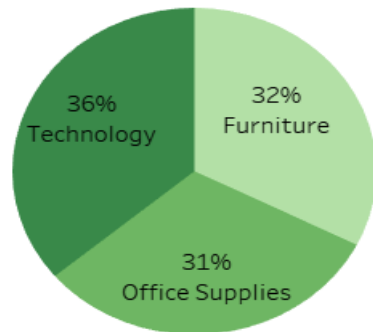
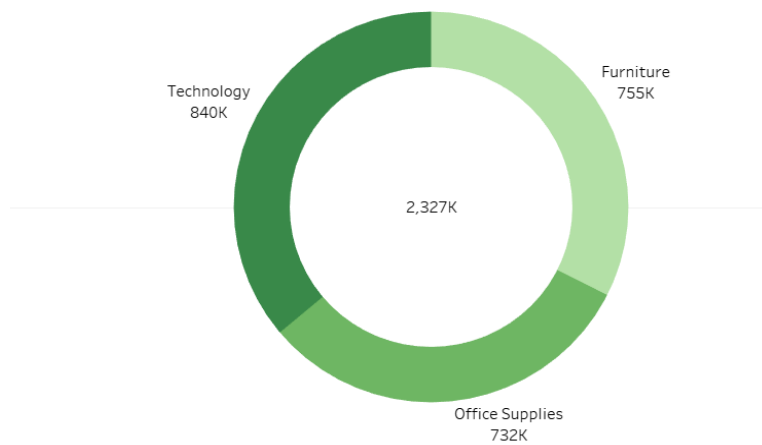


## Data Analysis

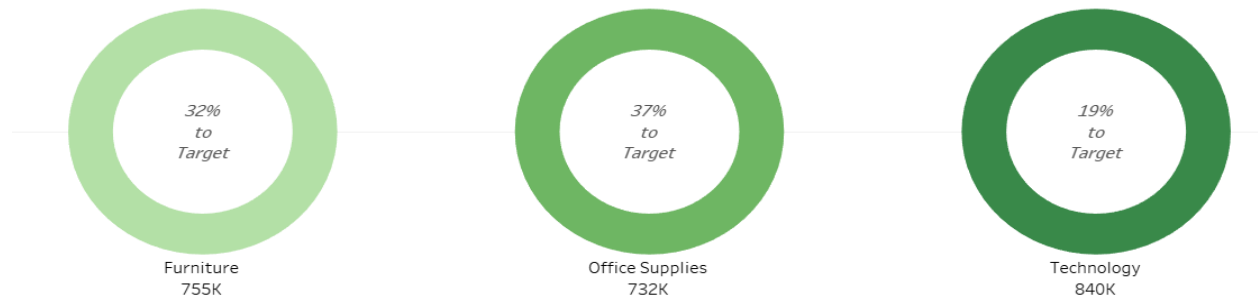
- There are three categories which are Furniture, office supplies and Technology which has 32%, 31% and 36% of sales respectively.



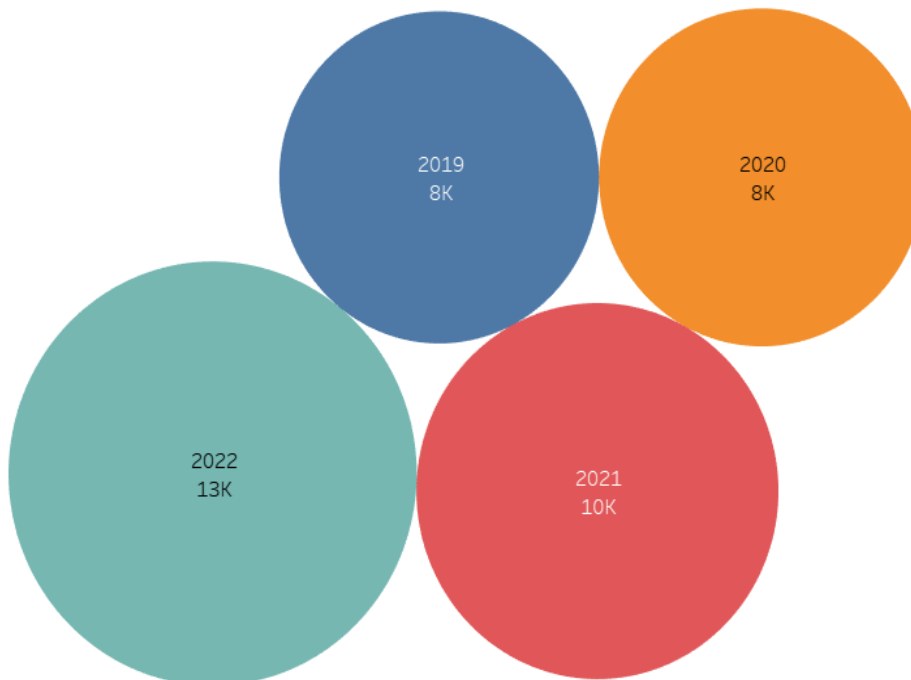
- Total Sales was 2,327k



- Considering 1,000,000 as a target sales Furniture has 32% to target, office supplies have 37% to target and Technology has 19% to target.

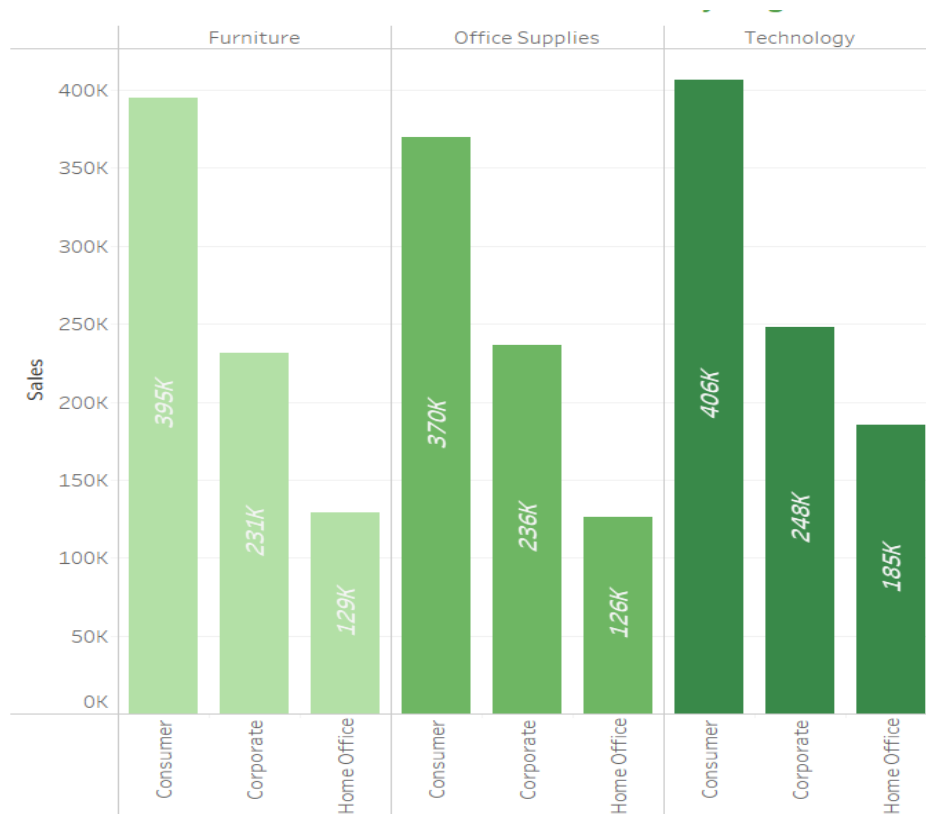


- 2019 there were sales for 8k, 2020 there were sales for 8k, 2021 there were sales for 10k and in 2022 there were sales for 13k

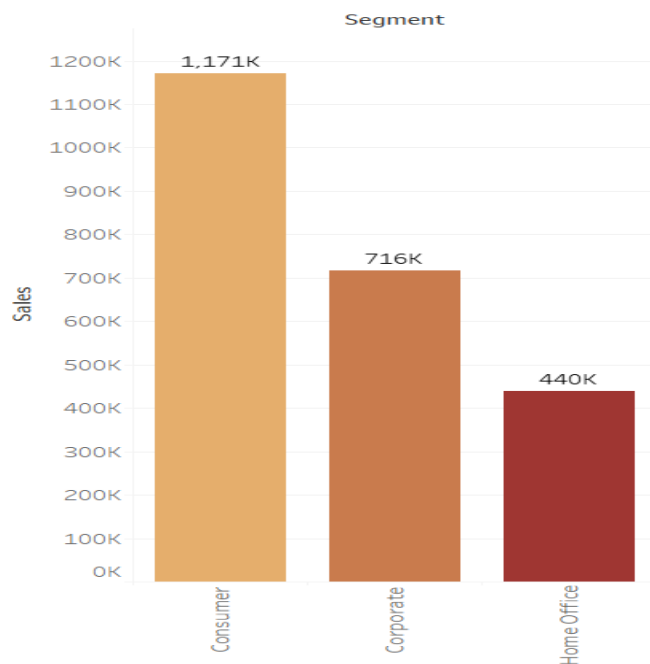


- There were three segments like consumer, corporate and home office.

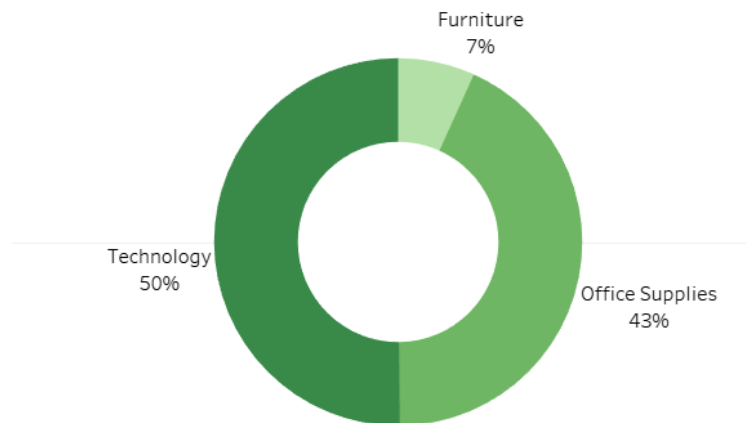
- When looking into sales segment and category-wise consumer had the highest sales in all three-category followed by corporate and then home office



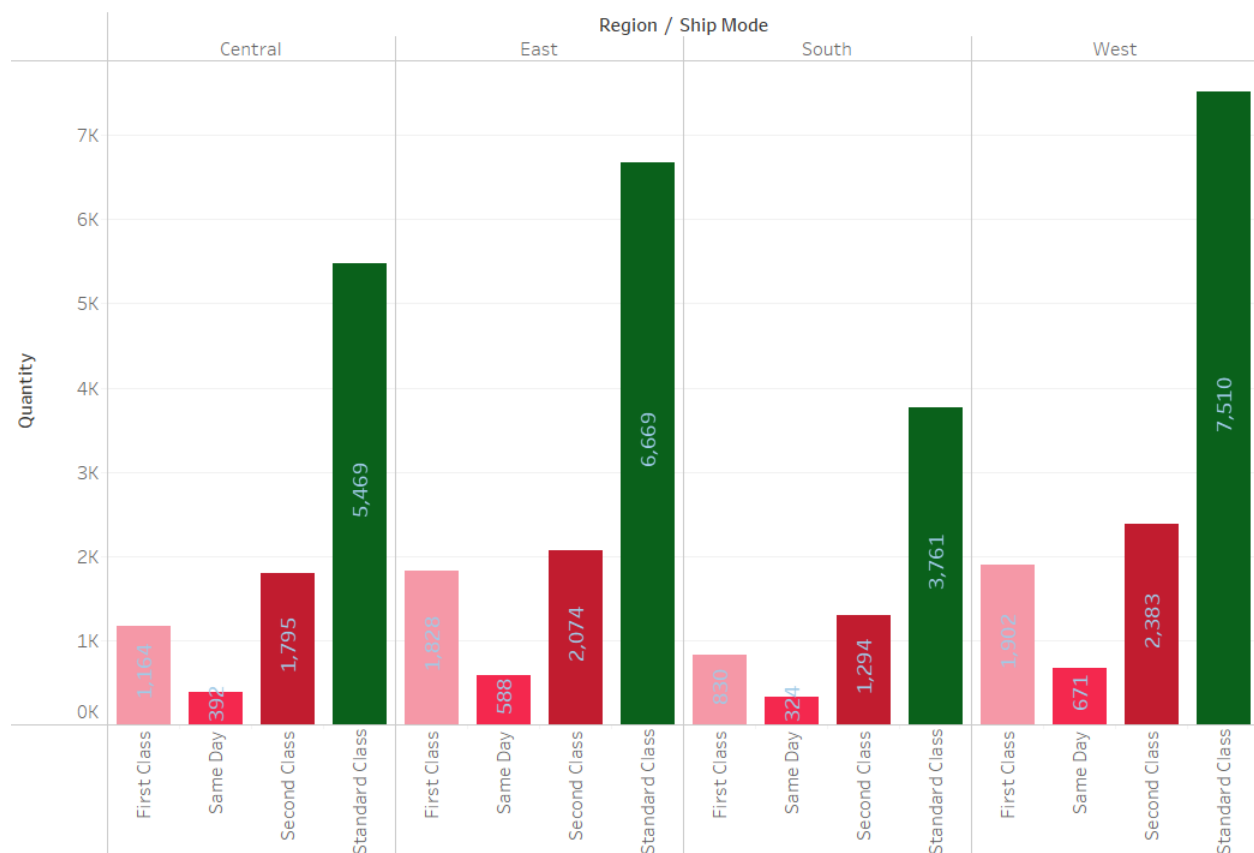
- Segment wise sales consumer has the highest sales of 1,171K and Corporate has 716K and home office has 440K



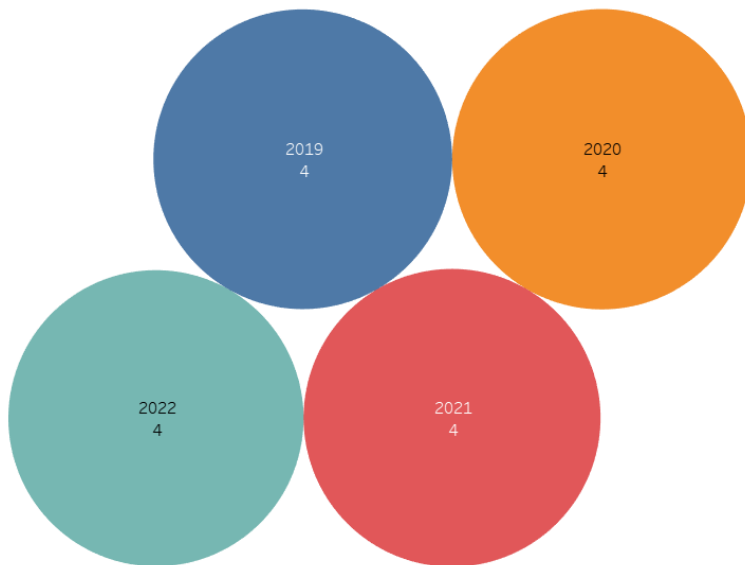
- In category wise profit Technology had 50%, office supplies had 43% and Furniture has the least of 7%



- Standard class has the highest order in quantity in all four regions east, west, central and south. Next highest sales were in second class



- Average delivery time was 4 all year



- Average discount was 16%

*Average Discount*  
*16%*

- Average Quantity was 4

*Average Quantity*  
*4*