Google – YouTube Analytics
HR Dash
S&P Report
Jiva
Superstore Sales Analytics
Map
Scatter
NYPD
Decomposition
Bain
Heatmap
Scatter – Customer Analytics
Annual Sales Report
Gauge

Sales Analytics

Consumer   **Corporate**   **Home Office**
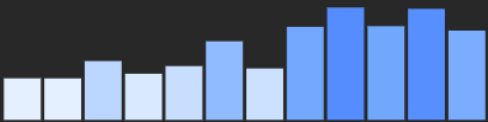
Realtime
● Updating live

2310K
Total Sales

277K
Total Profit

Sales   0.04M   0.11M

Current Year Performance

Sales have grown by 41% in the last year

Profit Margin	Unique Customers	Quantity Sold
12.29% ↑	**149**	**11.86K** ↑
increased by 0.38%		increased by 3009
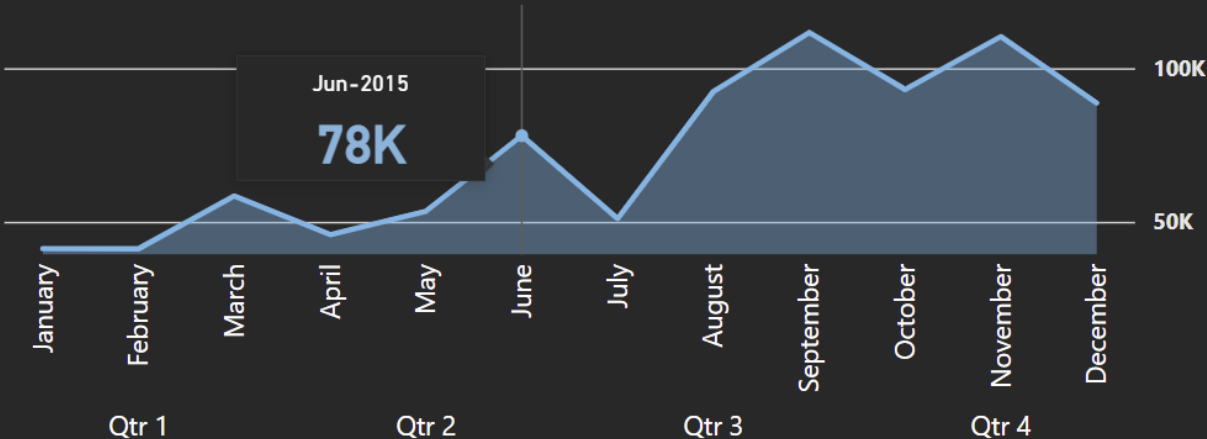
Jun-2015
78K

100K

50K

January · February · March · April · May · June · July · August · September · October · November · December

Qtr 1   Qtr 2   Qtr 3   Qtr 4

SEE MORE

Sales Analytics

Consumer | **Corporate** | **Home Office**

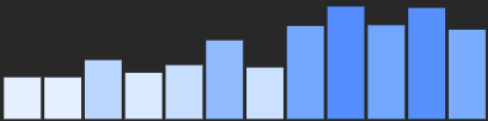## Realtime
● Updating live

2310K
Total Sales

277K
Total Profit

Sales 0.04M ▭ 0.11M

Current Year Performance

Sales has increased steadily last few years

May-2013

● **Monthly Sales** **34K**
Sales for the current month

● **Lifetime Sales** **521K**
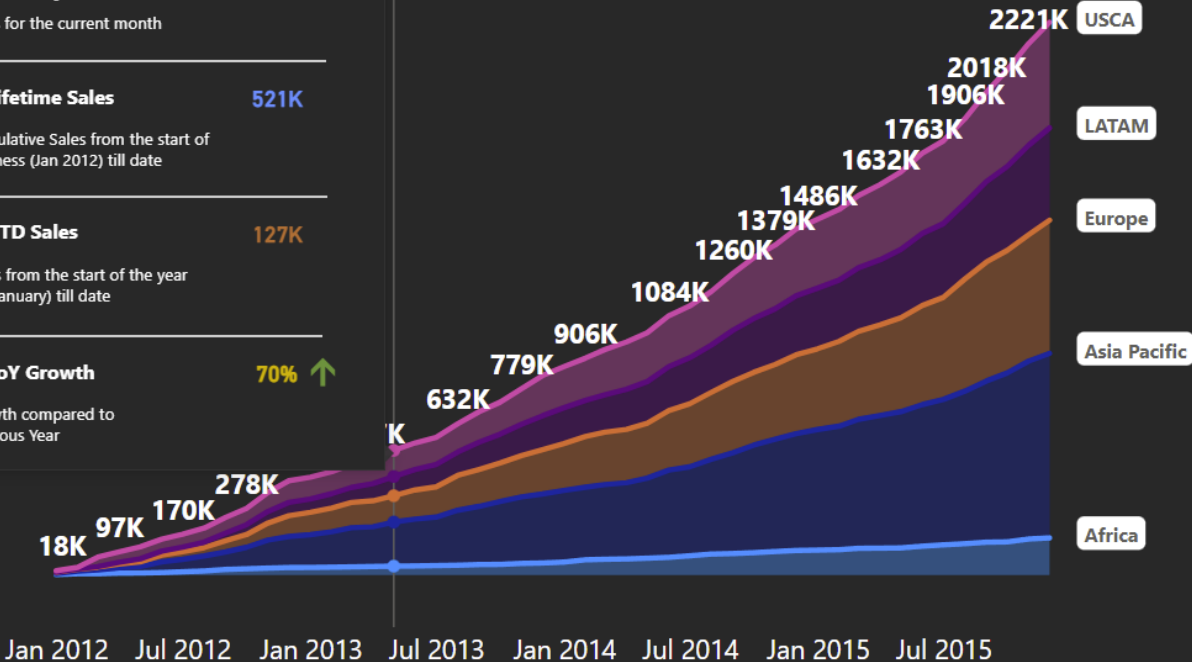Cumulative Sales from the start of business (Jan 2012) till date

● **YTD Sales** **127K**
Sales from the start of the year (01 January) till date

● **YoY Growth** **70%** ↑
Growth compared to Previous Year

2221K USCA
2018K
1906K
1763K LATAM
1632K
1486K
1379K
1260K Europe
1084K
906K
779K Asia Pacific
632K
278K
170K
97K
18K Africa

Jan 2012 Jul 2012 Jan 2013 Jul 2013 Jan 2014 Jul 2014 Jan 2015 Jul 2015

Dashboard

10M	**65.89**	**1470**	**36.92**	**6.50K**
Total Income	Hourly Rate	Headcount	Average Age	Average Income

Department wise Gender Diversity

Gender ● Female ● Male

Department	Male	Female
Research & Development	60.56%	39.44%
Sales	57.62%	42.38%
Human Resources	68.25%	31.75%
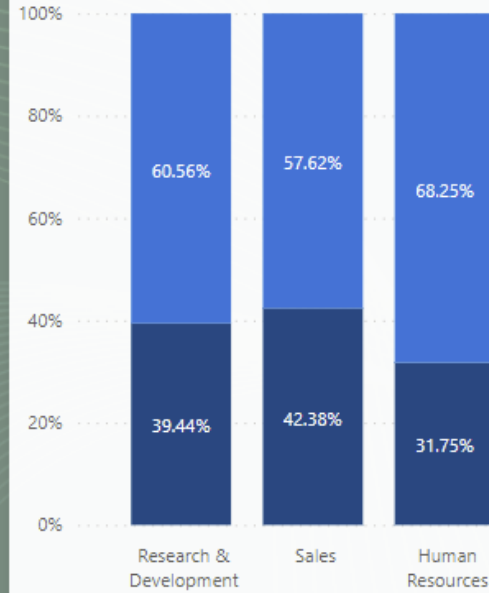
Average Age by Gender

Female	Male
37.33	36.65

Monthly Income by Department and Education Field

Average of Years At Company 3 ▬▬▬ 9

Department and Education Field	Monthly Income
Research & Development Life Sciences	2.7M
Research & Development Medical	2.4M
Sales Marketing	1.2M
Sales Life Sciences	1.1M
Sales Medical	0.6M
Research & Development Technical Degree	0.5M
Research & Development Other	0.4M
Sales Technical Degree	0.2M
Human Resources Human Resources	0.2M
Human Resources Life Sciences	0.1M
Human Resources Medical	0.1M
Sales Other	0.1M
Human Resources Other	0.0M
Human Resources Technical Degree	0.0M

Years At Company

0 — 40

- Years at Company
- No of Companies Worked
- Average Income

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Full Year 2015 Earnings

**Revenue Growth
(year-on-year vs 2014)**

26.25%

Global Superstore Ltd.
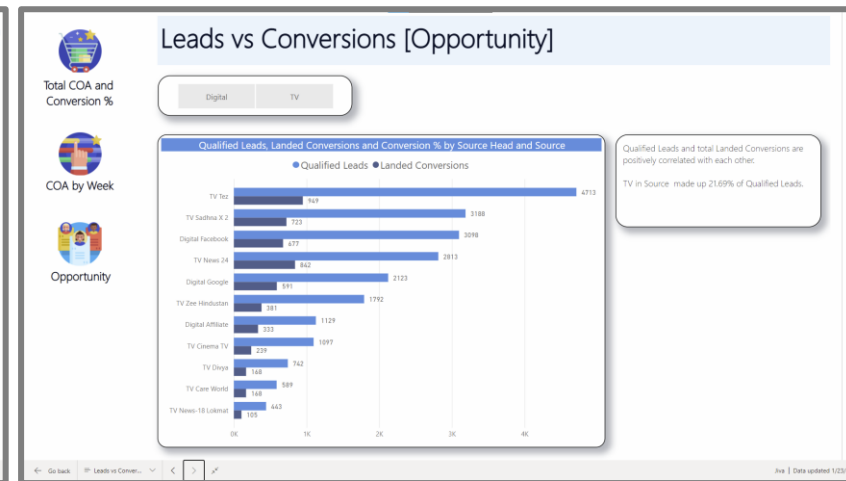
**Revenue Growth
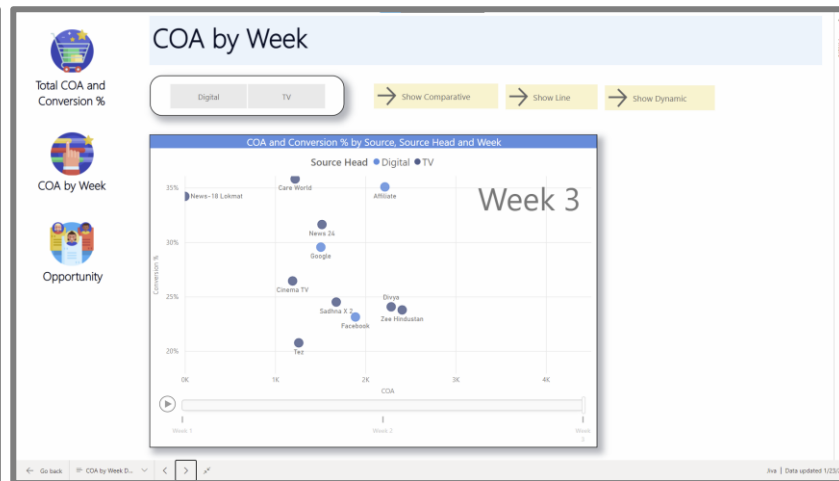by Segment**

23.83%   **41.45%**

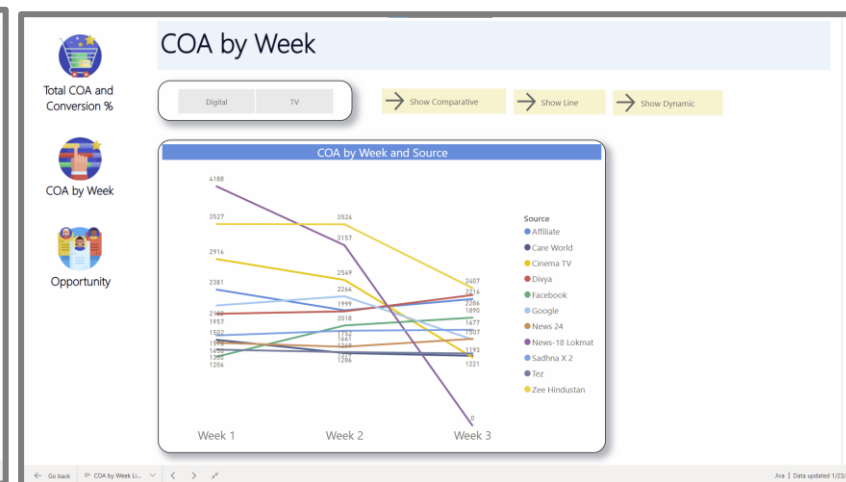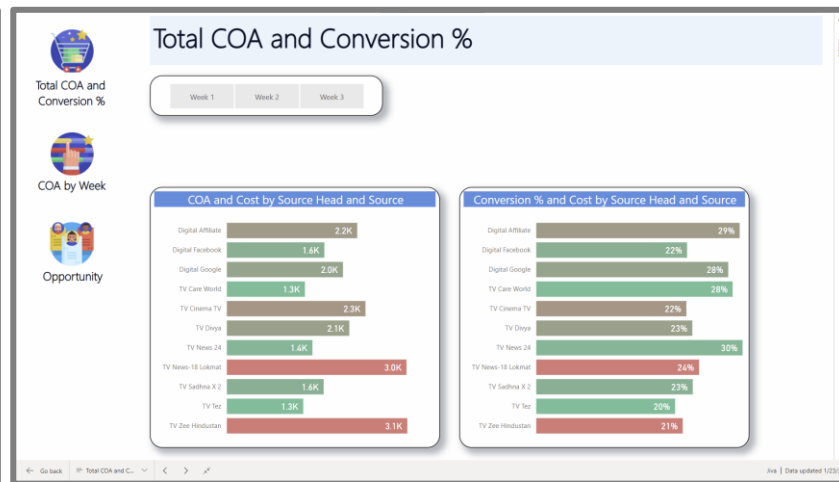Consumer   Home Office

21.47%

Corporate

**HAVISH M
CONSULTING**

Global Superstore Data

Sales and Profit Analysis

GET STARTED

SALES

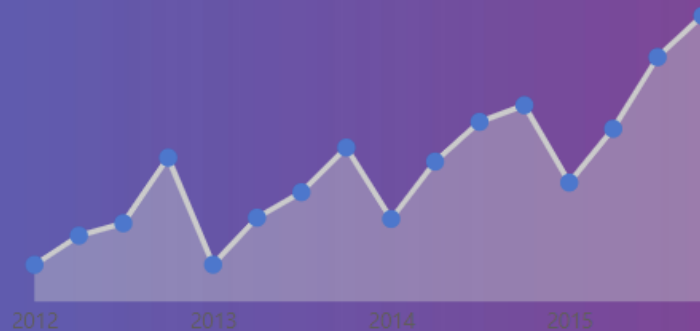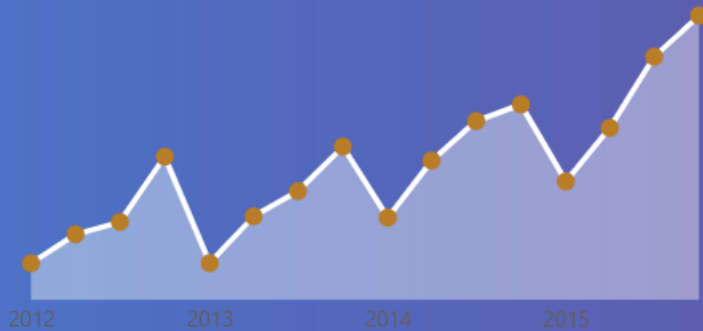# SALES AND PROFIT

Sales has gone up from
1085780 to 2158603

Profit has gone up from
131603 to 246491

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SALES   SALES AND PROFIT

Category	Sales		Percentage
Phones	1.7M		24.03%
Copiers	1.5M		20.43%
Chairs	1.5M		17.30%
Bookcases	1.5M		17.13%
Storage	1.1M		17.05%
Appliances	1.0M		15.68%
Machines	0.8M		15.56%
Tables	0.8M		15.47%
Accessories	0.7M		14.01%
Binders	0.5M		12.70%
Furnishings	0.4M		12.16%
Art	0.4M		11.04%
Supplies	0.2M		9.62%
Paper	0.2M		9.35%
Envelopes	0.2M		9.29%
Fasteners	0.1M		7.56%
Labels	0.1M		-8.46%
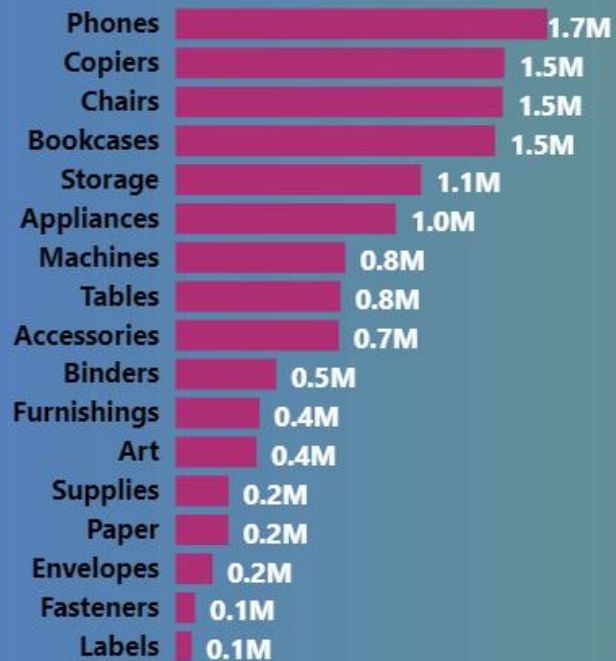
Tom Ashbrook
Top Customers

Choose No of Customers

1

Market ● Africa ● Asia Pacific ● Europe ● LATAM ● USCA

Profit vs Sales scatter plot:
- Western Europe
- Southern Asia
- Eastern Asia
- Central America
- Oceania
- Eastern US
- Southern Europe
- Western US
- Northern Europe
- Eastern Europe
- Southern US
- Southeastern Asia
- North Africa
- Canada
- South America
- Central Asia
- Western Africa
- Western Asia

Profit axis: 250K, 200K, 150K, 100K, 50K, 0K, -50K, -100K
Sales axis: 0.0M, 0.5M, 1.0M, 1.5M

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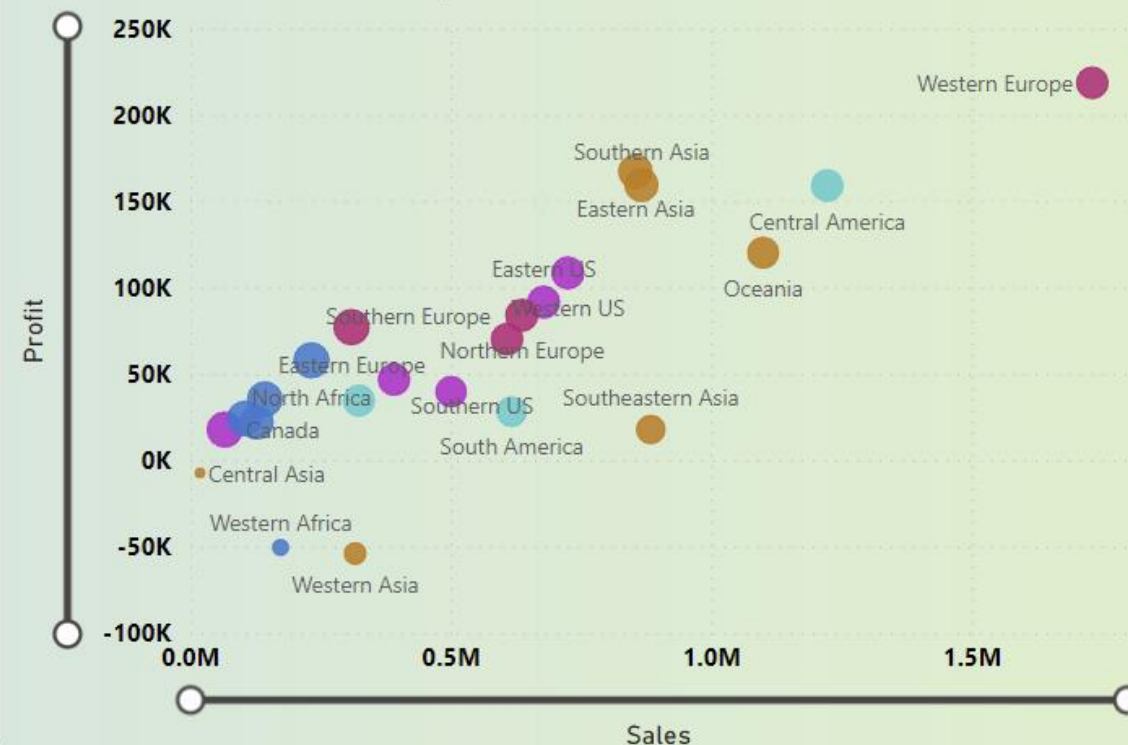
12642502
Sales

1467457
Profit

Furniture
4110452
Sales

Office Supplies
3787493
Sales

Technology
4744557
Sales

Segment

| Consumer | Corporate | Home Office |

- Srinagar, Jammu and Kashmir, India
- Amritsar, Punjab, India
- Delhi, Delhi, India
- Agra, Uttar Pradesh, India
- Gorakhpur, Haryana, India
- Lucknow, Uttar Pradesh, India
- Aurangabad, Bihar, India
- Surat, Gujarat, India
- Jamshedpur, Jharkhand, India
- Pune, Maharashtra, India
- Naihati, West Bengal, India
- Nagpur, Maharashtra, India
- Thane, Maharashtra, India
- Vijayawada, Andhra Pradesh, India
- Hyderabad, Telangana, India
- Mysore, Karnataka, India
- Mangalore, Karnataka, India
- Bangalore, Karnataka, India
- Tiruchchirappalli, Tamil Nadu, India
- Thiruvananthapuram, Kerala, India

Microsoft Bing

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Dash

Total Sales vs Profit Margin

Profit Margin / Total Sales

Countries plotted: Argentina, Afghanistan, Albania, Azerbaijan, Algeria, Angola, Bahrain, Austria, Armenia, Barbados, Australia, Benin, Bhutan, Cambodia, Belarus, Belize, Belgium, Bolivia, Cameroon, Burundi, Central African Republic, Djibouti, Cuba, China, Chile, Colombia, Cote d'Ivoire, Democratic Republic of the Congo, El Salvador, Ecuador, Egypt, Gabon, Finland, France, Germany, Guinea, Greece, Guinea-Bissau, Haiti, Guyana, Honduras, Hong Kong

Total Sales by Country

Microsoft Bing — 2022 TomTom, © 2022 Microsoft Corporation, © OpenStreetMap

Market

- Africa
- Asia Pacific
- Europe
- LATAM
- USCA

32

-0.20

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NYPD ARREST DATA
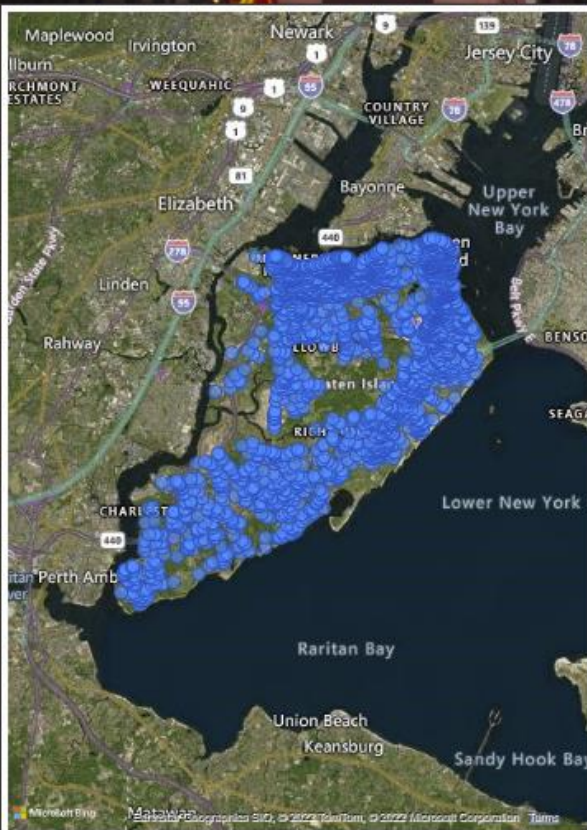
ARREST_PRECINCT
All

OFFENSE LEVEL
All

AGE GROUP
All

RACE
All

LAW_CODE
All

Filters

1/1/2021   9/30/2021

Count of ARREST_KEY 486 → 688

Month	Count
January	638
February	549
March	688
April	486
May	545
June	626
July	624
August	607
September	618

Qtr 1   Qtr 2   Qtr 3
2021
Month

FELONY WEAPONS INTOXICATED
LAWS PENAL RELATED CRIMINAL
VEHICLE FRAUD DRUGS
AND LAW ASSAULT MISCELLANEOUS
IMPAIRED OF DRIVING
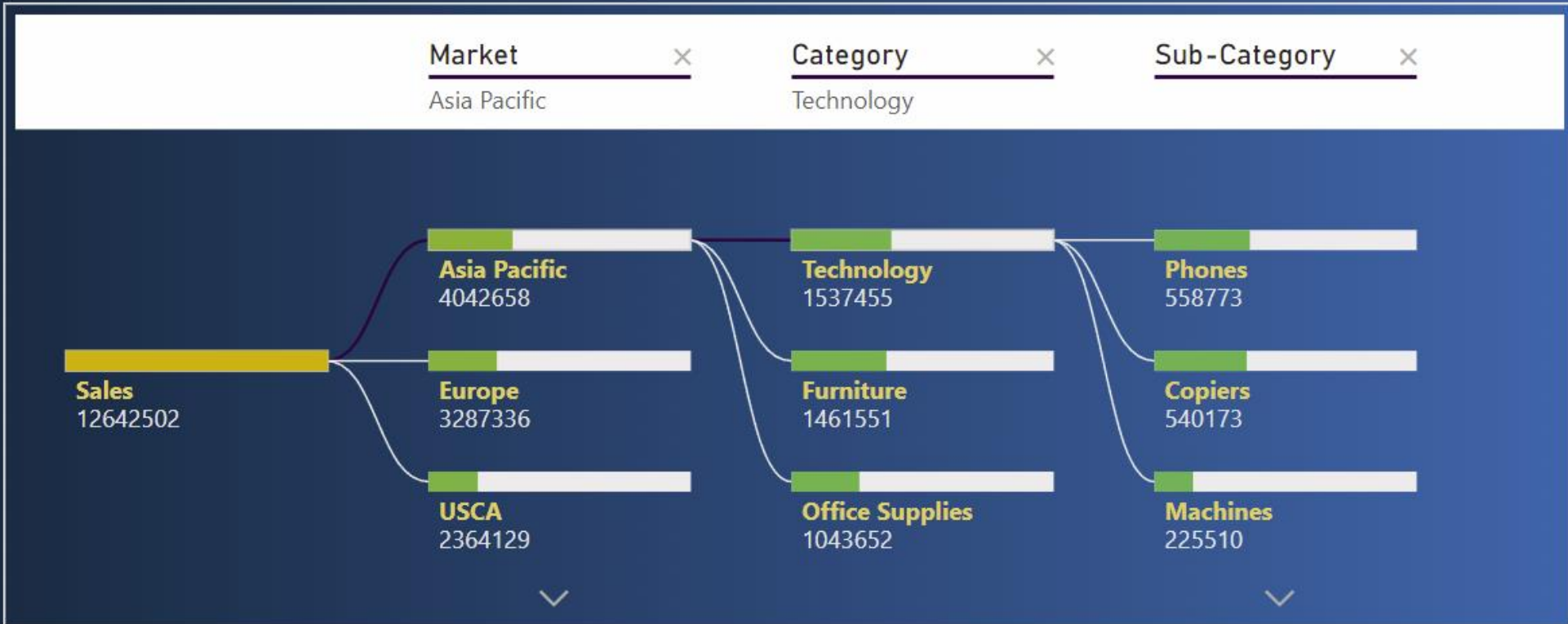INVOLVING OFFENSES TRAFFIC
MISCHIEF DANGEROUS

KEY INSIGHTS:

Brooklyn has **5.76 times** more arrests than Queens

There are **42% more arrests** on **Weekdays** compared to **Weekends**

The **Male : Female split is 83:17** In all 5 Boroughs it is ranging from **16% to 18% Females**

Nearly 50% of all arrests are **Blacks**

Dashboard created by: HAVISH MADHVAPATY [HAVISH M CONSULTING]

Page 1

Market ✕   Category ✕   Sub-Category ✕

Asia Pacific   Technology

Sales
12642502

Asia Pacific
4042658

Europe
3287336

USCA
2364129

Technology
1537455

Furniture
1461551

Office Supplies
1043652

Phones
558773

Copiers
540173

Machines
225510

Order Date

| 1/1/2012 | 12/31/2015 |

Sales by Segment

Consumer	Corporate
	4M
	Home Office
7M	

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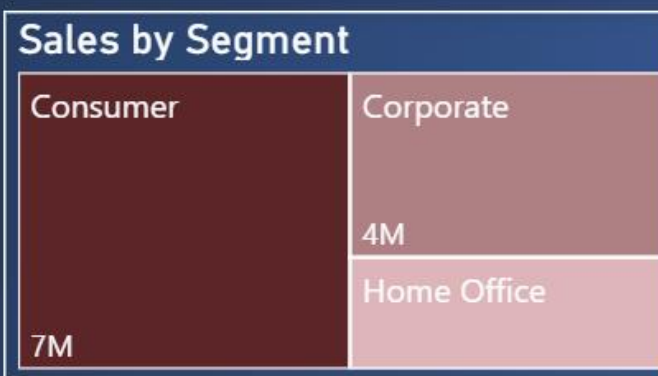
Illustration by Thierry Fousse from Ouch!

Microsoft Power BI

Exhibit 1

Consumer was the largest Segment with average category sales of 4214167

Country ⌄

2.43M

2.13M

1.95M

1.42M

1.26M

1.14M

0.90M

0.72M   0.69M

Consumer

Corporate

Home Office
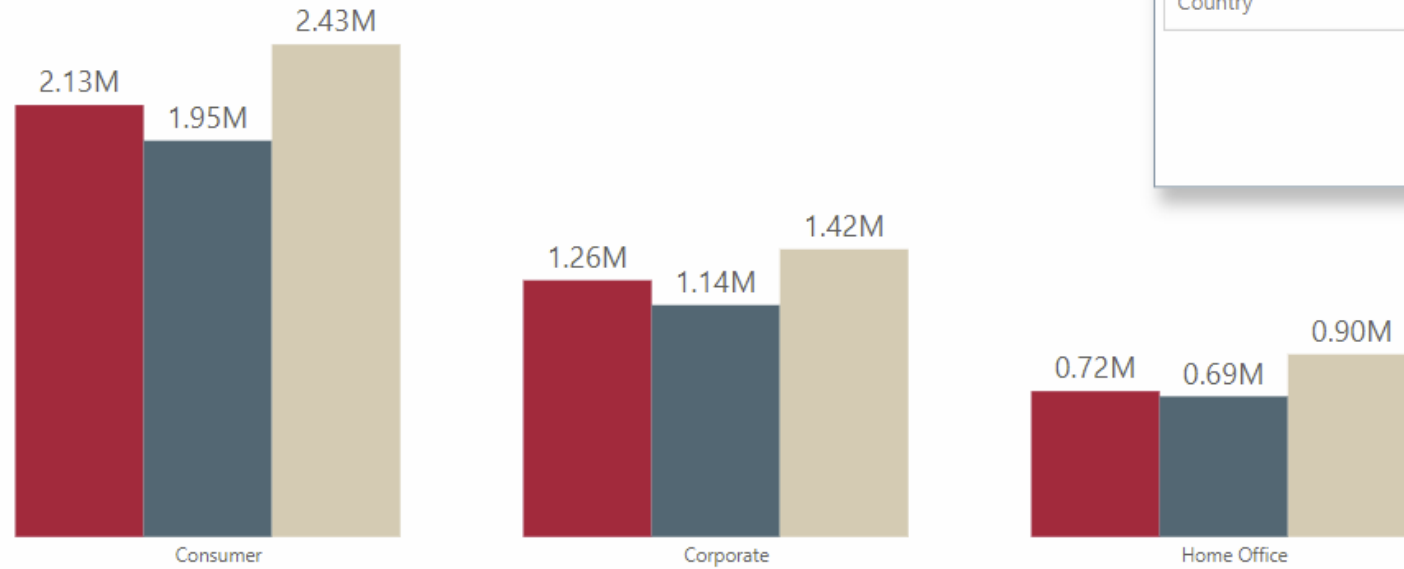
Average transaction size was **246** *with a standard deviation of* **487.56**
796 *unique customers purchased* **64** *dollars on average*

Filters

Page 1

Sub-Category	Consumer	Corporate	Home Office	Total
Accessories				749237
Appliances				1010536
Art				371613
Binders				461869
Bookcases				1466572
Chairs				1501682
Copiers				1509436
Envelopes				169217
Fasteners				89495
Furnishings				385156
Labels				73350
Machines				779060
Paper				241788
Phones				1706824
Storage				1126813
Supplies				242811
Tables				757042
Total	**6507949**	**3824698**	**2309855**	**12642502**

Market
- ☐ Africa
- ☐ Asia Pacific
- ☐ Europe
- ☐ LATAM
- ☐ USCA

Year
- ☐ 2012
- ☐ 2013
- ☐ 2014
- ☐ 2015

Quarter
- ☐ Qtr 1
- ☐ Qtr 2
- ☐ Qtr 3
- ☐ Qtr 4

Technology	Furniture	Office Supplies
5M	4M	4M

HMC

« ▽ Filters

Dash

Sales and Profit by Customer Name and Customer Name (clusters)

Customer Name (clusters) ● Cluster1 ◆ Cluster2 ▲ Cluster3 ▲ Cluster4 ▲ Cluster5

Average line: 11954

Profit

Sales

Sales

| 0 | 22638 |
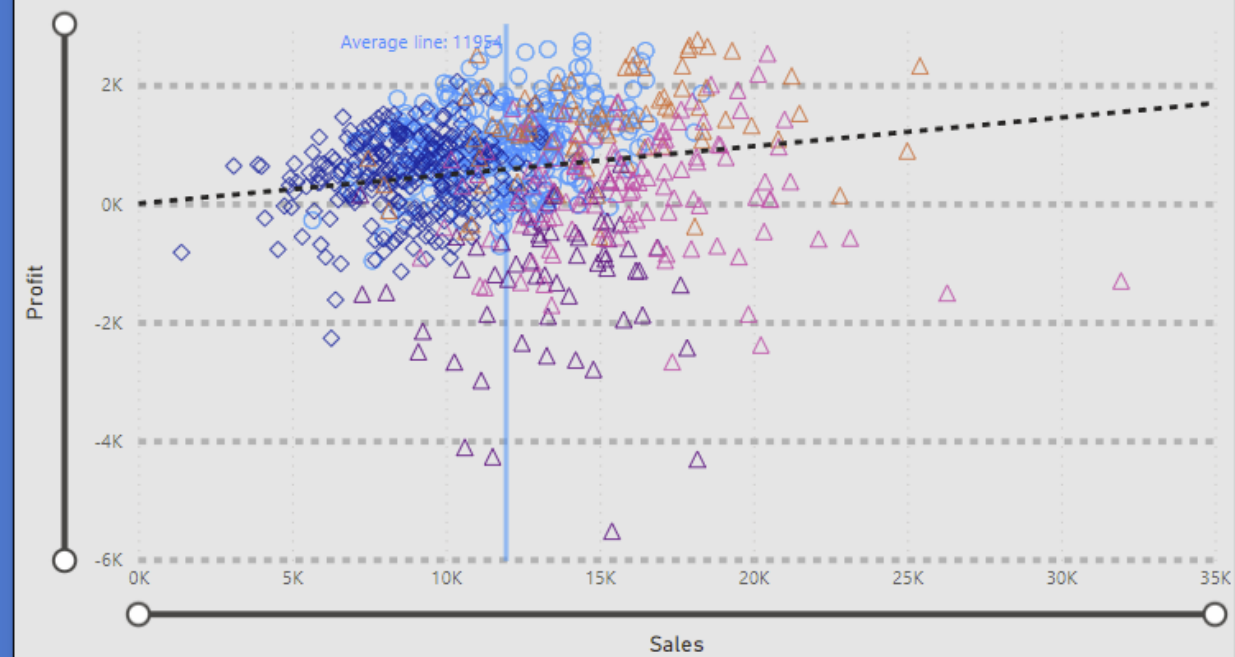
Profit

| -5,116.28 | 269.31 |

| Cluster1 | Cluster3 | Cluster5 |
| Cluster2 | Cluster4 | |

HMC

Dash

ANNUAL SALES REPORT

1/1/2012	12/31/2015

○━━━━━━━━━━━━━━━━━━━━━━○

12.64M	1.47M	178K
Sales	Profit	Quantity

487K

-1% Sales YoY%	66506 Profit
30% Profit YoY%	582 Customer Count
	2191 Transactions

Africa	Asia Pacific	Europe	LATAM	**USCA**

2013	2014	2015

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SCATTER
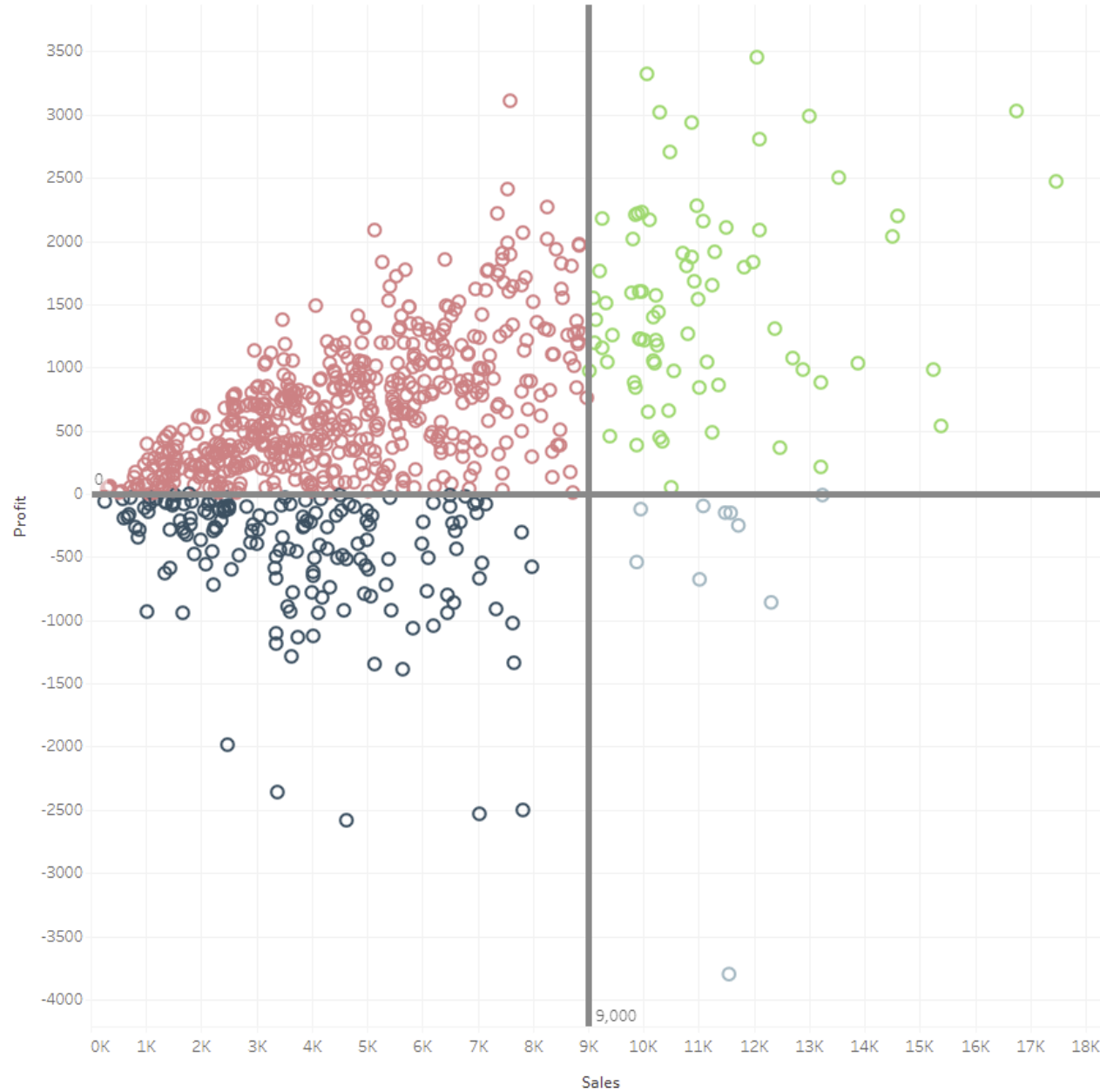
Market
- [ ] (All)
- [ ] Africa
- [x] Asia Pacific
- [ ] Europe
- [ ] LATAM
- [ ] USCA

Select Sales
9,000

Select Profit
0

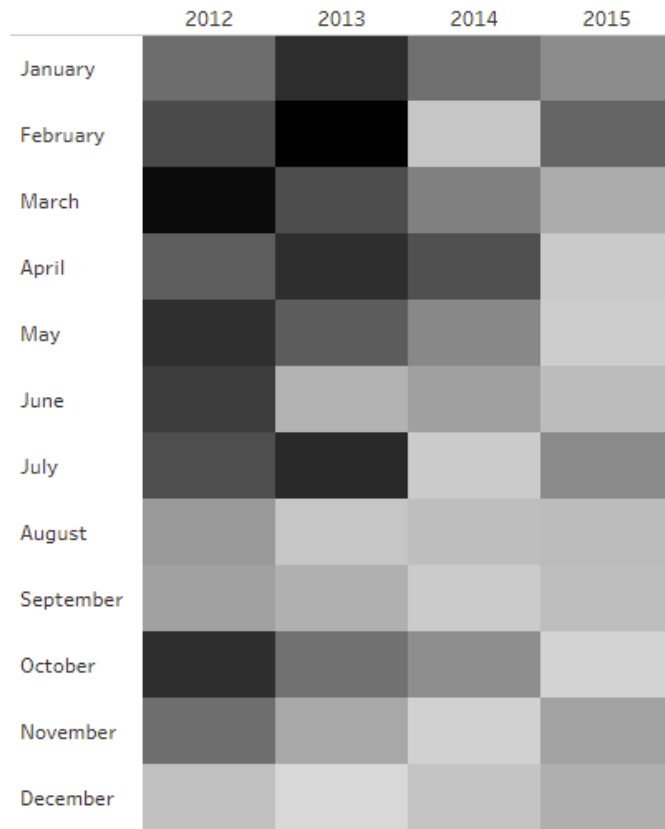Sales Ref Line
- HH
- HL
- LH
- LL

Highlight Customer Name
Highlight Customer Name

Highlight Sales Ref Line
Highlight Sales Ref Line

+ableau

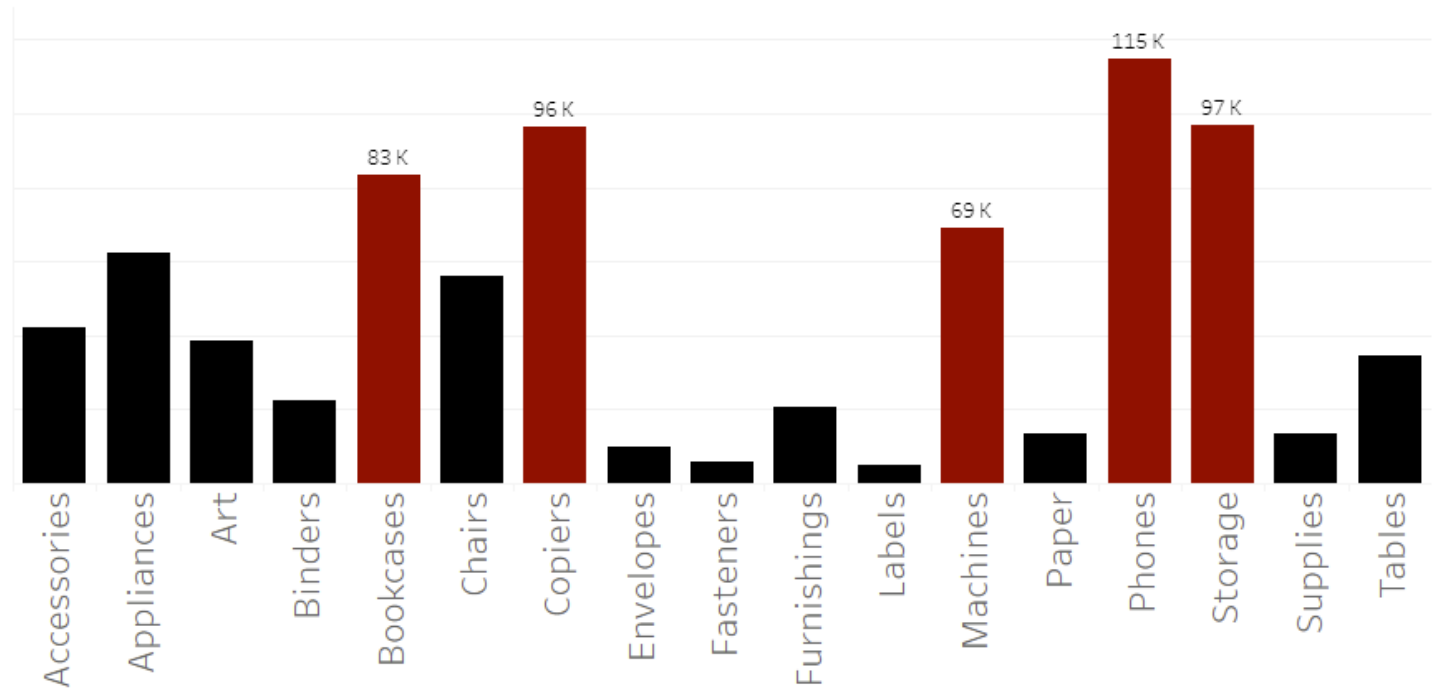# GLOBAL SUPERSTORE (SUB-CATEGORY AND YEAR WISE PERFORMANCE)

Market
Africa

CHOOSE TOP N
5

783,773 SALES

88,872 PROFIT

	2012	2013	2014	2015
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

Bookcases 83 K
Copiers 96 K
Machines 69 K
Phones 115 K
Storage 97 K

Accessories, Appliances, Art, Binders, Bookcases, Chairs, Copiers, Envelopes, Fasteners, Furnishings, Labels, Machines, Paper, Phones, Storage, Supplies, Tables

+ableau