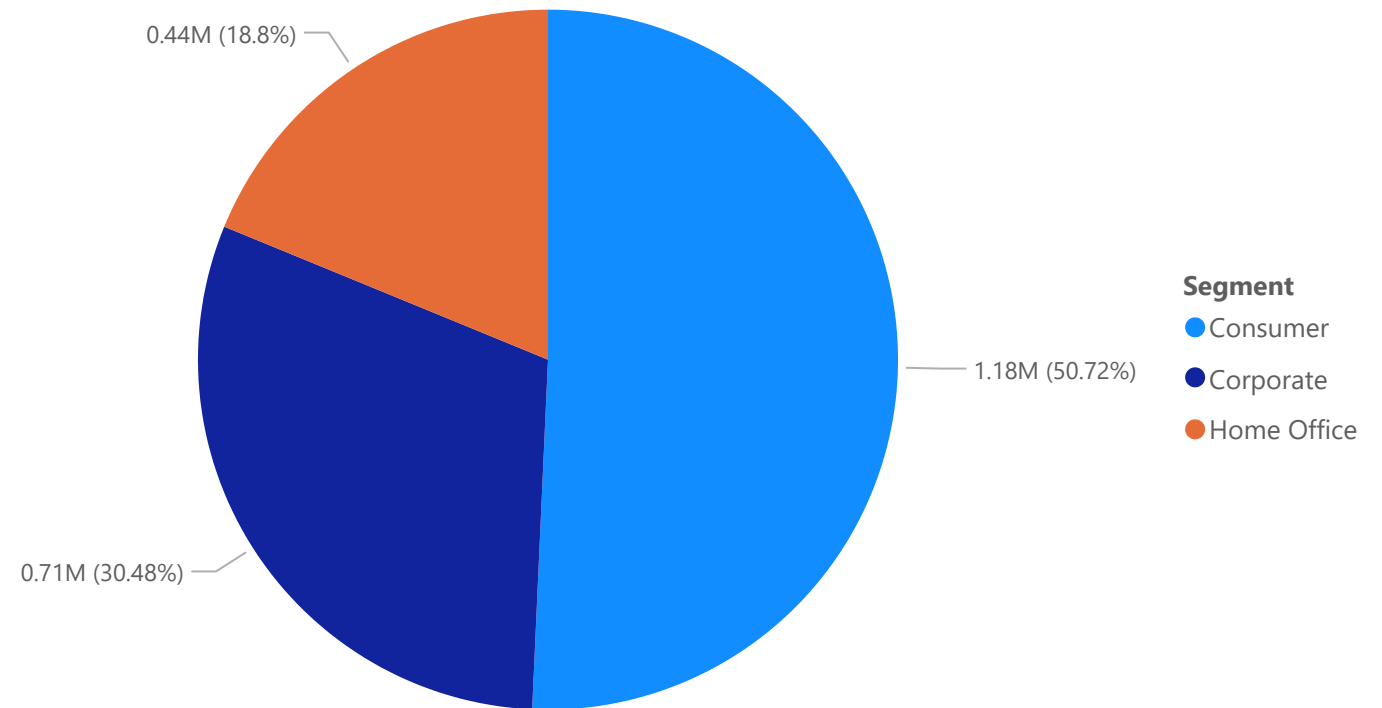
22.64K

Max of Sales

4922

Count of Order\_ID

Sum of Sales by Segment

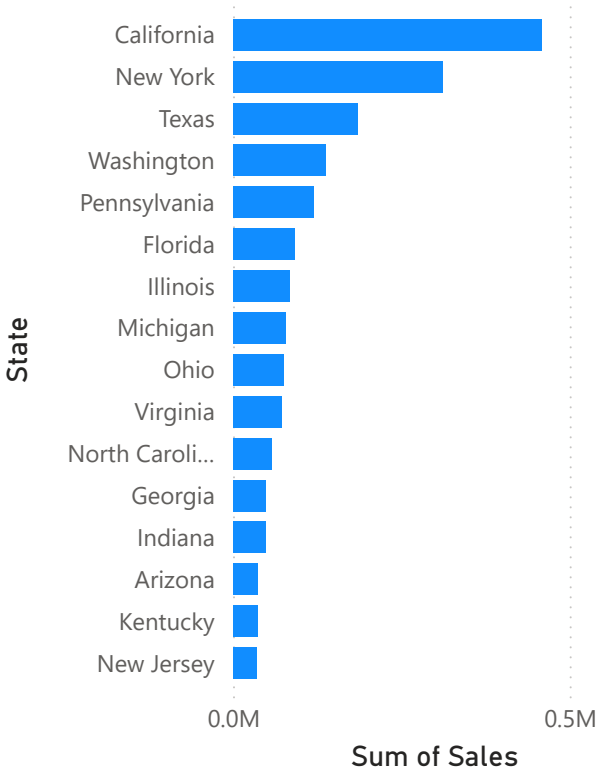


# Regional Sales & Delivery Insights

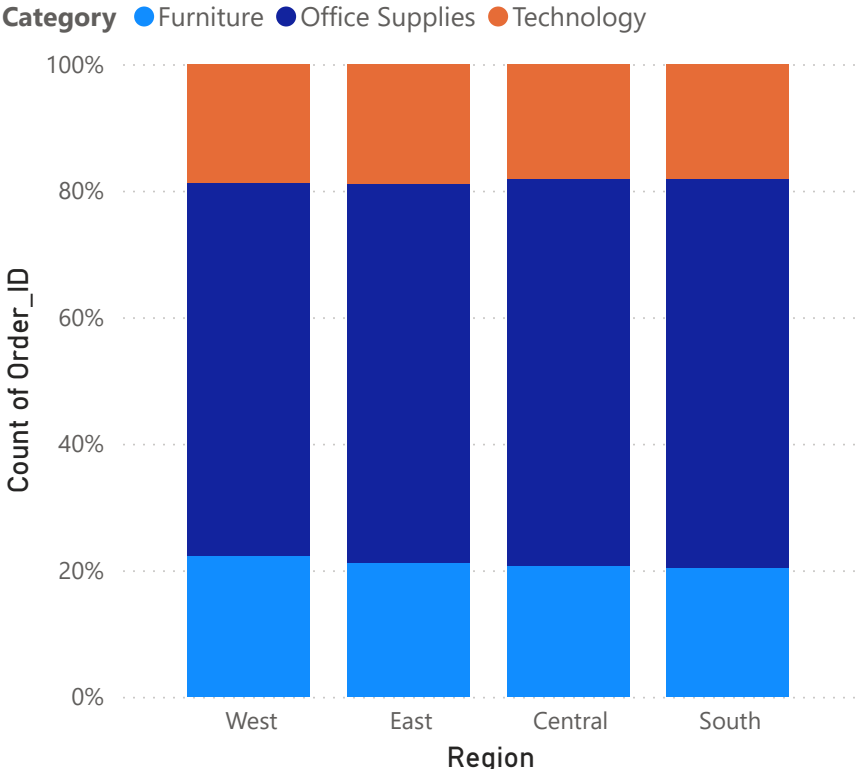
## West

Top\_Region

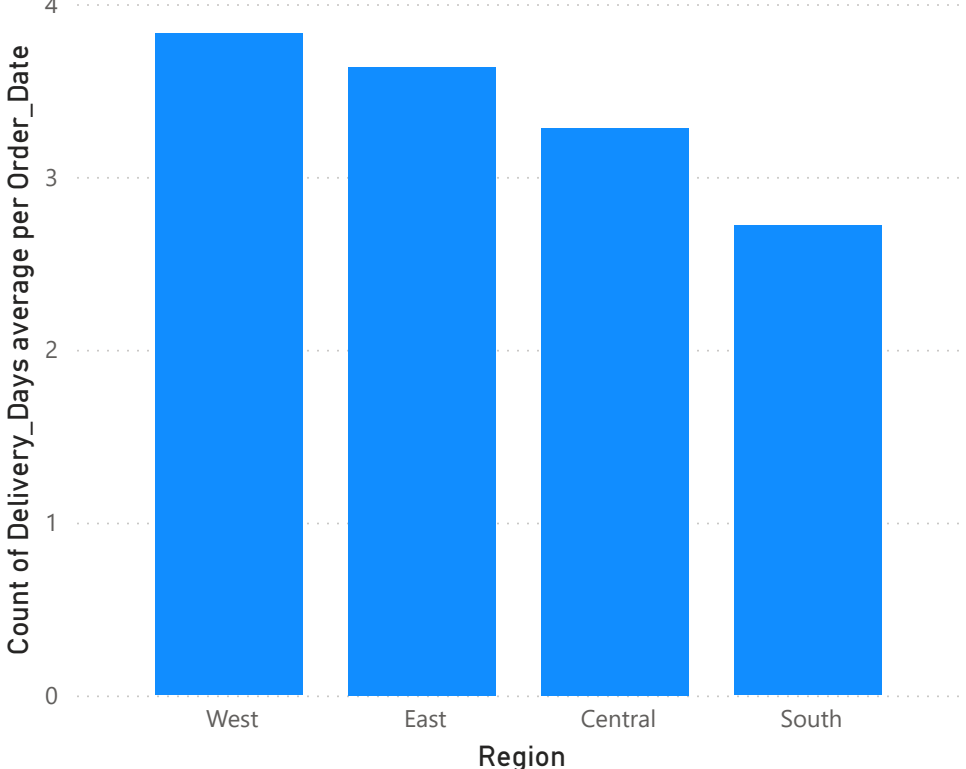
Sum of Sales by State



Count of Order\_ID by Region and Category

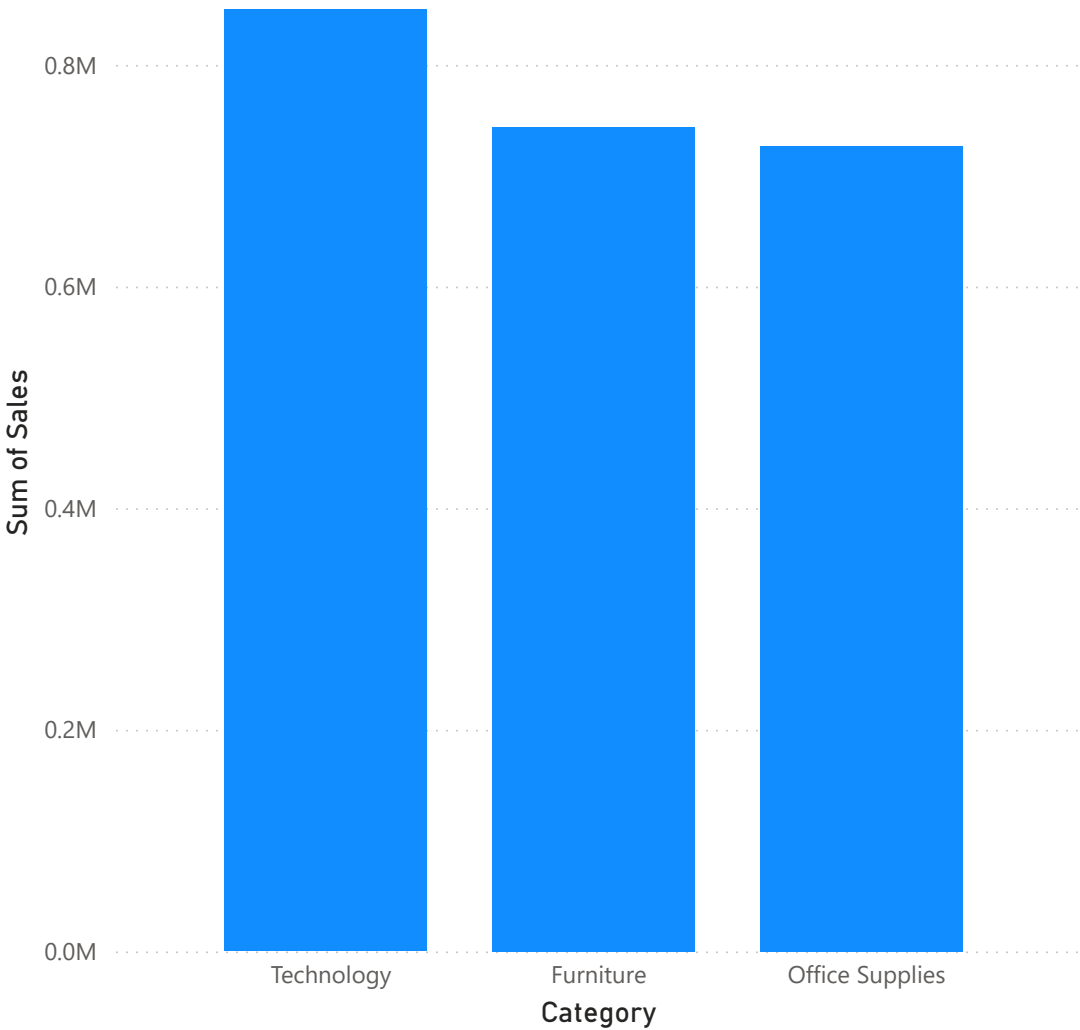


Count of Delivery\_Days average per Order\_Date by Region

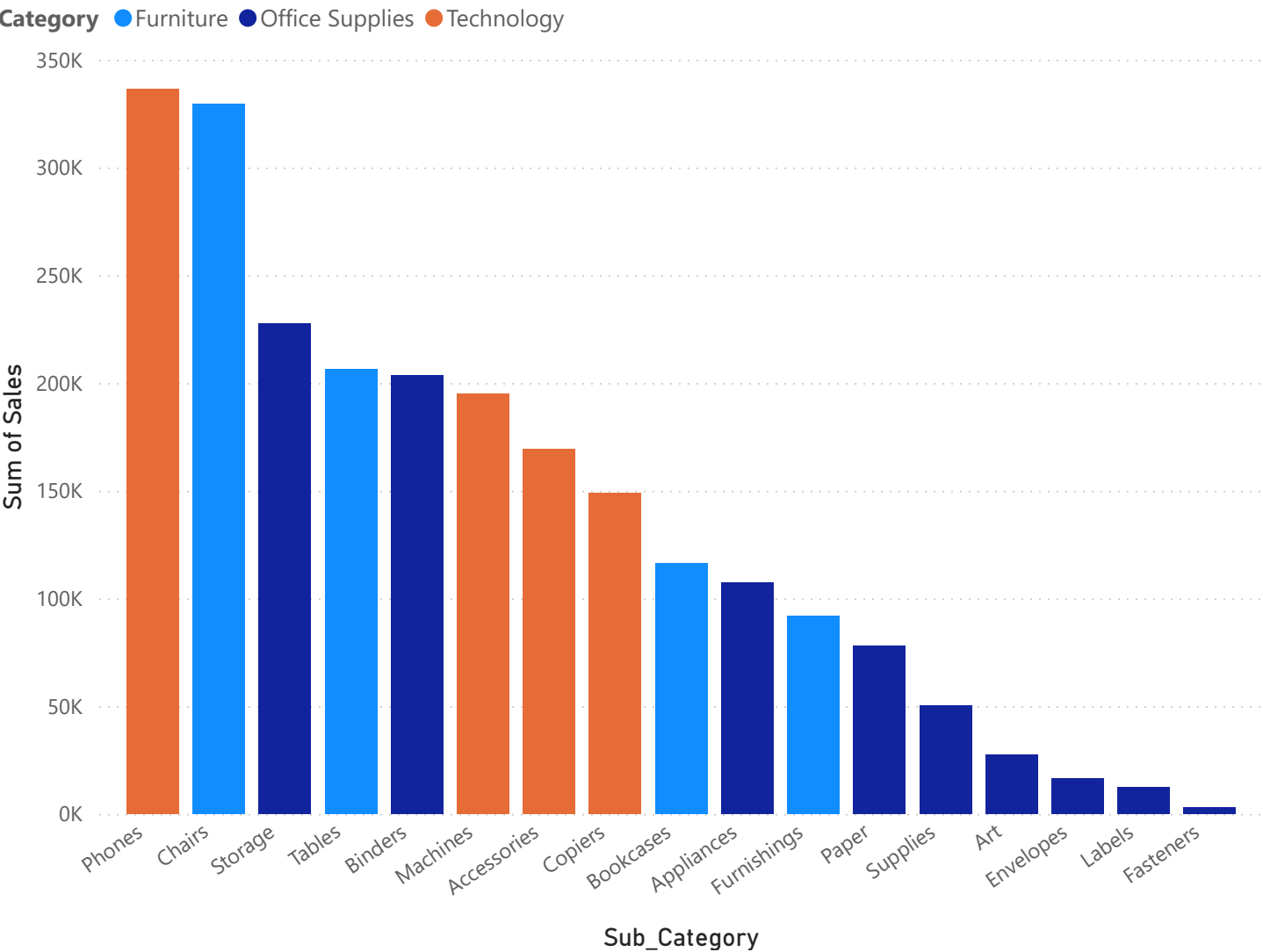


# Category Performance Overview

Sum of Sales by Category

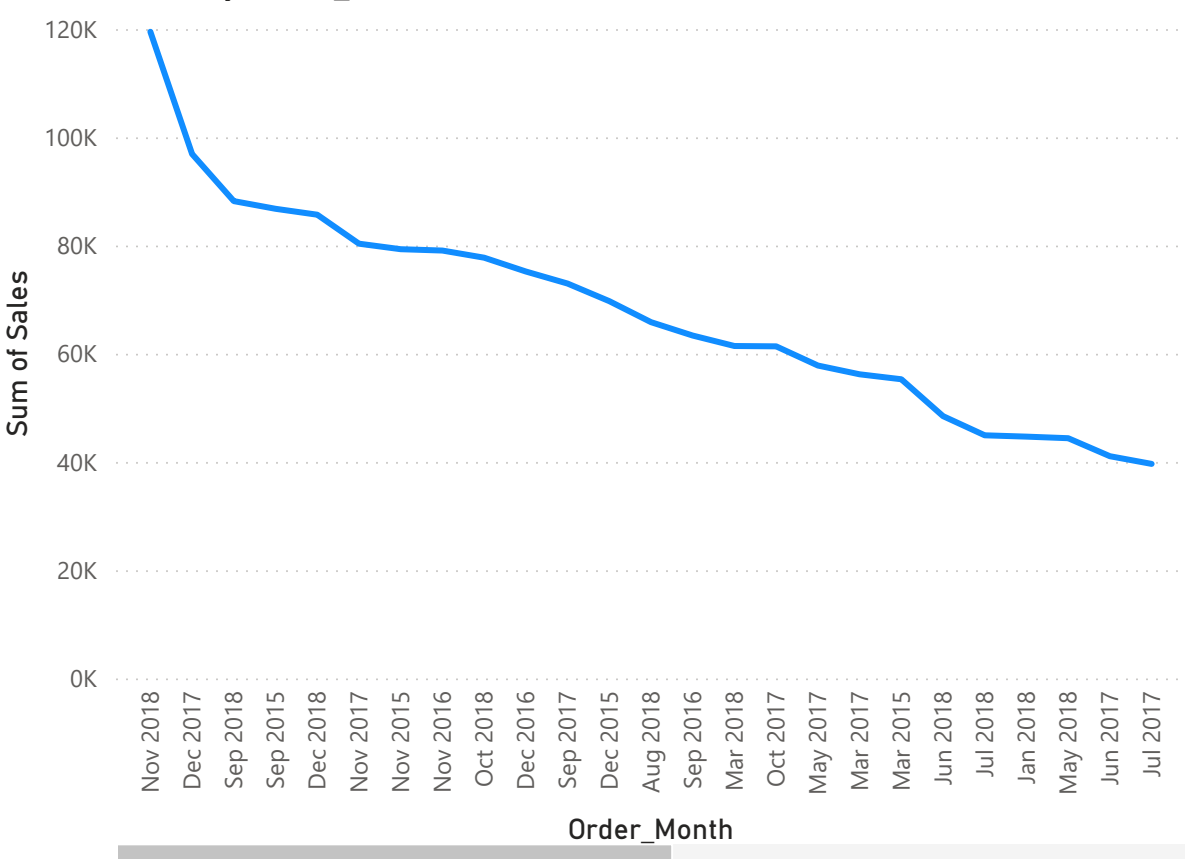


Sum of Sales by Sub\_Category and Category

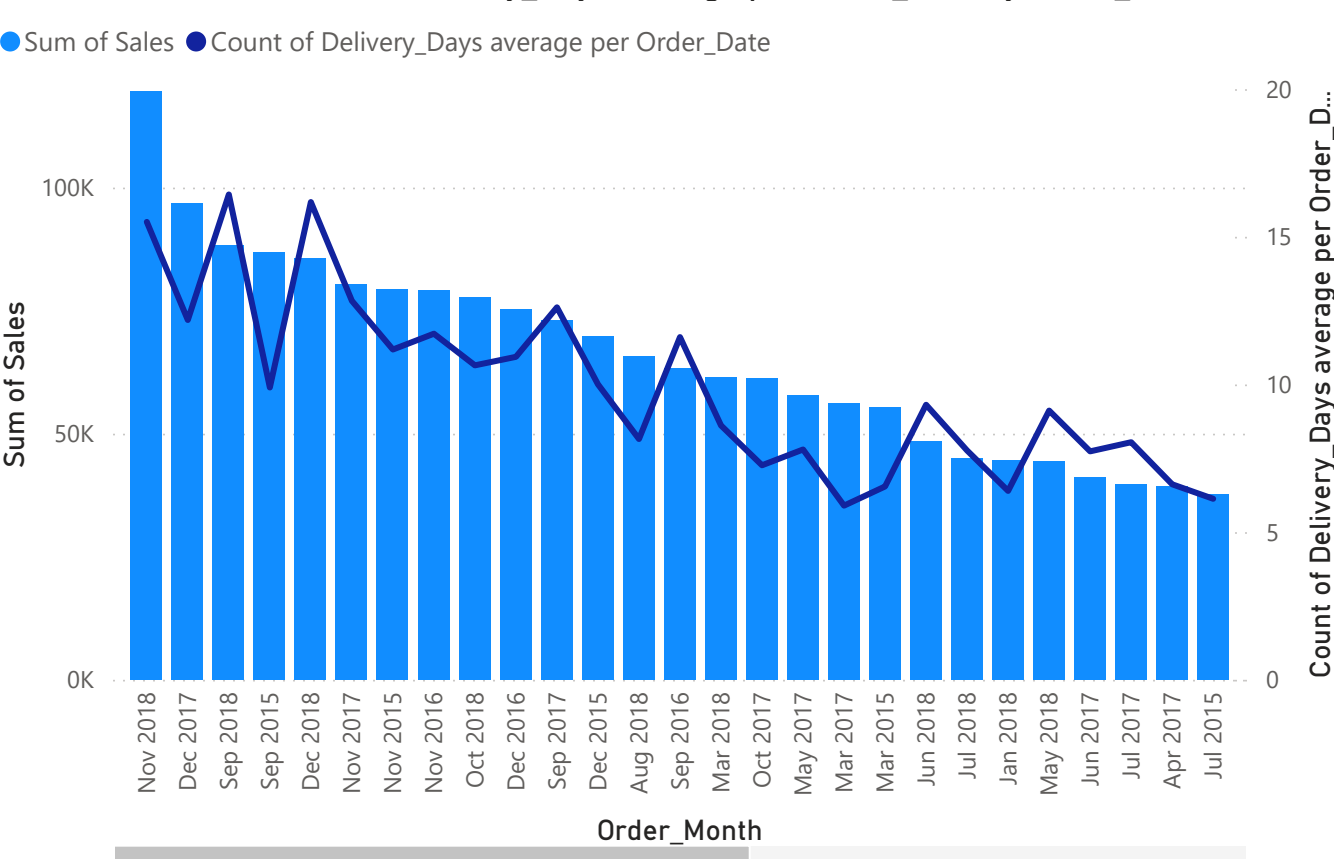


# Monthly Performance Trends

Sum of Sales by Order\_Month



Sum of Sales and Count of Delivery\_Days average per Order\_Date by Order\_Month

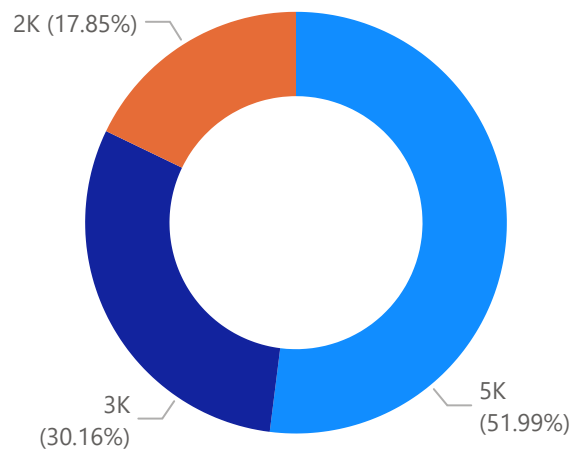


# Customer Segmentation

10K

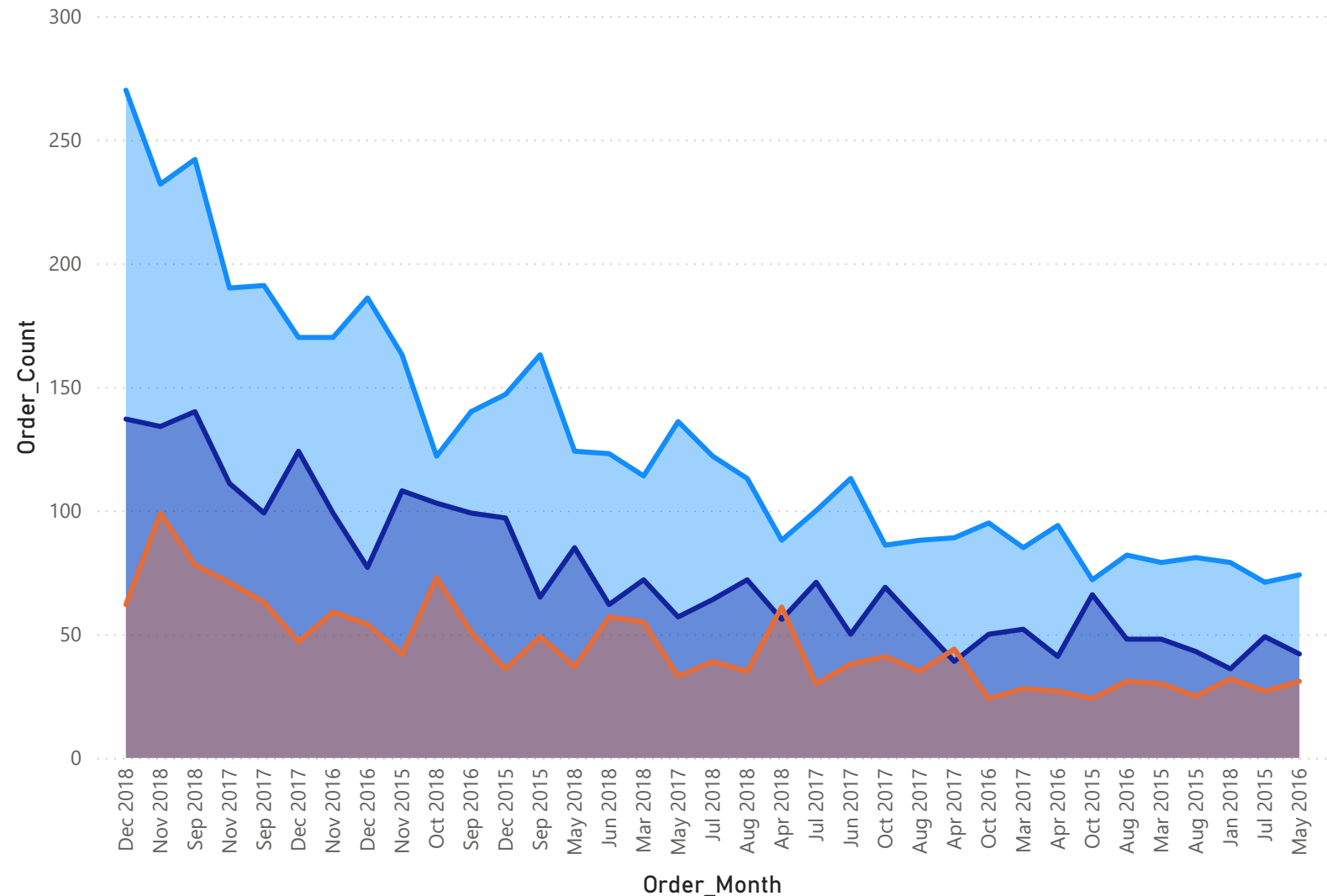
Order\_Count

Order\_Count by Segment



Order\_Count by Order\_Month and Segment

Segment ● Consumer ● Corporate ● Home Office



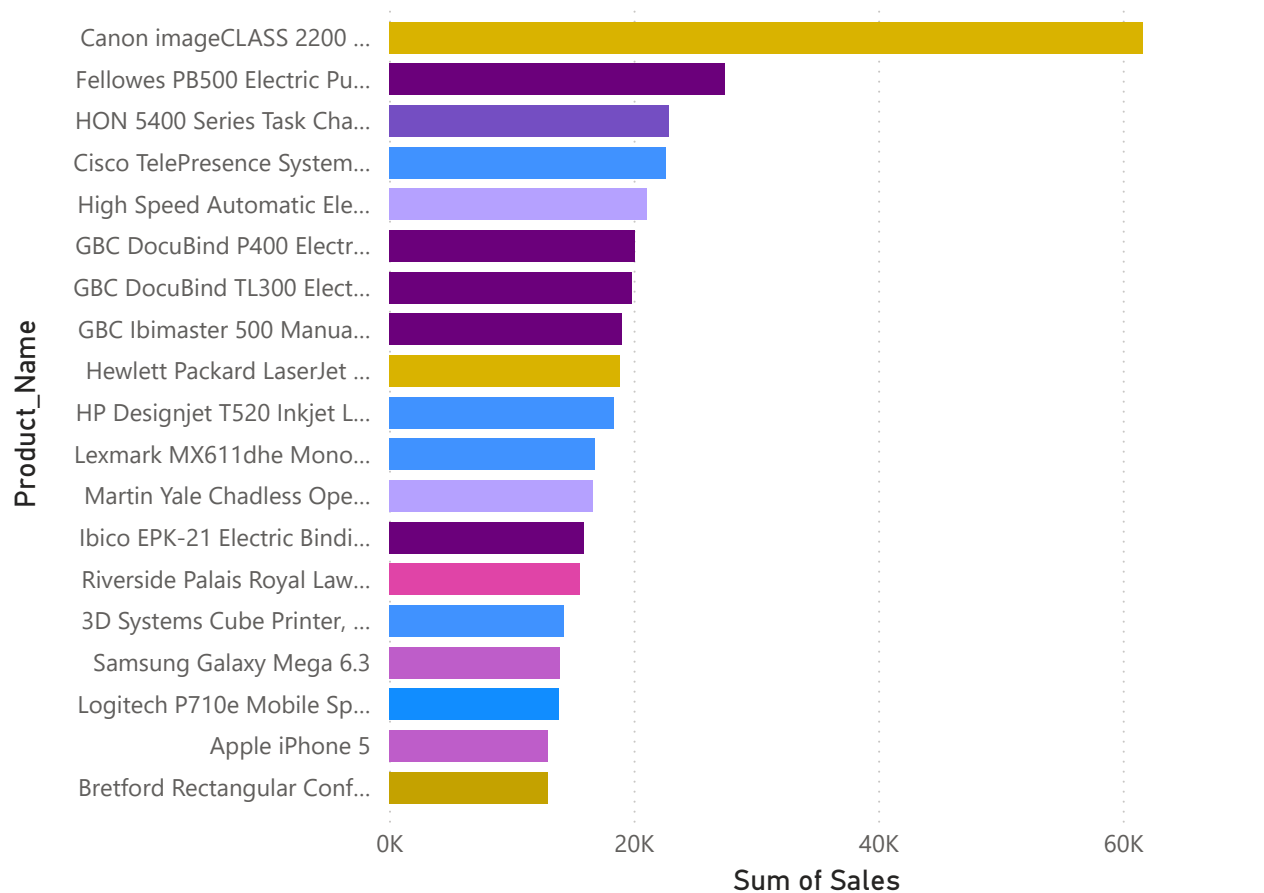
# Products by Sales

1861

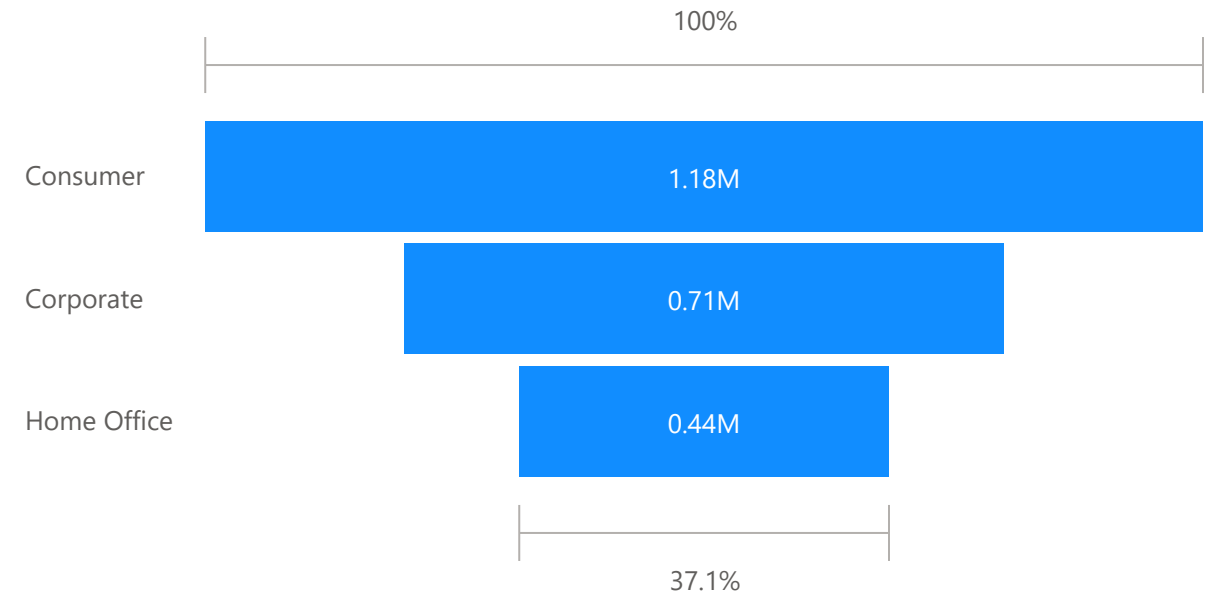
Count of Product\_ID

Sum of Sales by Product\_Name and Sub\_Category

Sub\_Category ● Accessor... ● Applian... ● Art ● Binders ● Bookcas... ● Chairs ● Copiers ● Envelopes ▶



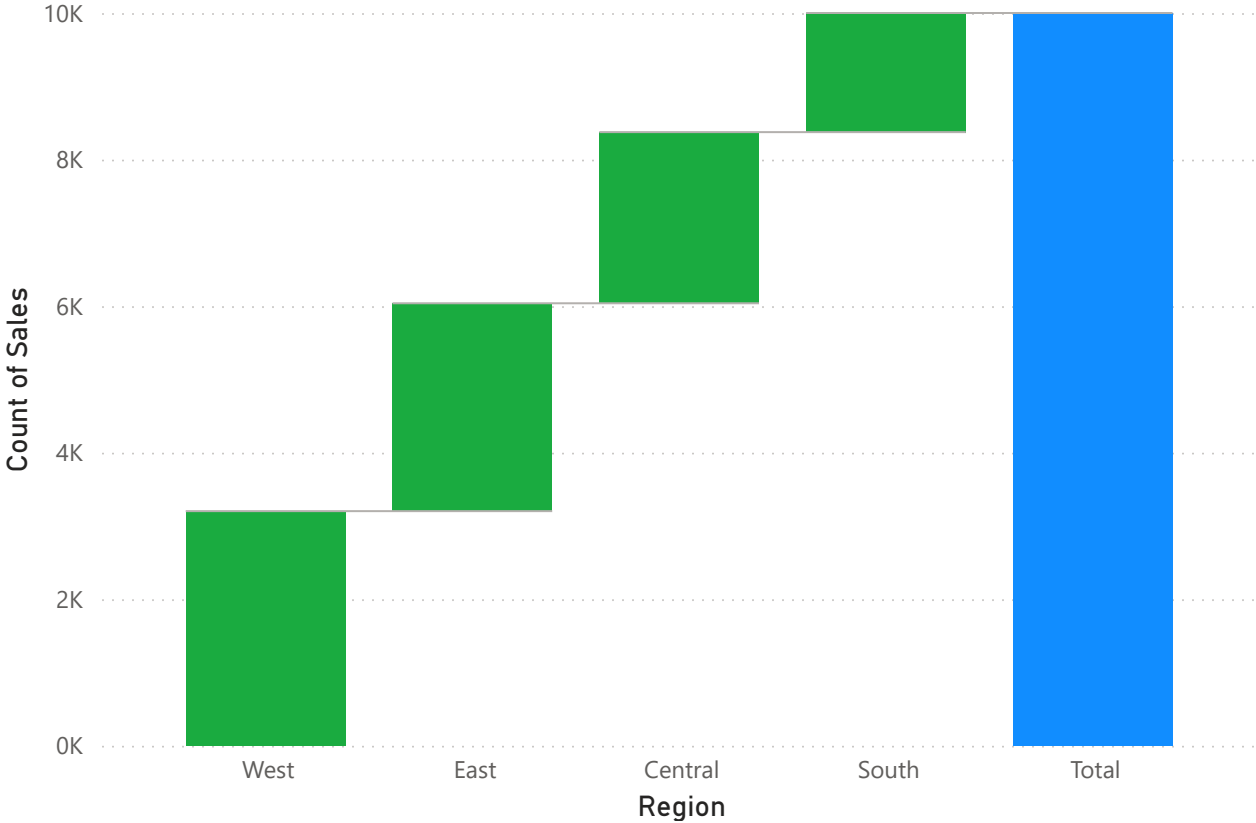
Sum of Sales by Segment



# Profit Waterfall by Region

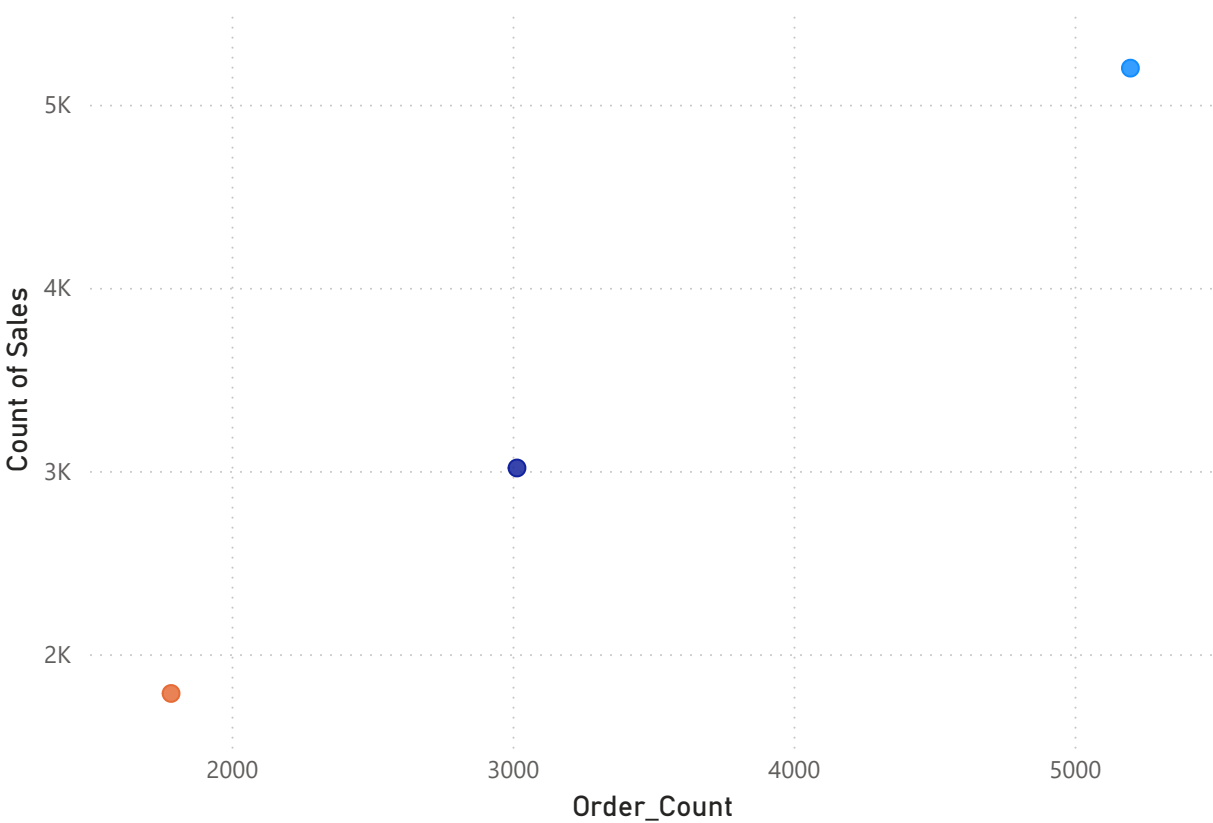
Count of Sales by Region

● Increase ● Decrease ● Total



Order\_Count and Count of Sales by Segment

Segment ● Consumer ● Corporate ● Home Office



10.00K

Count of Product\_ID

# Product Hierarchy.

Count of Sales and Order\_Count by Sub\_Category



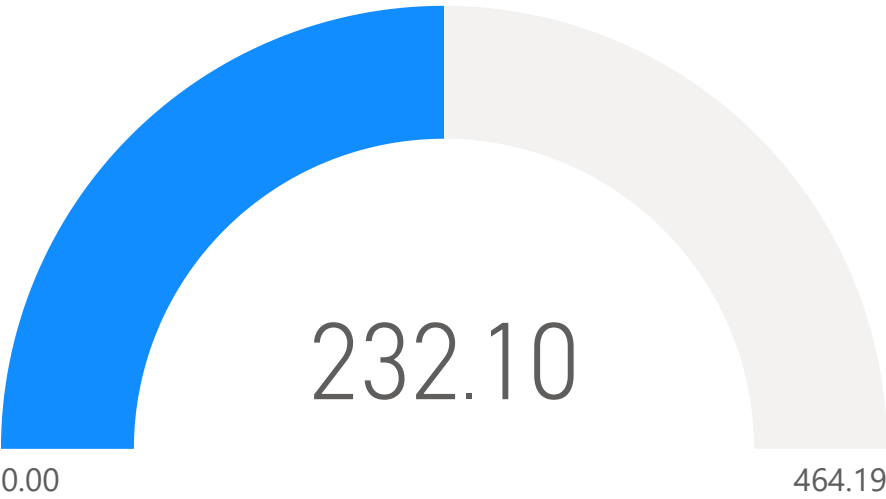


# Sales Performance Guage

232.10

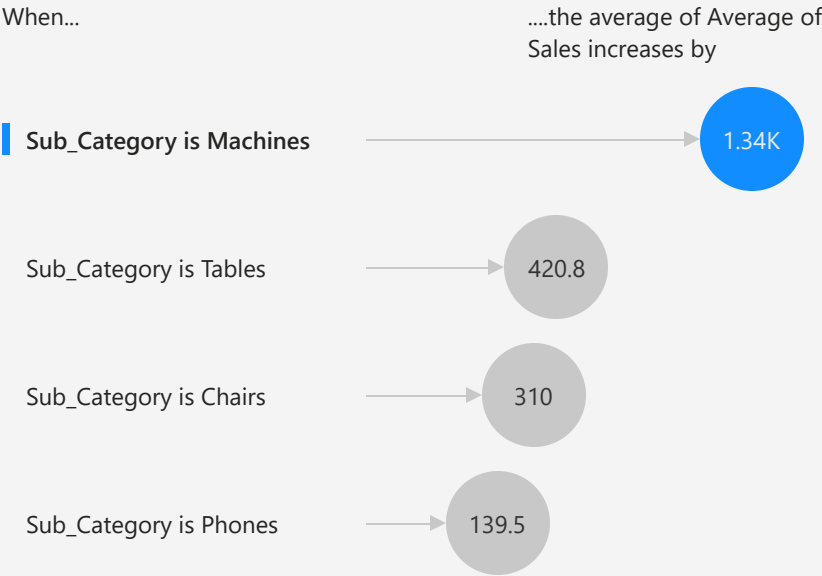
Average of Sales

Average of Sales

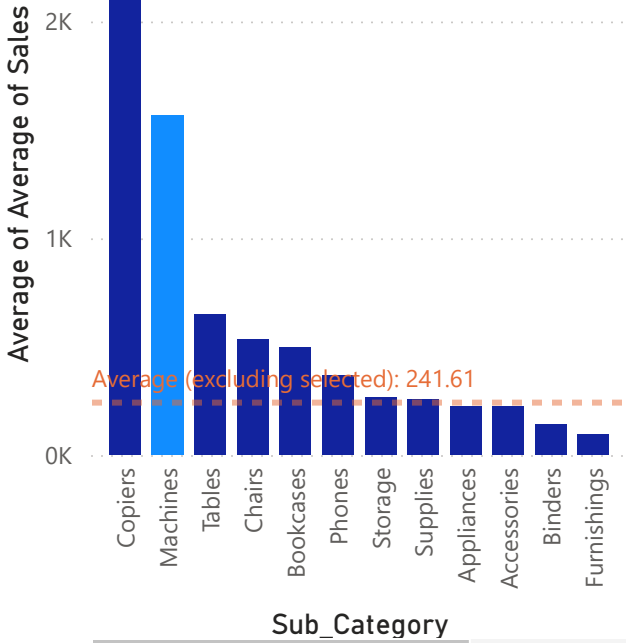


Key influencers Top segments

What influences Average of Sales to Increase ?



← Average of Sales is more likely to increase when Sub\_Category is Machines than otherwise (on average).



☐ Only show values that are influencers

# Q&A

10000

Count of Sales

232.10

Average of Sales

10000

Order\_Count



maximum sales in ship month



Sum of Sales by Order\_Month

88.19K

An area chart with a light gray fill and a dark gray outline, showing the sum of sales by order month. The chart has a jagged, mountain-like shape with several peaks and valleys. The highest peak is labeled with the value '88.19K' in a large, bold, black font. The x-axis represents the order month, and the y-axis represents the sum of sales.