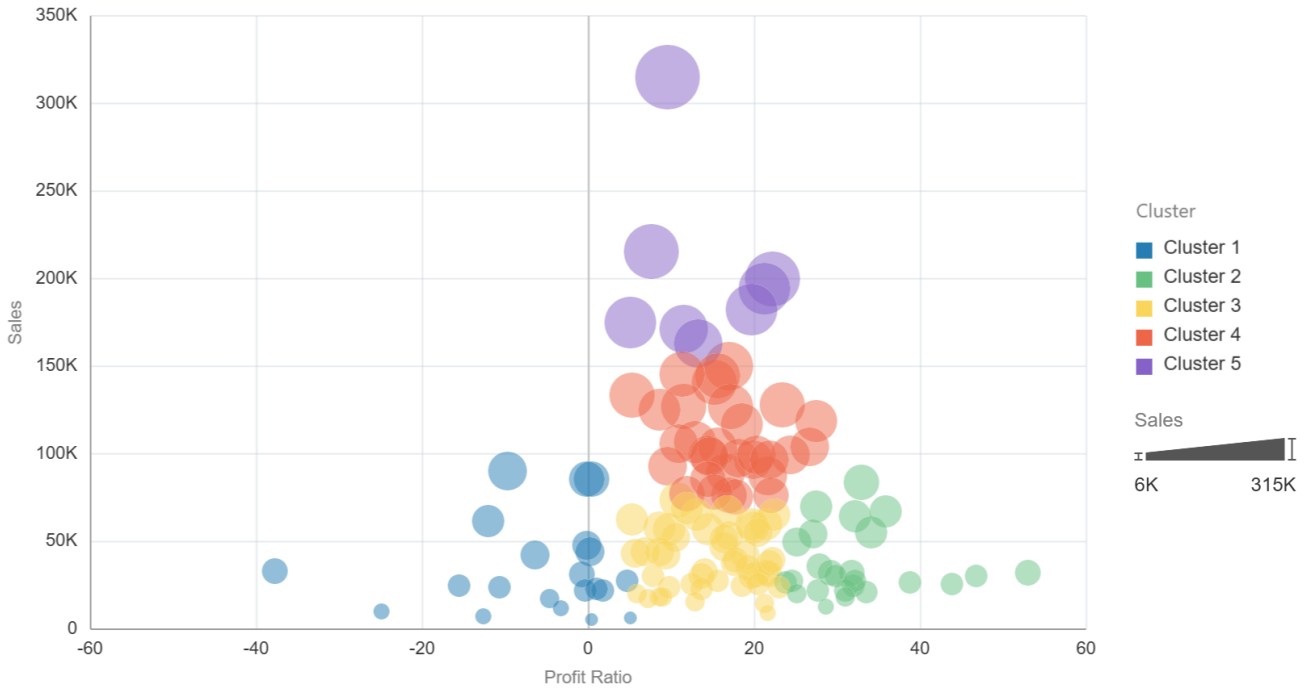
Vanilla Advanced Analytics - Clusters - Requires R installed

Clusters - Requires R installed

Product Category: All Order Year: All

Clusters of Cities by Profit Ratio and Sales



Clusters calculations can be invoked either by a right-click menu choice, or by a custom calculation like the one below :

```
CLUSTER((City),(Profit/Sales*100,Sales), 'clusterName', 'algorithm=k-means;numClusters=5;maxIter=10;
```

Clusters Detail Table

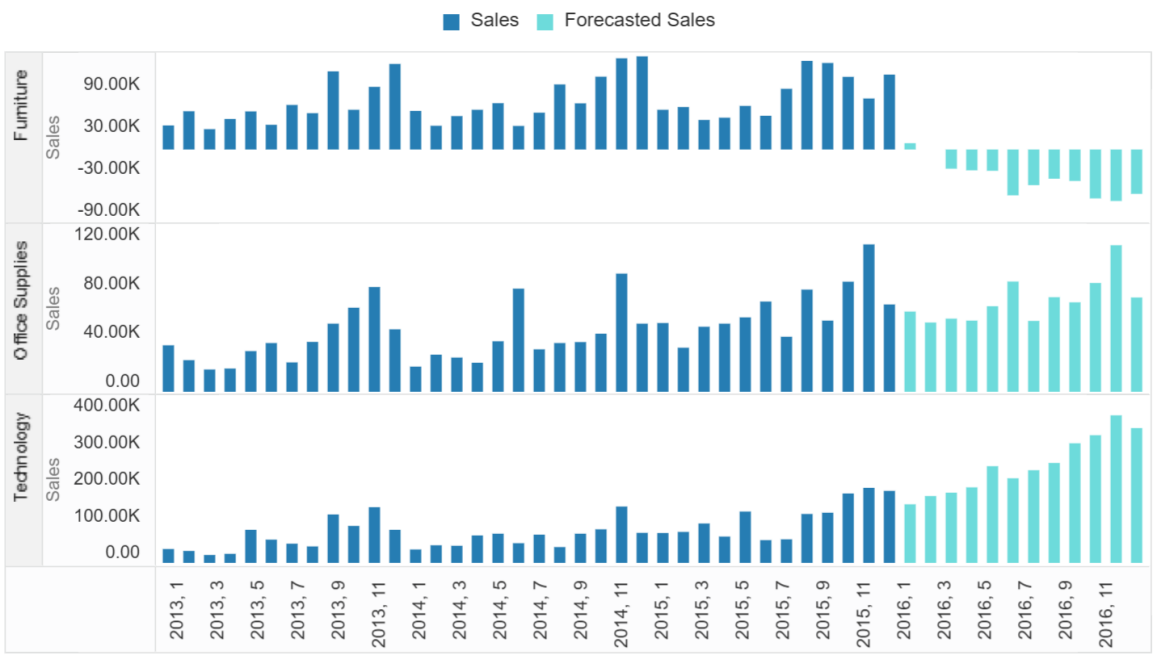
Cluster	City	Sales	Profit Ratio
Cluster 1	Ahmedabad	24,464.97	-15.66
	Baltimore	31,504.78	-0.73
	Bangalore	47,518.51	-0.23
	Cape Town	33,194.05	-37.88
	Charleston	22,392.21	1.70
	Cologne	6,189.72	4.96
	Davangere	61,473.62	-12.10
	Denver	27,537.28	4.55
	Duisburg	7,388.50	-12.74
	Essen	5,615.77	0.35
	Hamburg	10,136.48	-24.89
	Lipetsk	86,072.26	0.38

Vanilla Advanced Analytics - Forecast - Requires R installed

Forecast - Requires R installed

Product Category: All Order Year: 2013, 2014, 2015

Monthly Sales Forecast by Product Category



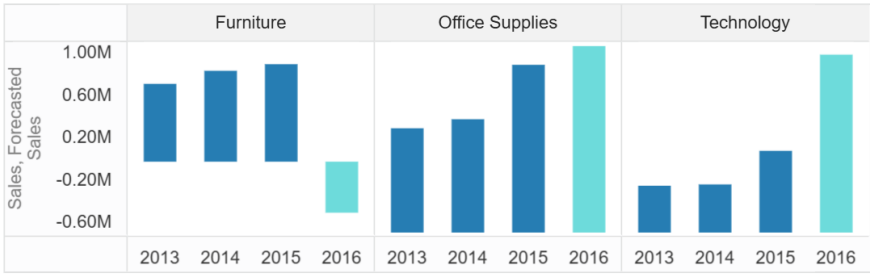
Forecast calculations can be invoked either by a right-click menu choice, or by a custom calculation like the one below :

Forecast(Sales, Order Year,Order Month,'forecast','numPeriods=12')

Sales Forecast Details

	2013	2013	2014	2014	2015	2015	2016	20
Furniture	659,211		769,951		826,404			-431,72
Office Supplies	441,711		479,801		710,232			789,66
	743,720		764,330		1,298,608			2,825,60

Sales Forecast by Year

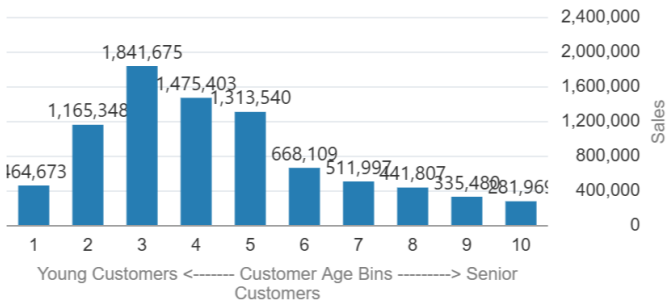


Vanilla Advanced Analytics - Binning

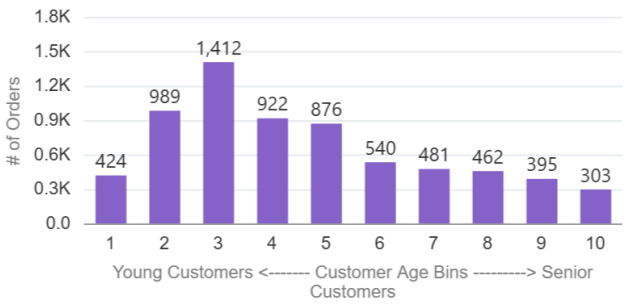
Binning

Product Category: All Order Year: All

Sales by Cust. Age Bins



of Orders by Cust. Age Bins

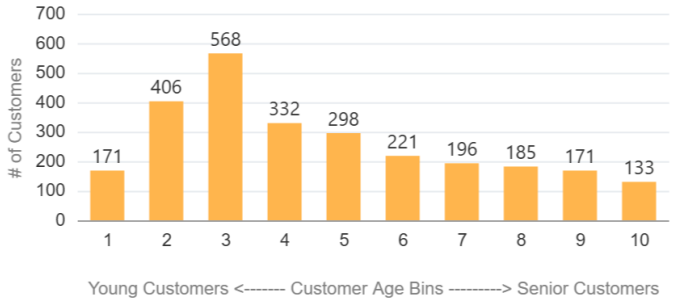


Binning calculations can be defined in a custom calculation like the one below :

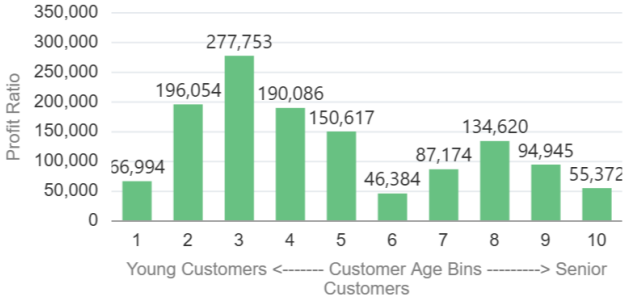
Customer Age Bins Details

Cust. Age Bins	Cust age up to	# of Customers	# of Orders	Sales
1	20	171	424	464,673
2	25	406	989	1,165,348
3	30	568	1,412	1,841,675
4	35	332	922	1,475,403
5	40	298	876	1,313,540

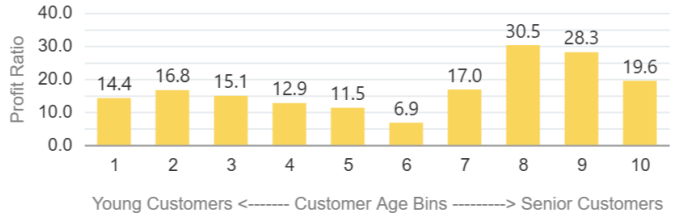
of Customers by Cust. Age Bins



Profit by Cust. Age Bins



Profit Ratio by Cust. Age Bins



Vanilla Advanced Analytics - Binning Maps

Binning Maps

Sales: ≤ 12,000

Hz Axis : Avg Order Size : 1 = Small Orders <------ 10 Bins ------> 10 = Large Orders

Sales Map : Order Size (Hz) x Customer Age (Vert)

Sales 6K 144K

	1	2	3	4	5	6	7	8	9	10
1	19,409	31,194	32,888	49,007	28,151	44,724	17,069	26,072	30,322	41,504
2	49,185	86,136	97,972	82,956	112,226	48,794	74,982	40,690	14,449	52,088
3	64,255	109,189	130,881	126,161	143,867	114,240	133,547	120,476	92,741	59,003
4	37,541	62,346	87,789	59,820	68,675	82,860	40,620	59,977	45,859	17,212

Profit Map : Order Size (Hz) x Customer Age (Vert)

Profit -6K 40K

	1	2	3	4	5	6	7	8	9	10	11
1	-29	4,752	2,091	8,147	7,864	10,911	3,050	7,962	9,266	11,016	1,40
2	-3,843	10,232	14,951	8,578	14,646	10,822	18,607	4,377	3,899	9,897	25,76
3	-1,231	15,161	524	32,087	34,082	16,325	29,464	23,103	15,217	573	13,70
4	-3,213	5,750	-1,077	11,930	12,435	19,245	7,445	19,126	13,671	723	16,10

Profit Rate : Order Size (Hz) x Cust Age (Vert)

Profit Ratio -16 66

	1	2	3	4	5	6	7	8	9	1
1										
2										
3										
4										
5										

of Orders : Order Size (Hz) x Cust Age (Vert)

of Orders 1 315

	1	2	3	4	5	6	7	8	9	
1										
2										
3										
4										
5										

Shipping Cost : Order Size (Hz) x Cust Age (Vert)

Shipping Cost 15 3K

	1	2	3	4	5	6	7	8	9	10	11	12
1												
2												
3												
4												

Vanilla Advanced Analytics - Trendline - Requires R installed

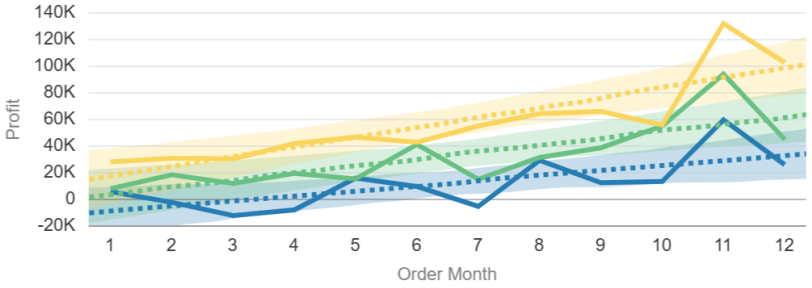
Trendline - Requires R installed

Continent: Africa Product Category: All

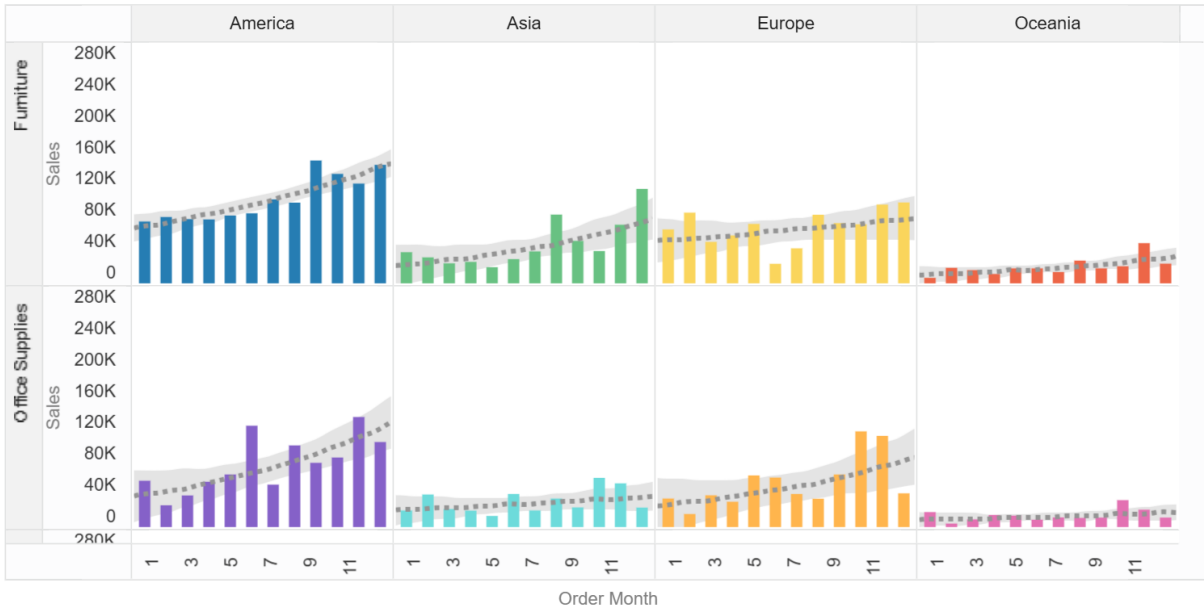
Trend Lines on monthly Sales

Polynomial (deg 4) Trending on Monthly Profit

Linear Trending on Monthly Sales by Products



Exponential Trendlines Trellised



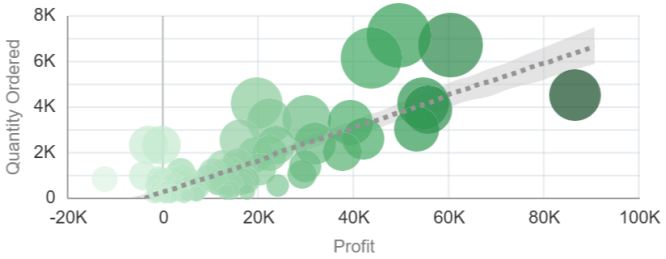
Vanilla Advanced Analytics - Scatter Regression - Requires R

Scatter Regression - Requires R

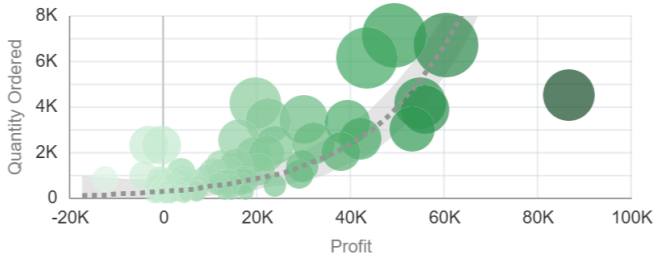
Product Category: All Order Year: All City: Hong Kong, Los Angeles, Riyadh

Regression Trendings on Profit x Qty Ordered. Dots on the scatter represent Cities.

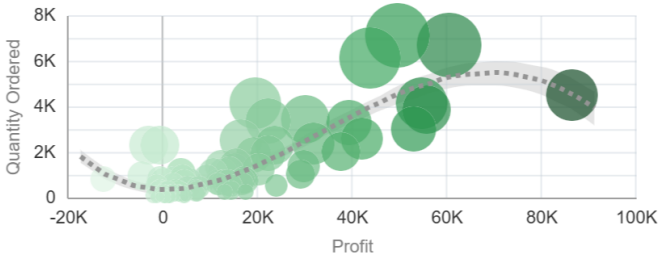
Linear Regression Trending



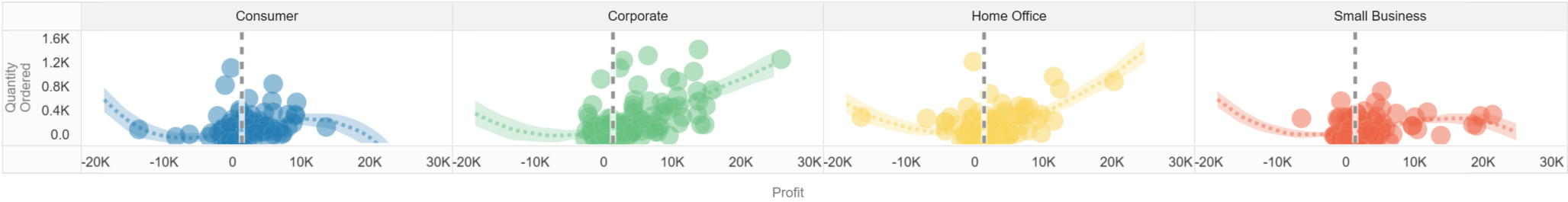
Exponential Regression Trending



Polynomial Deg 4 Regression



Trellised Exponential Regression Trending



Vanilla Advanced Analytics - Outliers - Requires R installed

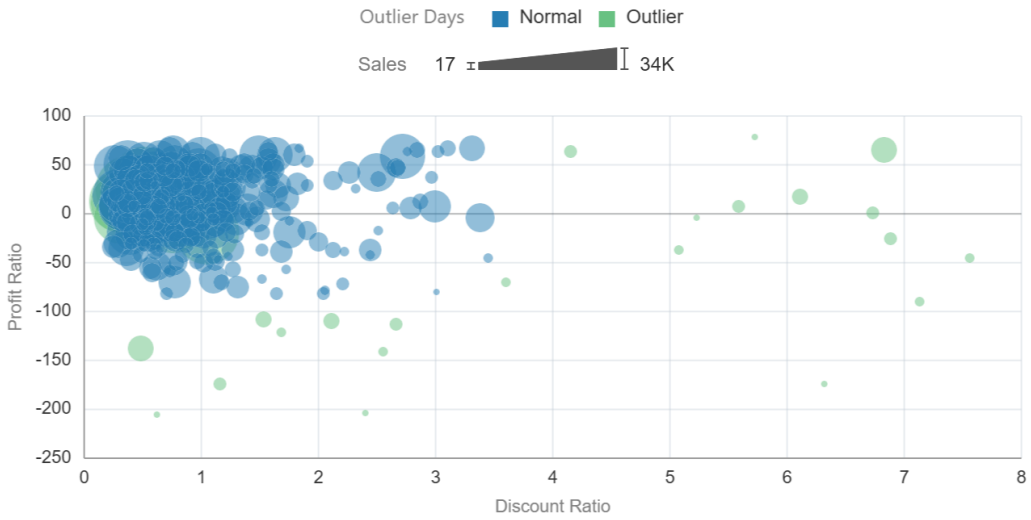
Outliers - Requires R installed

Order Year: 2013

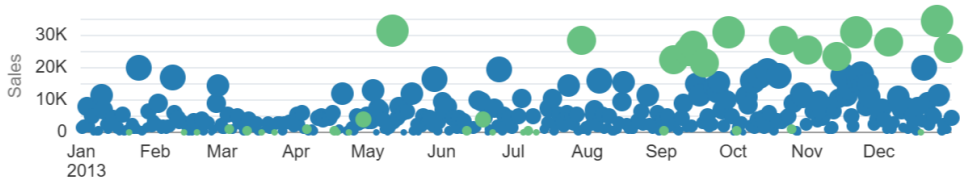
Outlier on 3 combined values : Sales, Profit Ratio, Discount Ratio

Outliers calculations can be invoked by right-click menu choice, or by a custom calculation like :

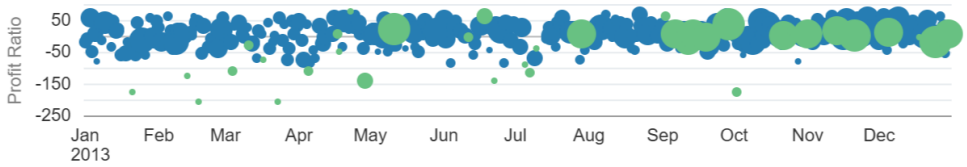
Order Date Outliers (Sales x Profit Ratio x Discount Ratio)



Combined Outliers represented Sales axis only



Combined Outliers represented Profit Ratio axis only



Combined Outliers represented Discount Ratio axis only