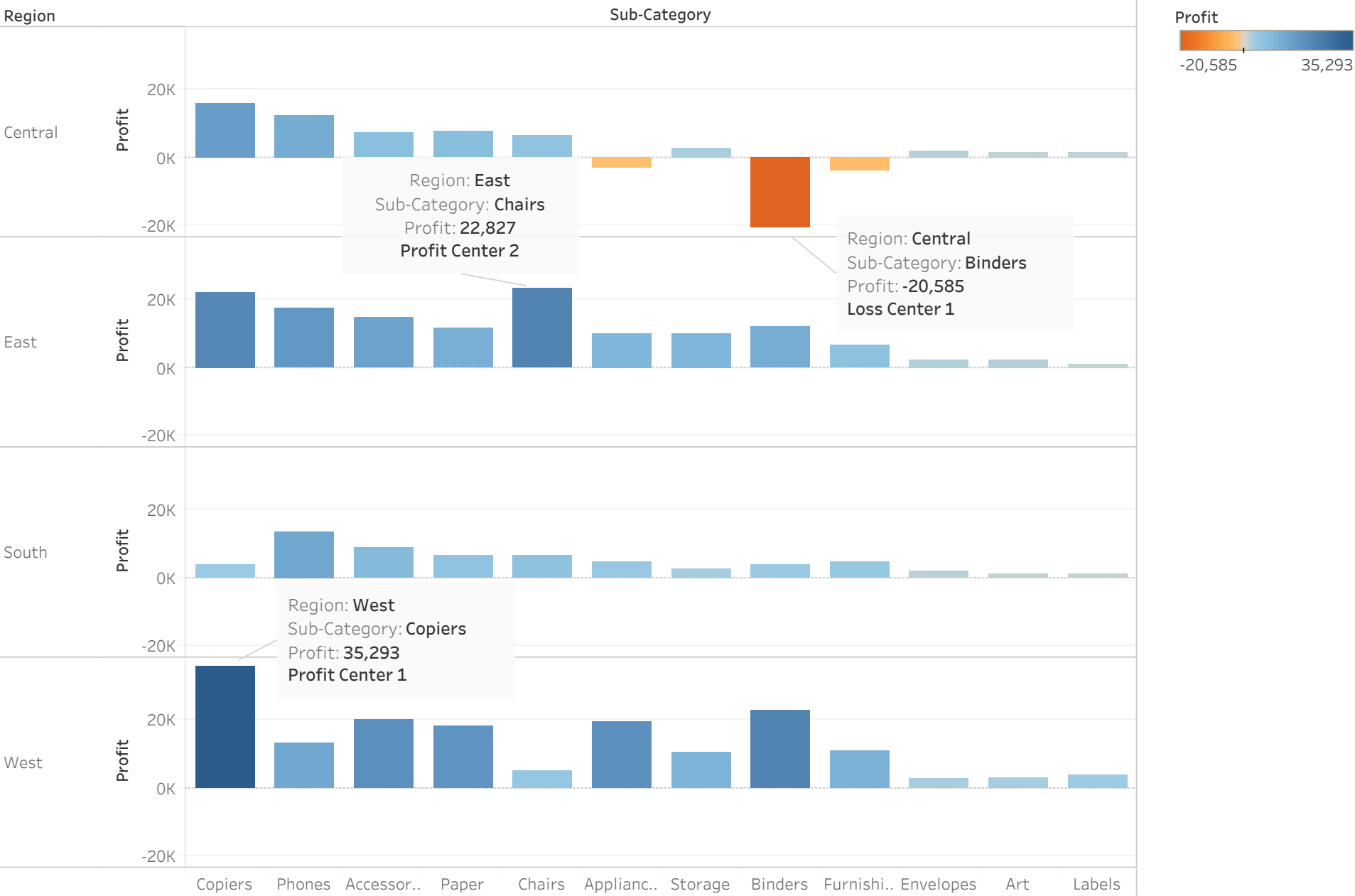
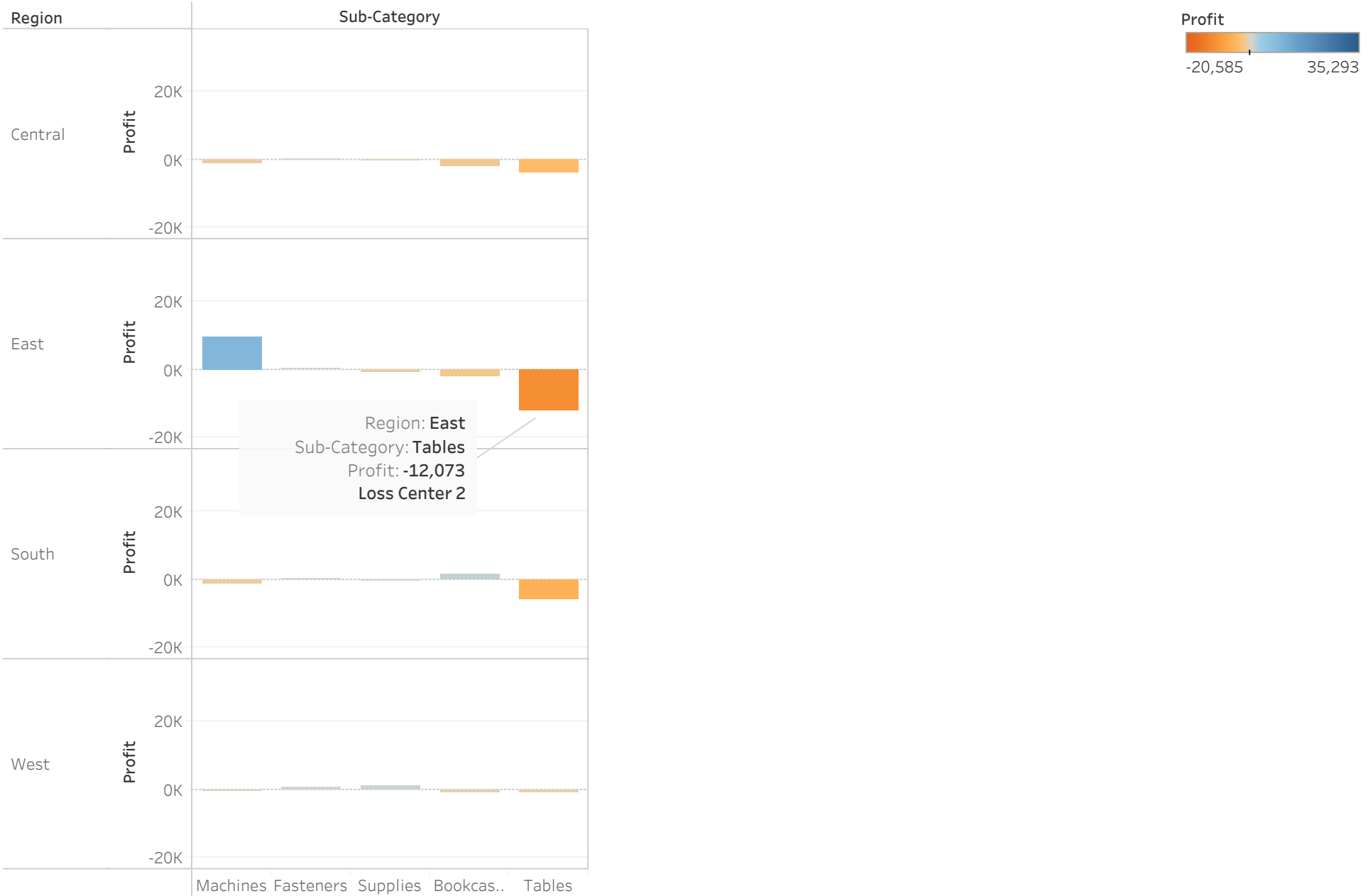


Profit Center: West - Copiers & East - Chairs
Loss Center: Central - Binders & East - Tables



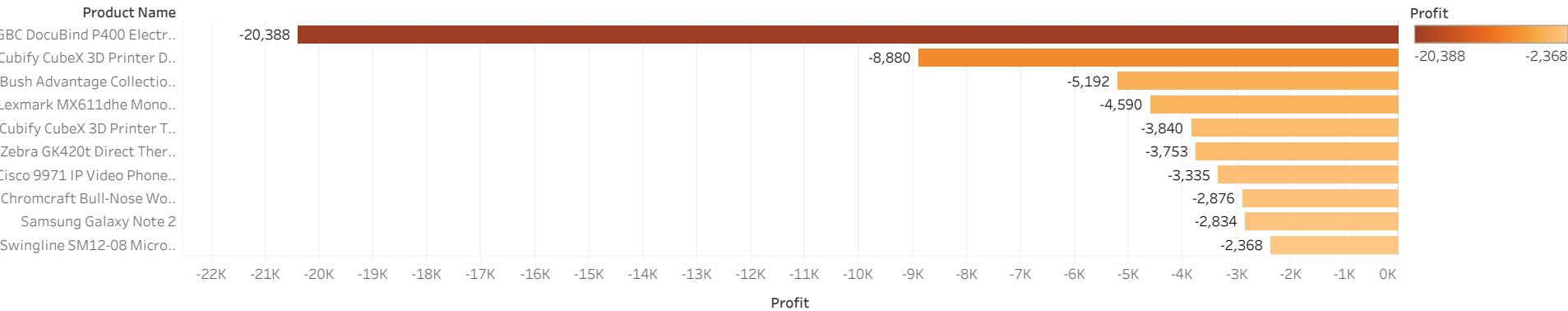
Sum of Profit for each Sub-Category broken down by Region. Color shows sum of Profit.

Profit Center: West - Copiers & East - Chairs
Loss Center: Central - Binders & East - Tables



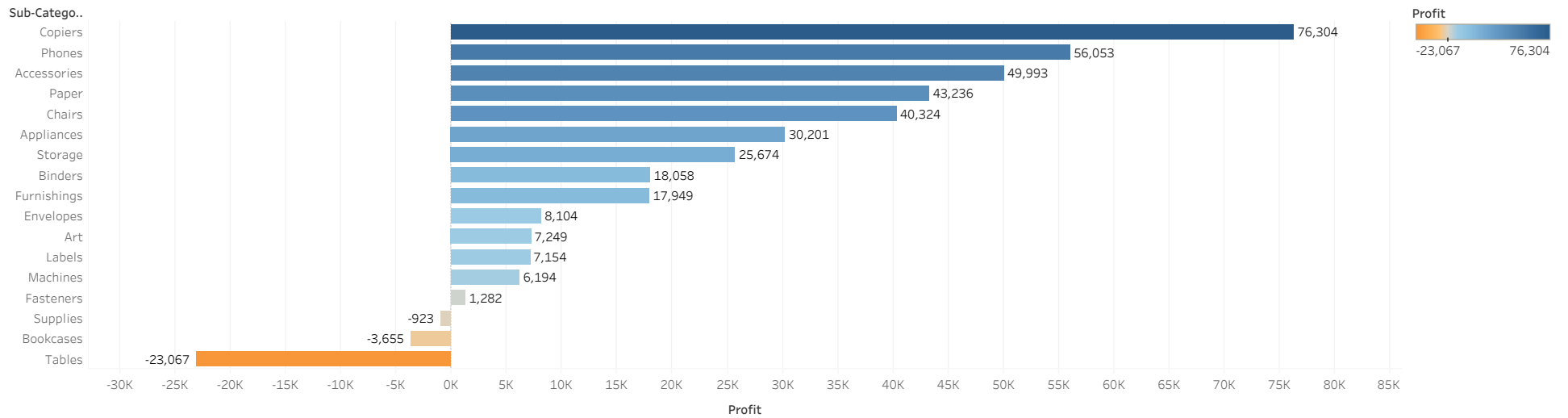
Sum of Profit for each Sub-Category broken down by Region. Color shows sum of Profit.

Eliminate: GBC DocuBind P400 / Cubify CubeX 3D Printer / Bush Advantage Collection



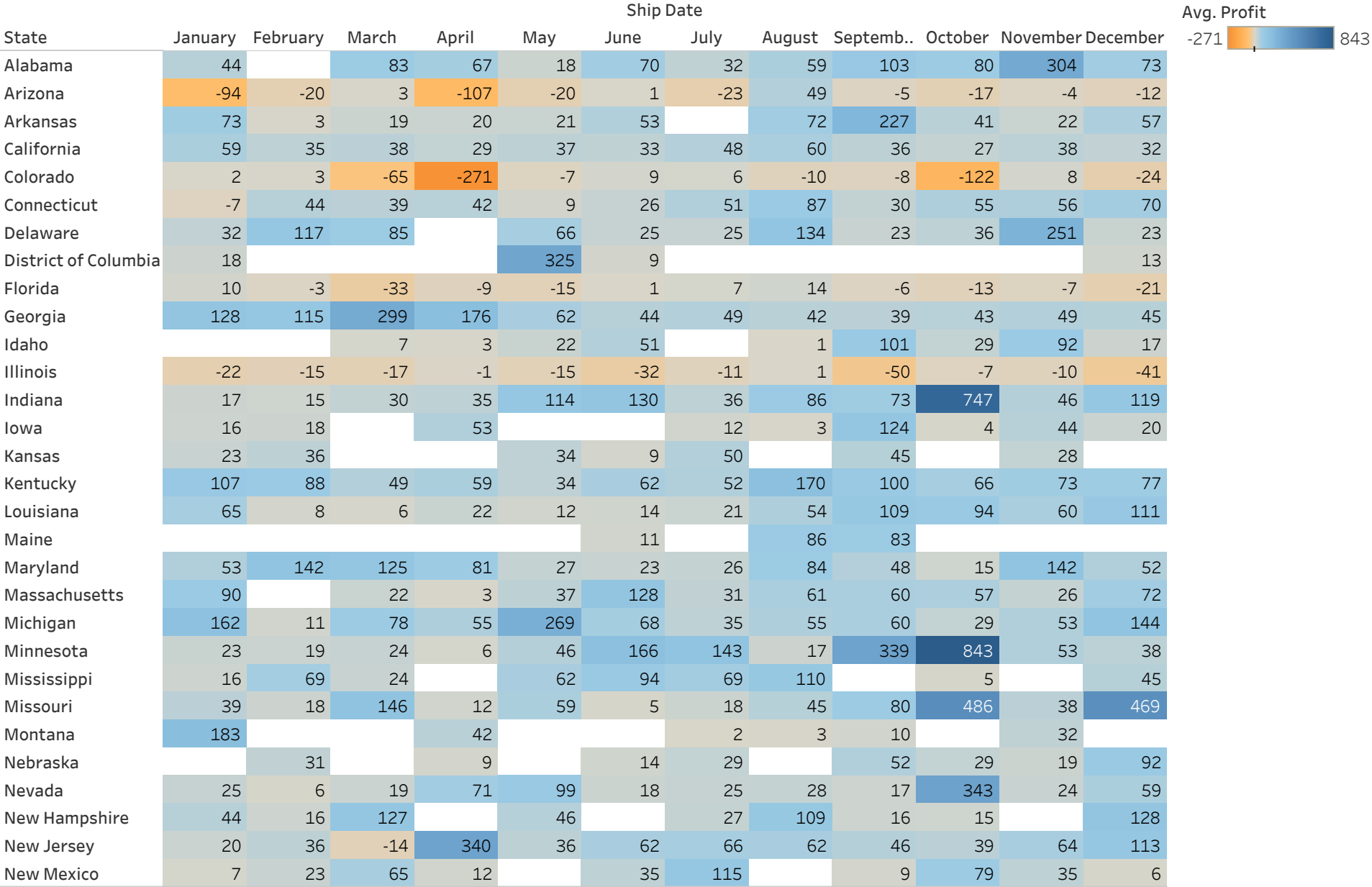
Sum of Profit for each Product Name. Color shows sum of Profit. The marks are labeled by sum of Profit. The view is filtered on Product Name, which keeps 10 of 1,849 members.

Focus: Copiers, Phones, Accessories
Eliminate: Tables, Bookcases, Supplies



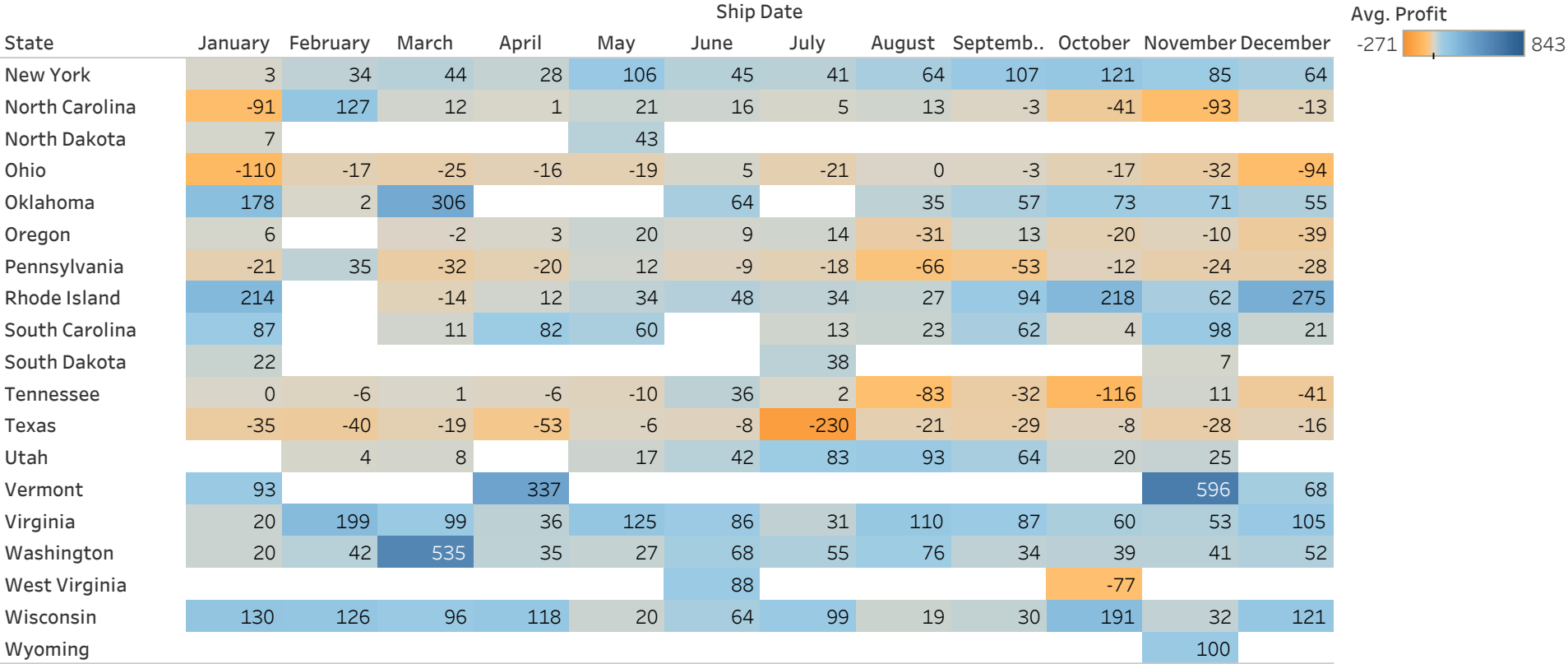
Sum of Profit for each Sub-Category. Color shows sum of Profit. The marks are labeled by sum of Profit.

Best State Month Combination: (MN)843, (IN)747 (October) (VT)596 (November)
Recommended Budgets: MN=168.6, IN=149.4, VT=119.2



Average of Profit broken down by Ship Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Best State Month Combination: (MN)843, (IN)747 (October) (VT)596 (November)
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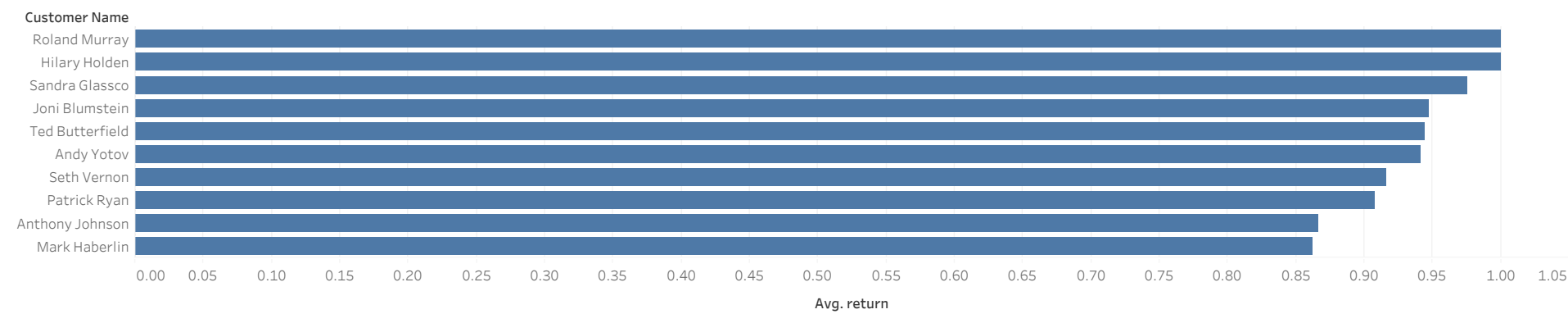
Average of Profit broken down by Ship Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Products with Highest Return Rate: Zebra GK420t, Okidata B401 Printer, Hewlett-Packard Deskjet, Cisco SPA 501G IP Phone, Canon Color ImageCLASS



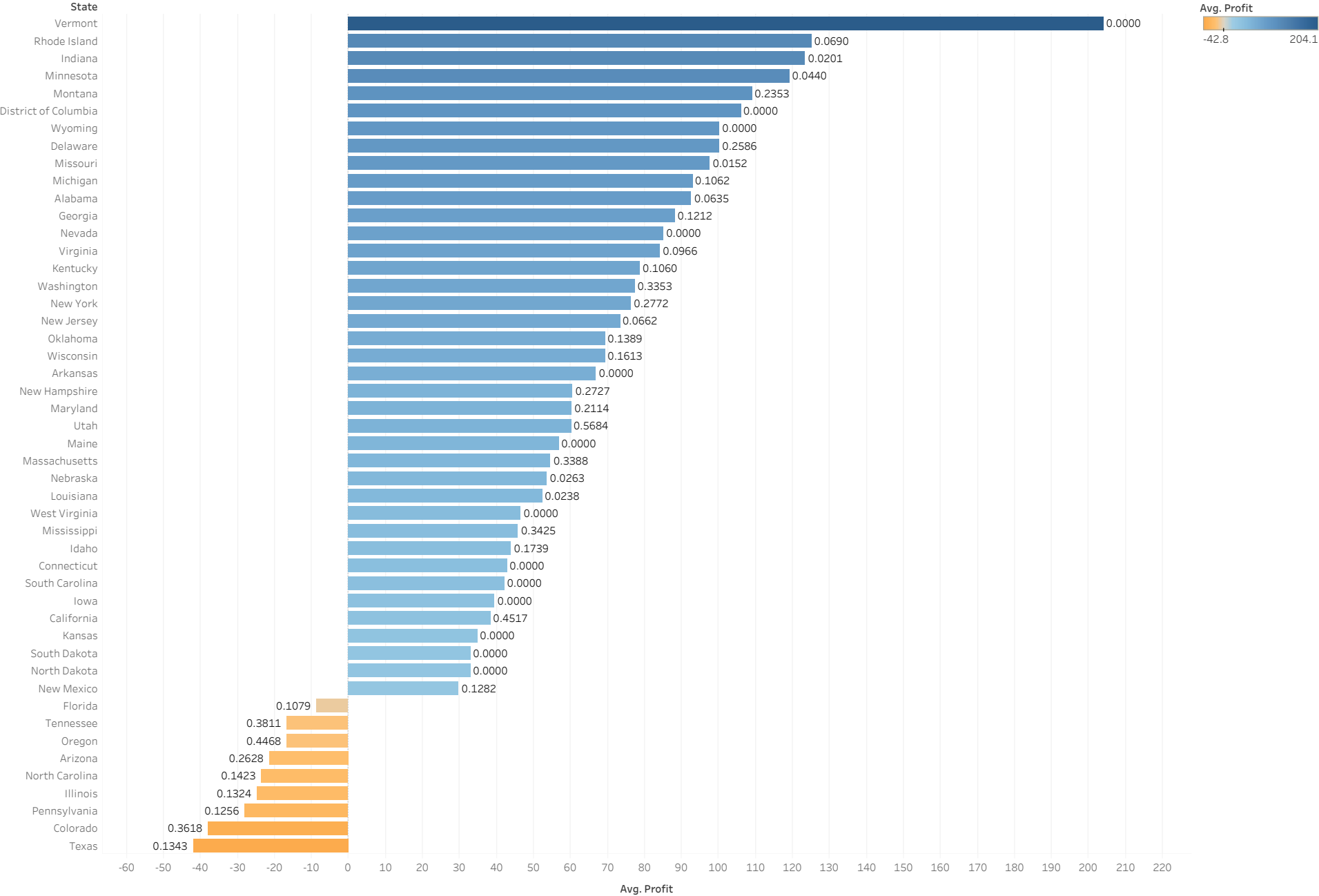
Average of return for each Product Name. The view is filtered on Product Name, which keeps 10 of 1,849 members.

Highest Return Rate by Customer: Roland Murray, Hilary Holden, Sandra Glassco



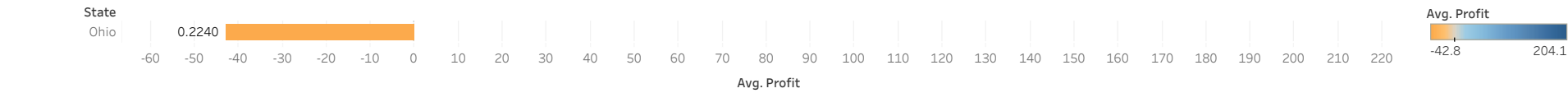
Average of return for each Customer Name. The view is filtered on Customer Name, which keeps 10 of 793 members.

Keep Doing Business with: Vermont, Rhode Island, Indiana
Stop Doing Business with: Ohio, Texas, Colorado



Average of Profit for each State. Color shows average of Profit. The marks are labeled by average of return.

Keep Doing Business with: Vermont, Rhode Island, Indiana
Stop Doing Business with: Ohio, Texas, Colorado



Average of Profit for each State. Color shows average of Profit. The marks are labeled by average of return.

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