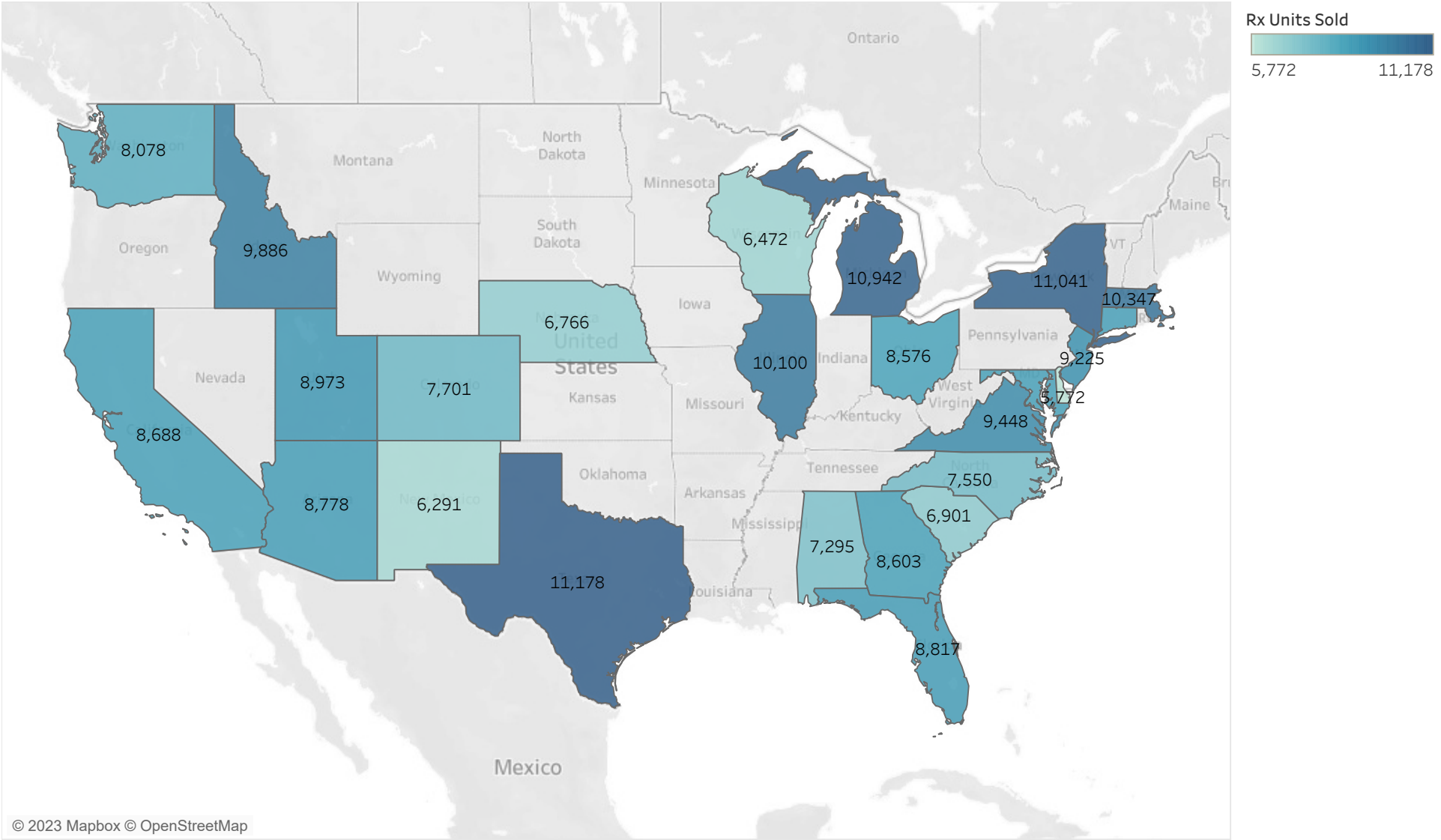


EDA Questions to Answer

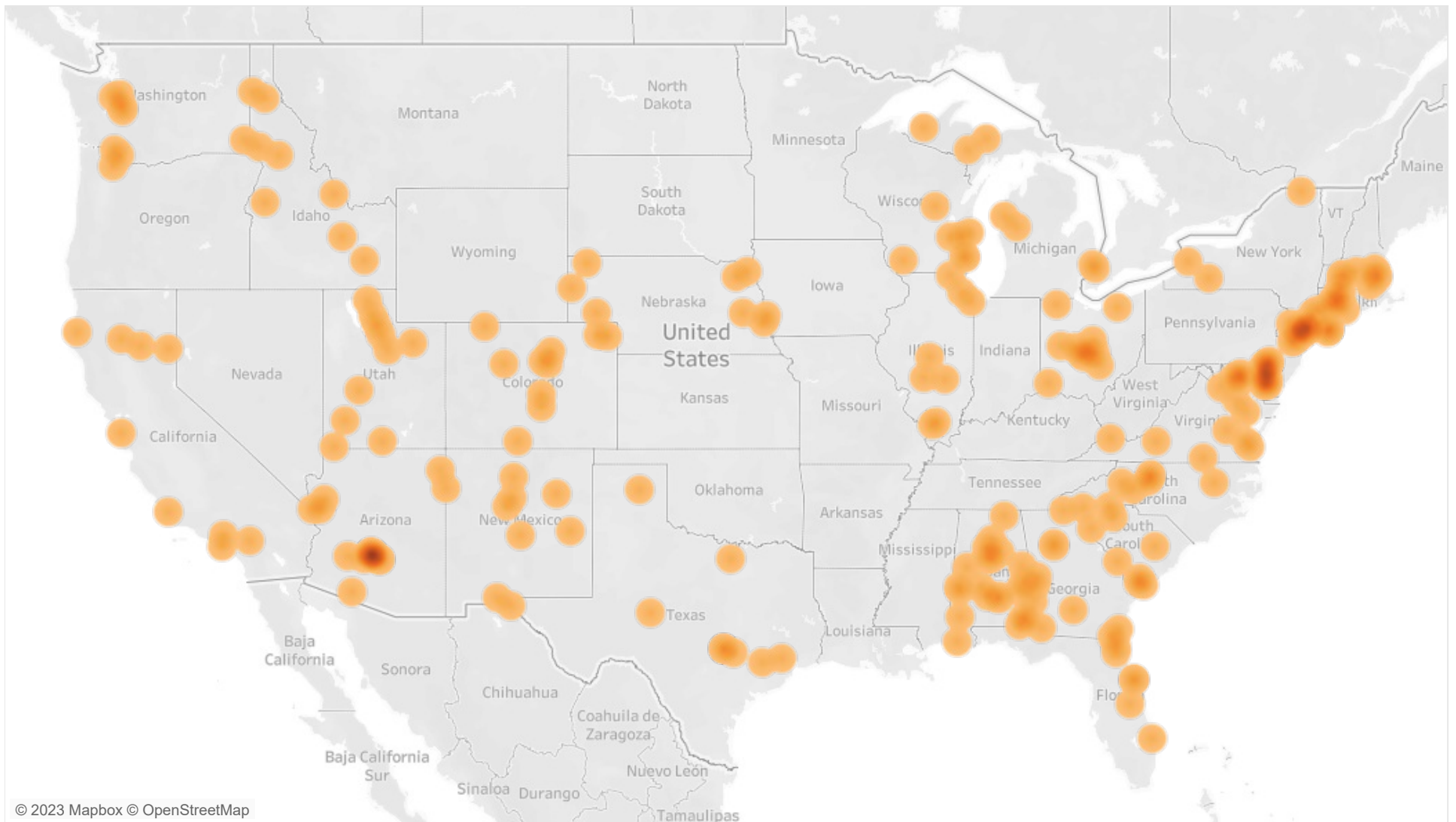
1. What are the top states by units sold?
2. What are the units sold by zip code?
3. Who are the top pharmacy reps by units sold?
4. What are the total units sold by rep for each market segment?
5. Who are the top pharmacy reps by count of orders?
6. Who are the top pharmacy reps by total order revenue?
7. What's the percent of total order revenue by rep?
8. What are the units sold by market segment and dosage type?
9. What are the quarterly units sold by distributor?
10. What are the yearly units sold by market segment?
11. What is the distributor cost vs MSRP by market segment?
12. What are the units sold for each dosage type by market segment?
13. What are the units sold from each distributor by market segment?
14. What's the largest market segment by units sold?
15. What's the largest market segment by order gross profit at MSRP?
16. What are the top dosage types by market segment?
17. Who is the top distributor by units sold?
18. Which Rx route has the highest total order revenue at MSRP?
19. What's the total order revenue at MSRP and gross profit by Rx route?
20. What's the gross profit by distributor?
21. How many units were sold each quarter?
22. How many units were sold for each market segment by distributor?
23. What are the trends in total order revenue by Rx Route?

What are the top states by units sold?



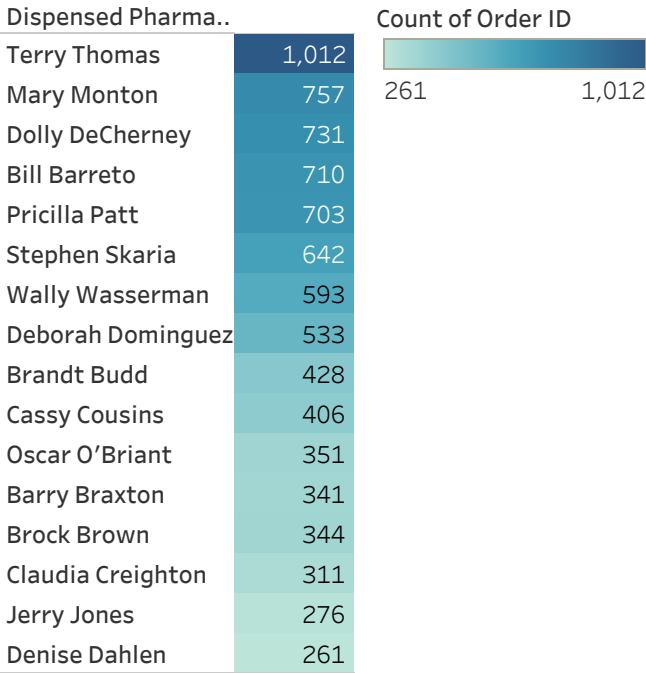
Map based on Longitude (generated) and Latitude (generated). Color shows sum of Rx Units Sold. Details are shown for Dispensed State.

What are the units sold by zip code?



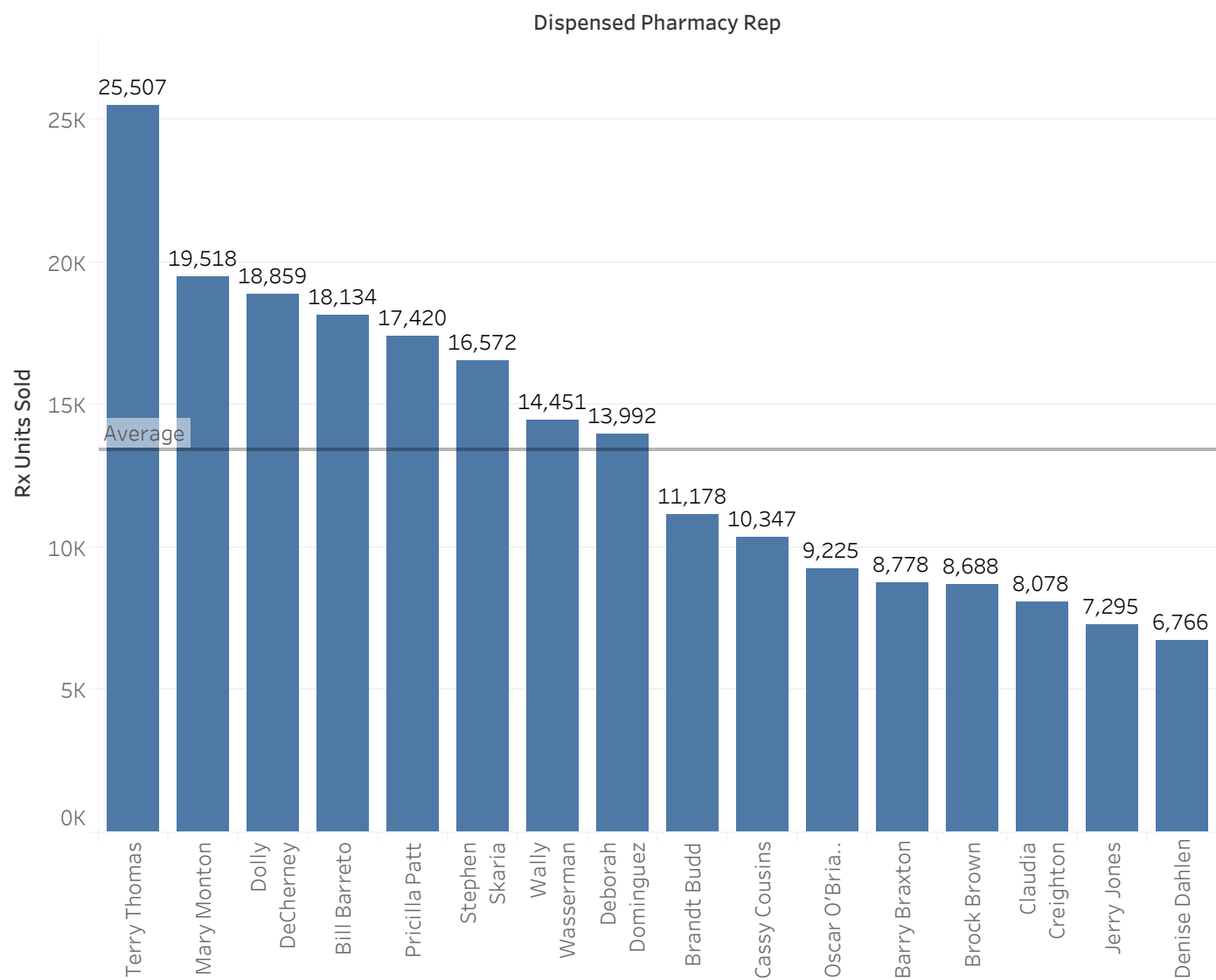
Map based on Longitude (generated) and Latitude (generated). Details are shown for Dispensed Zip Code.

Who are the top
pharmacy reps by
count of orders?



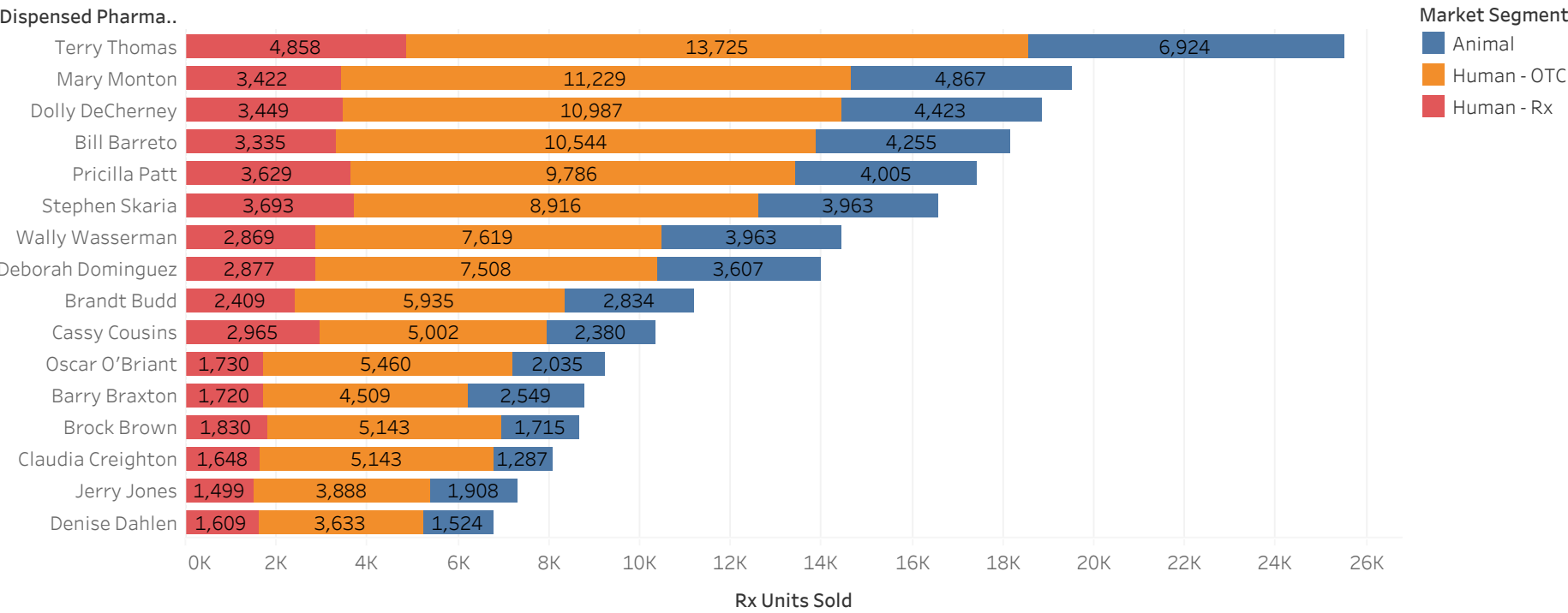
Count of Order ID broken down
by Dispensed Pharmacy Rep.
Color shows count of Order ID.
The marks are labeled by count
of Order ID.

Who are the top pharmacy reps by units sold?



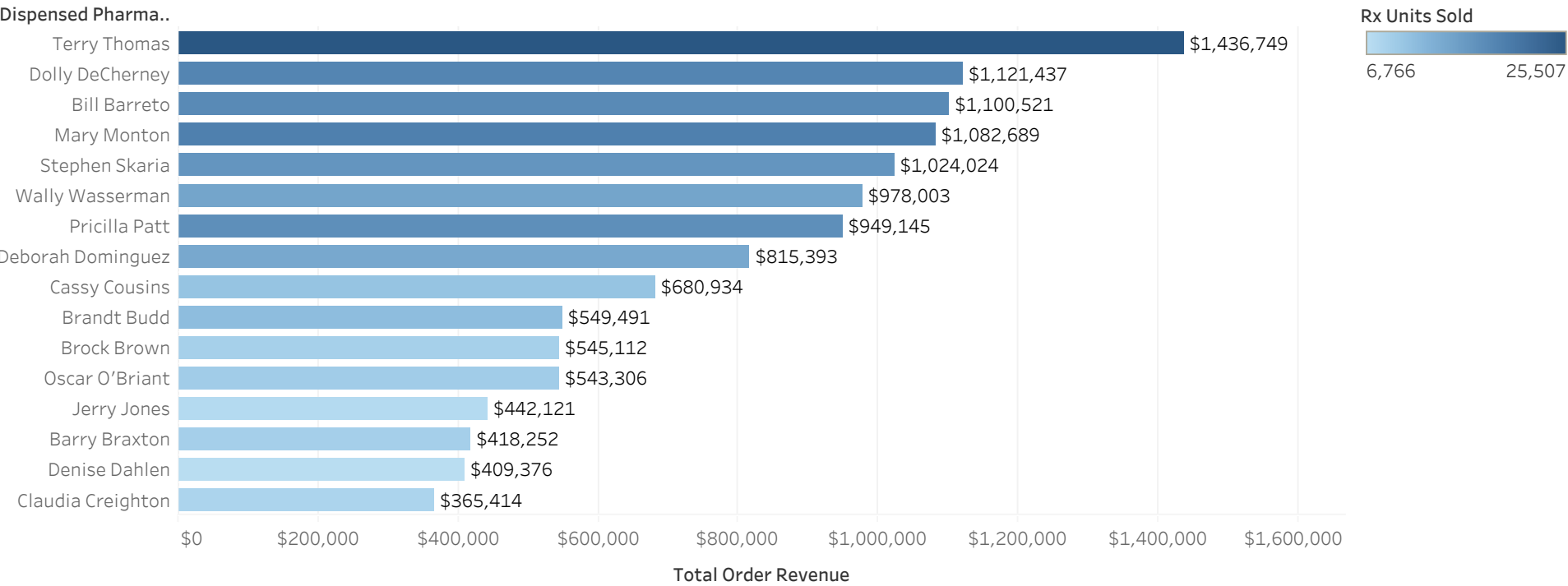
Sum of Rx Units Sold for each Dispensed Pharmacy Rep.

What are the total units sold by rep for each market segment?



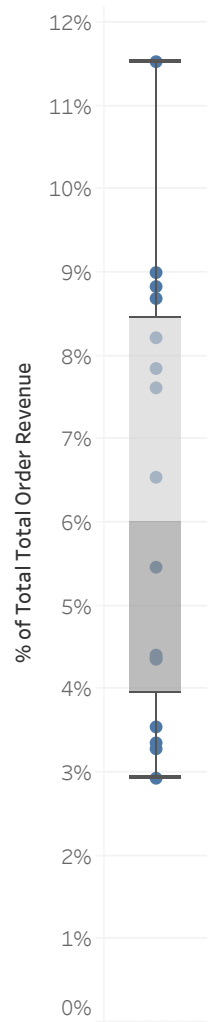
Sum of Rx Units Sold for each Dispensed Pharmacy Rep. Color shows details about Market Segment.

Who are the top pharmacy reps by total order revenue?



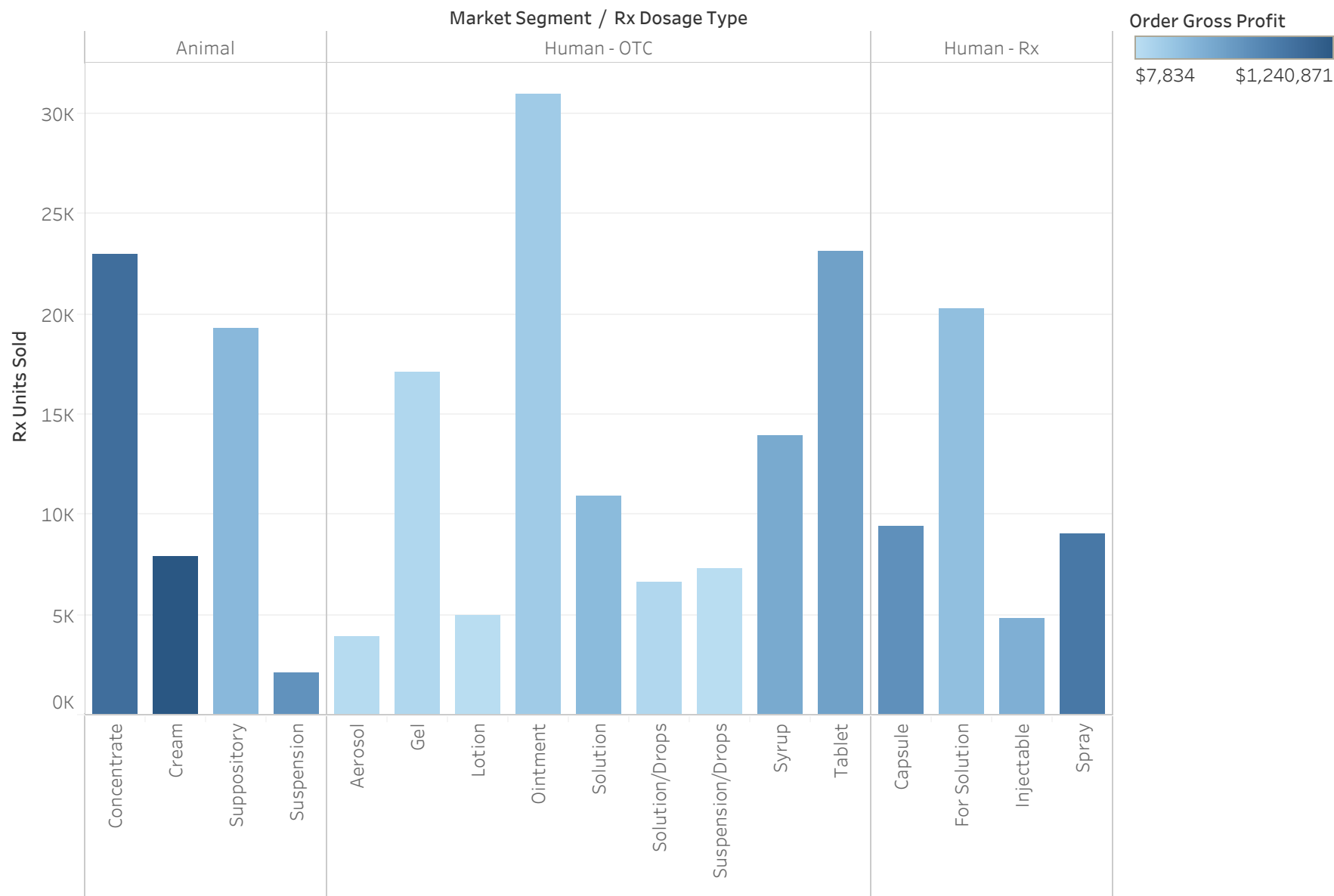
Sum of Total Order Revenue for each Dispensed Pharmacy Rep. Color shows sum of Rx Units Sold.

What's the percent of total order revenue by rep?



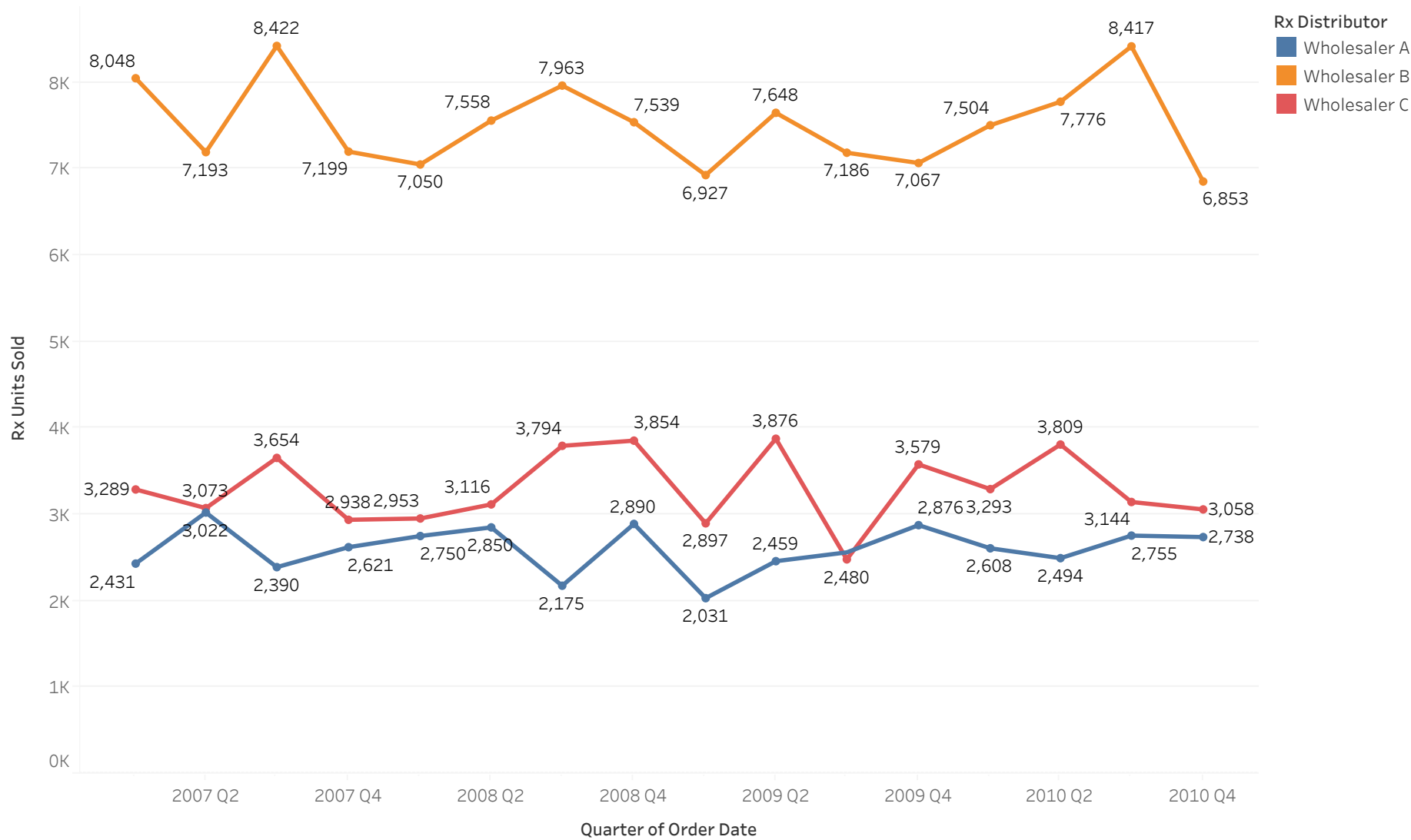
% of Total Total Order Revenue. Details are shown for Dispensed Pharmacy Rep.

What are the units sold by market segment and dosage type?



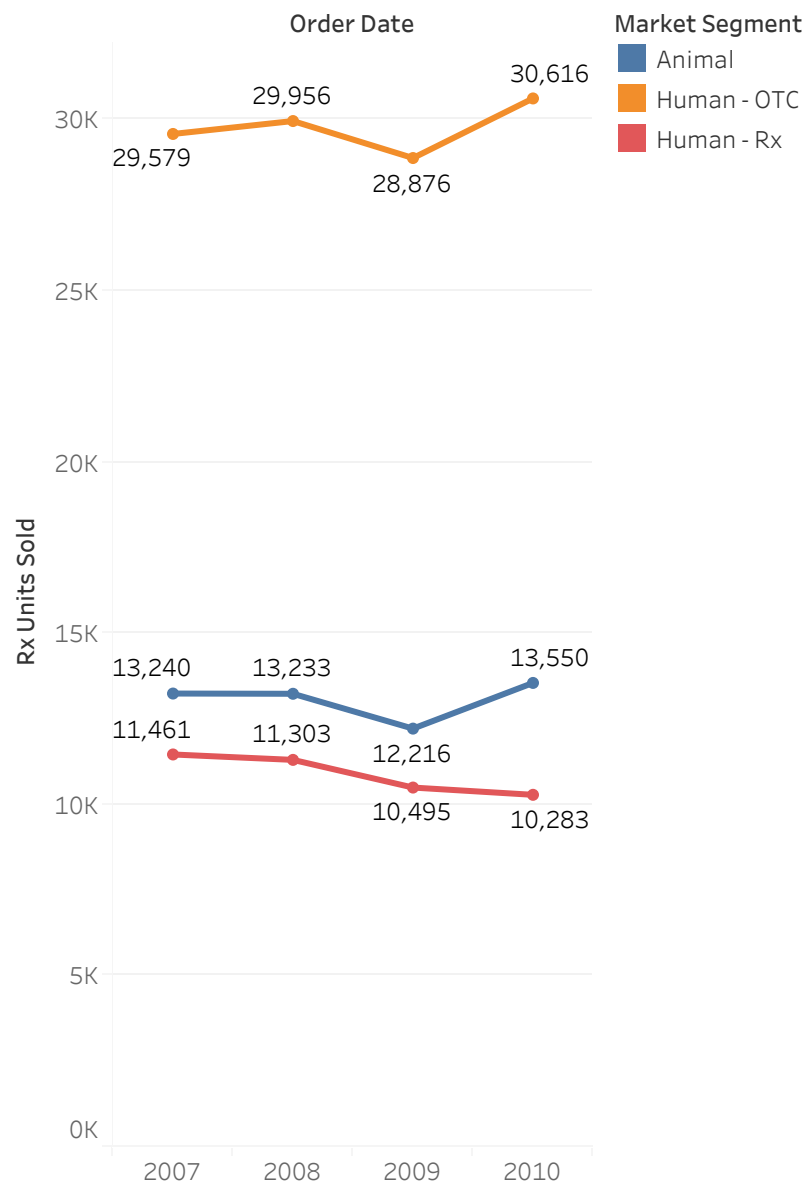
Sum of Rx Units Sold for each Rx Dosage Type broken down by Market Segment. Color shows sum of Order Gross Profit.

What are the quarterly units sold by distributor?



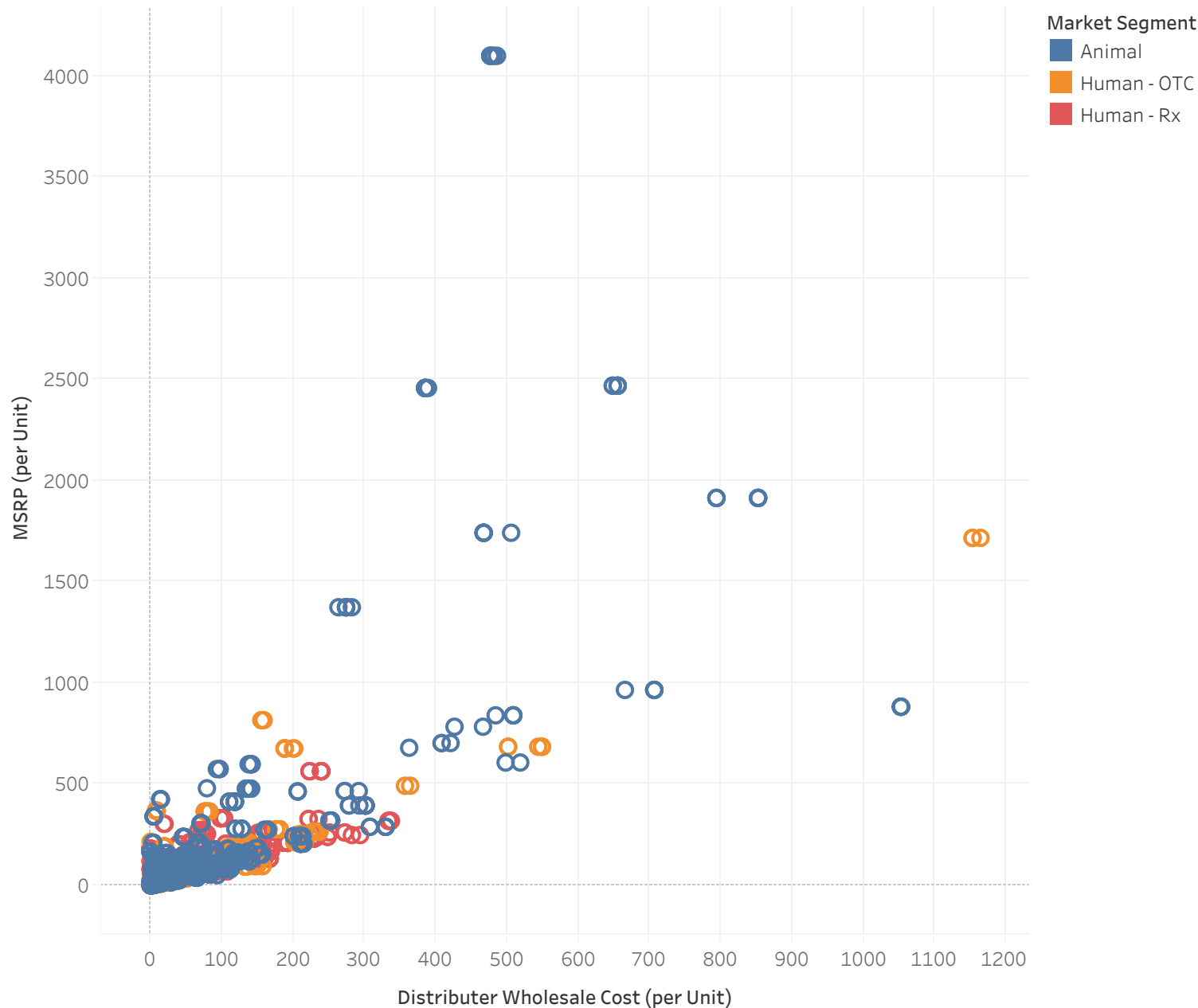
The trend of sum of Rx Units Sold for Order Date Quarter. Color shows details about Rx Distributor.

What are the yearly units sold by market segment?



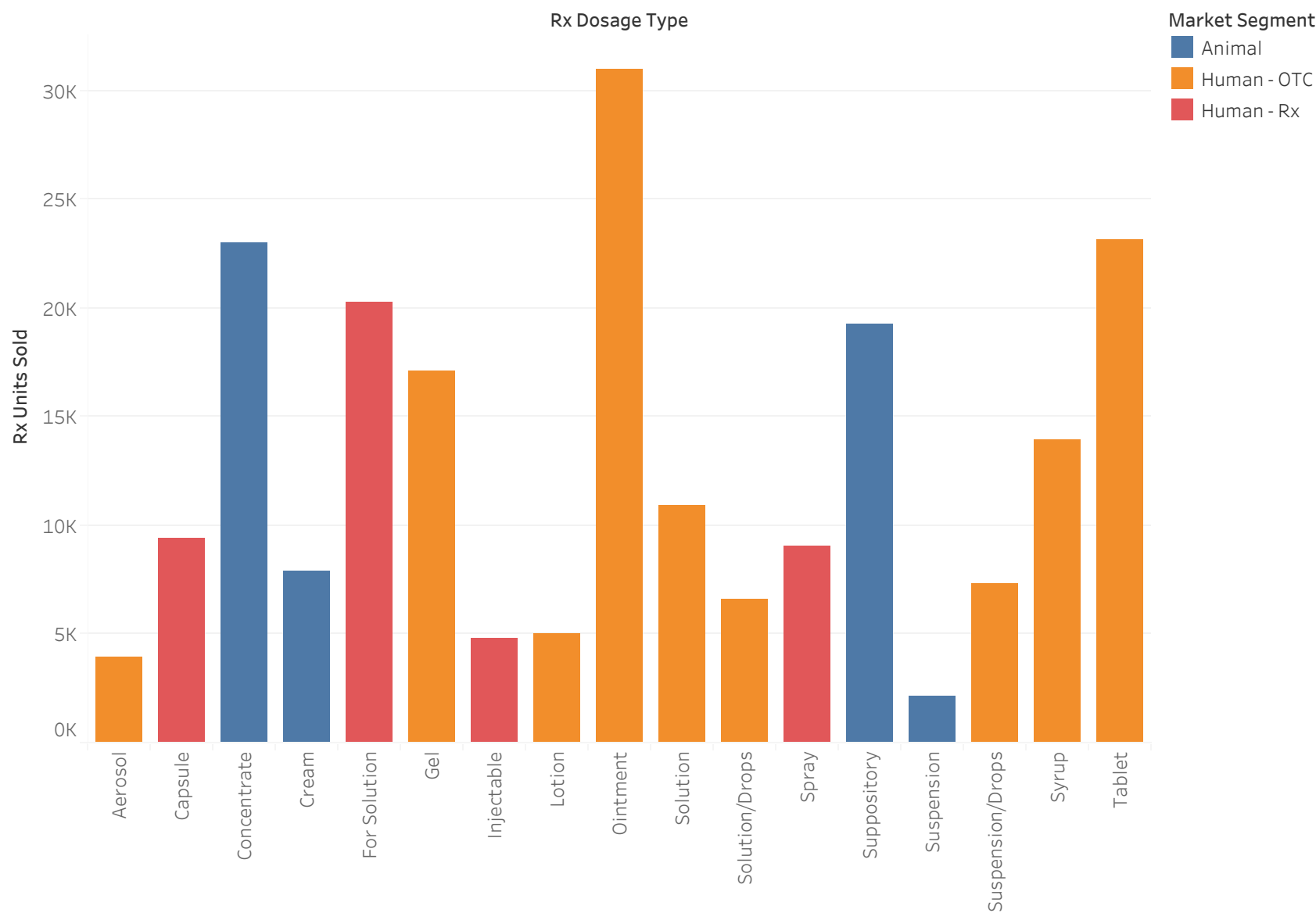
The trend of sum of Rx Units Sold for Order Date Year. Color shows details about Market Segment.

What is the distributor cost vs MSRP by market segment?



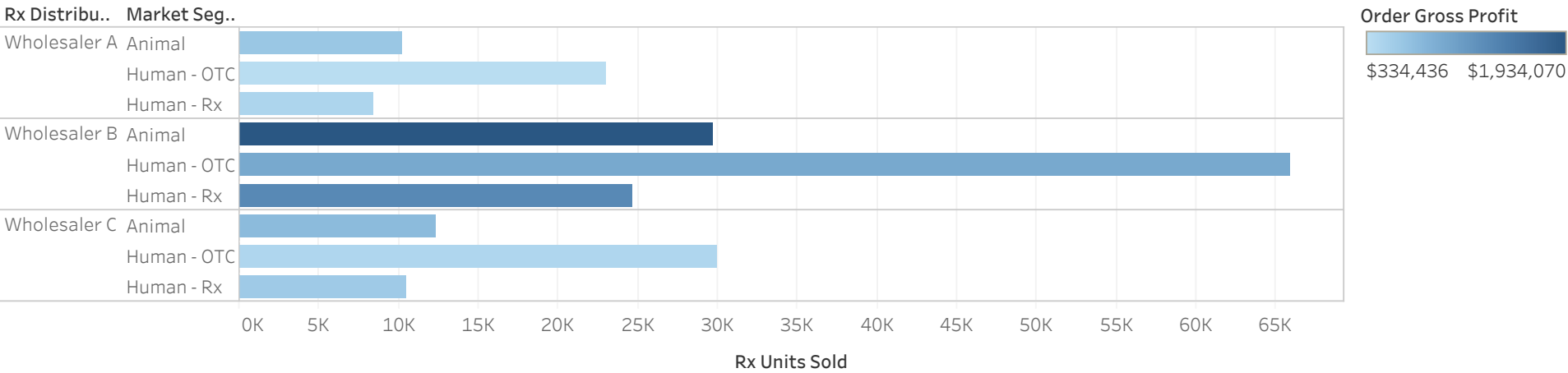
Distributer Wholesale Cost (per Unit) vs. MSRP (per Unit). Color shows details about Market Segment.

What are the units sold for each dosage type by market segment?



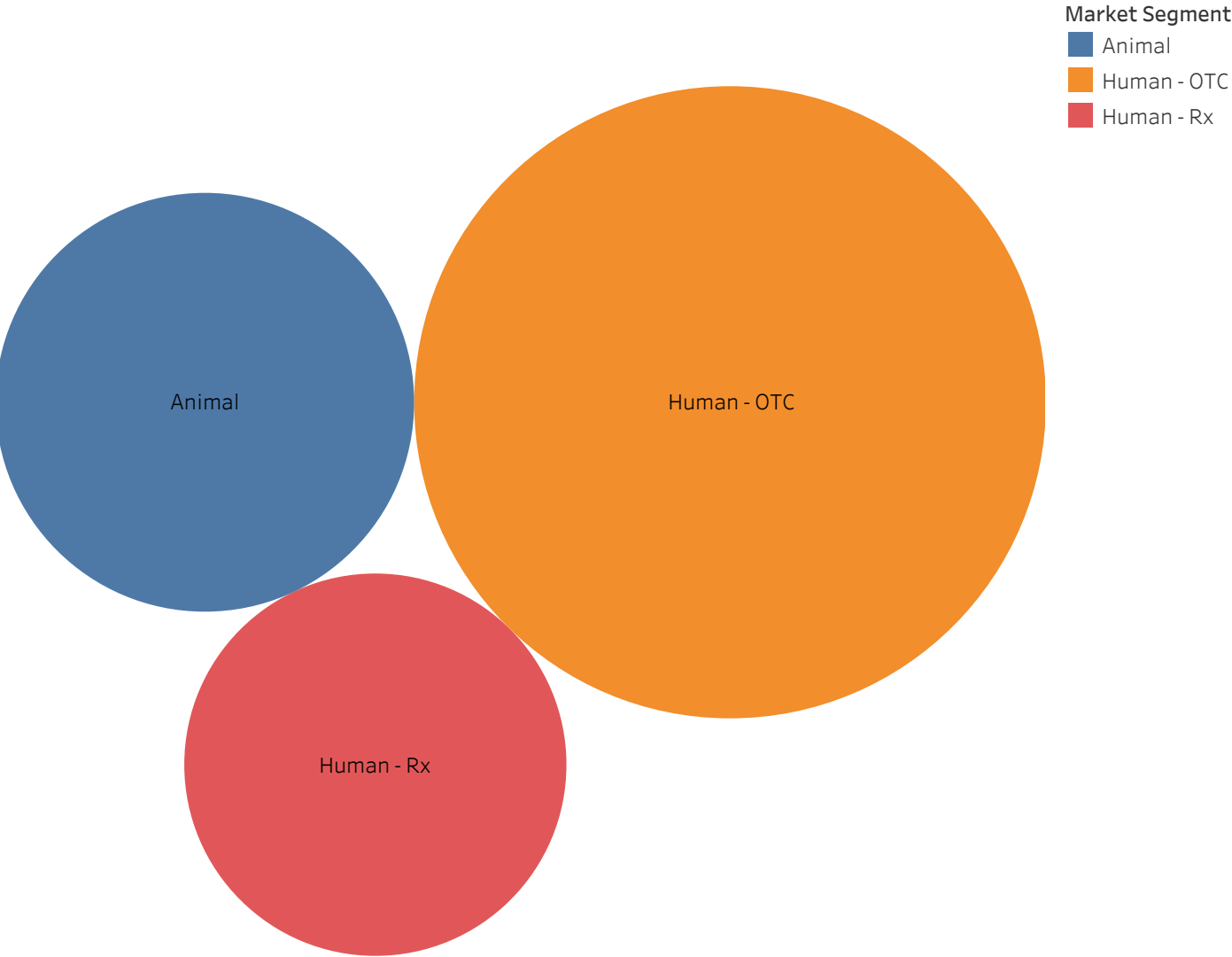
Sum of Rx Units Sold for each Rx Dosage Type. Color shows details about Market Segment.

What are the units sold from each distributor by market segment?



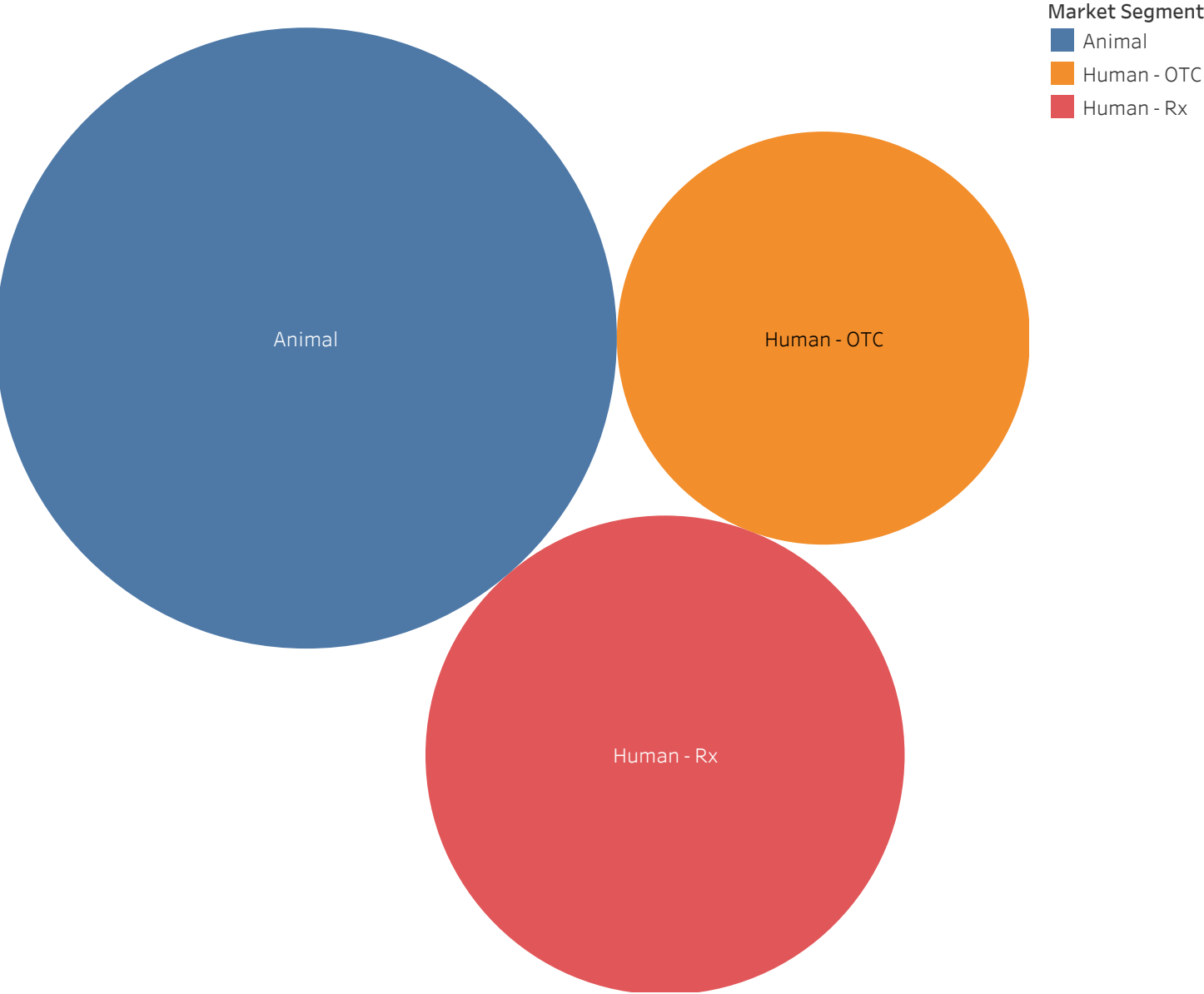
Sum of Rx Units Sold for each Market Segment broken down by Rx Distributor. Color shows sum of Order Gross Profit.

What’s the largest market segment by units sold?



Market Segment. Color shows details about Market Segment. Size shows sum of Rx Units Sold. The marks are labeled by Market Segment.

What’s the largest market segment by order gross profit at MSRP?



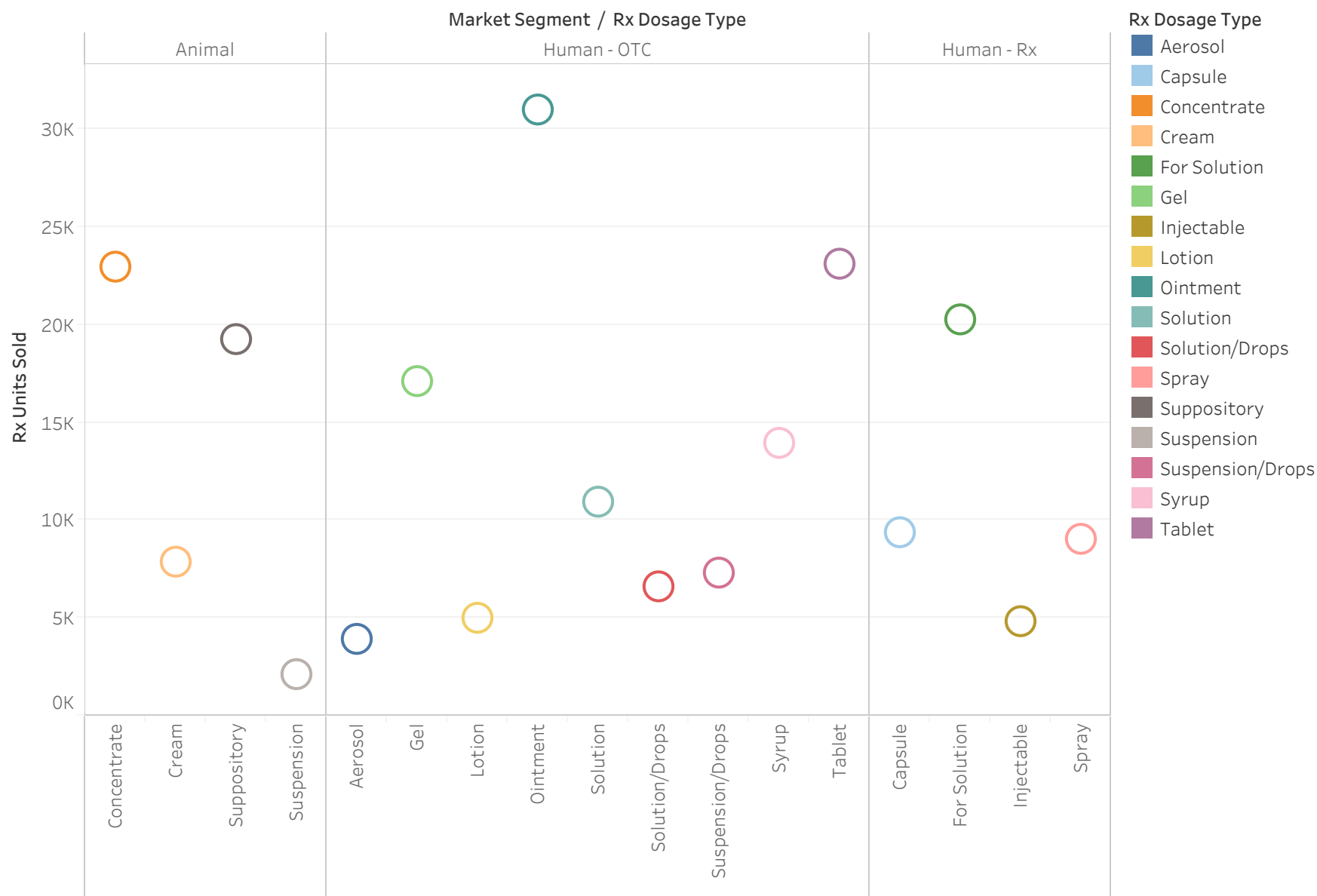
Market Segment. Color shows details about Market Segment. Size shows sum of Order Gross Profit at MSRP. The marks are labeled by Market Segment.

What’s the largest market segment by order gross profit at MSRP?

Market Segment. Color shows details about Market Segment. Size shows sum of Order Gross Profit at MSRP. The marks are labeled by Market Segment.

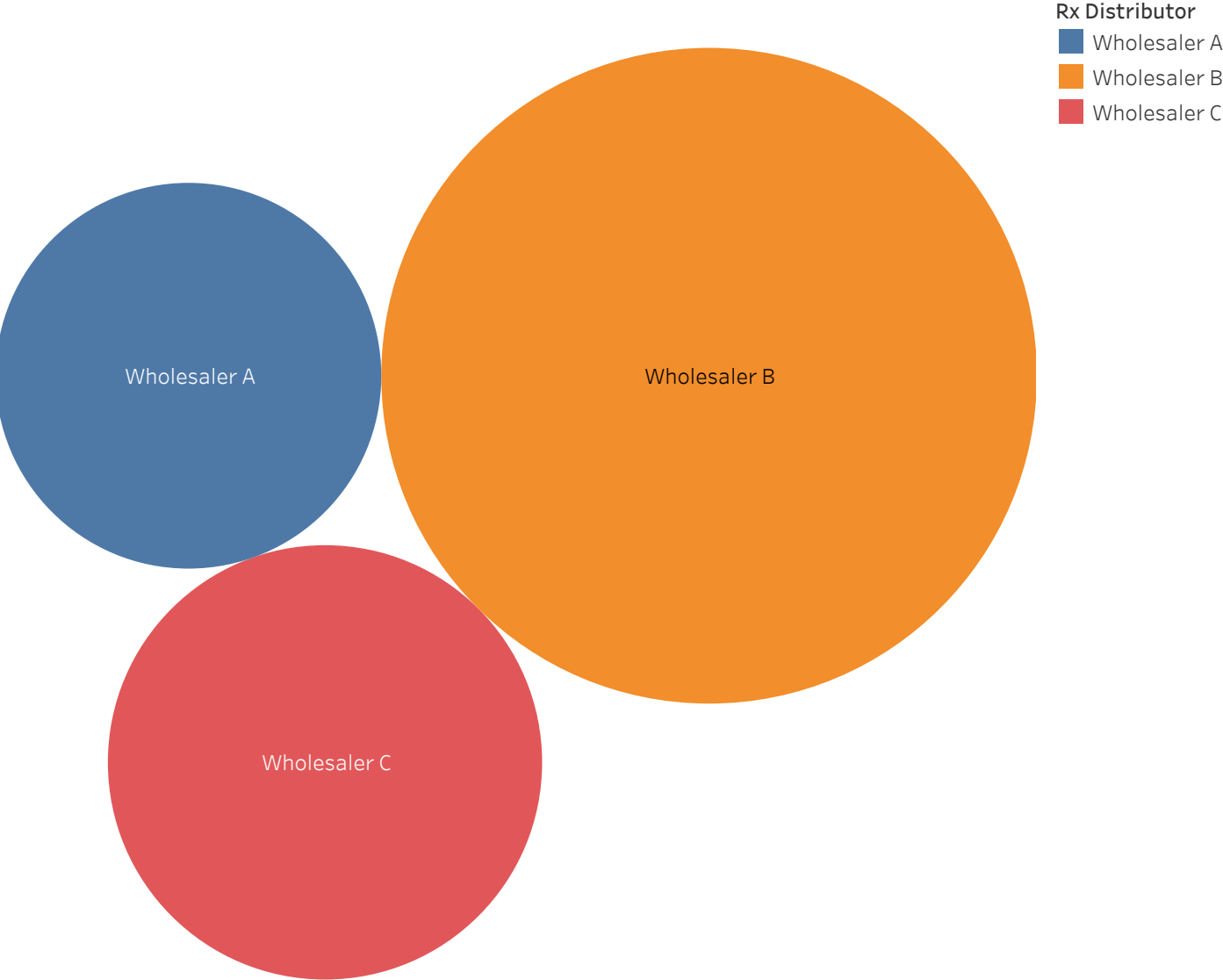
- Market Segment
- Animal
 - Human - OTC
 - Human - Rx

What are the top dosage types by market segment?



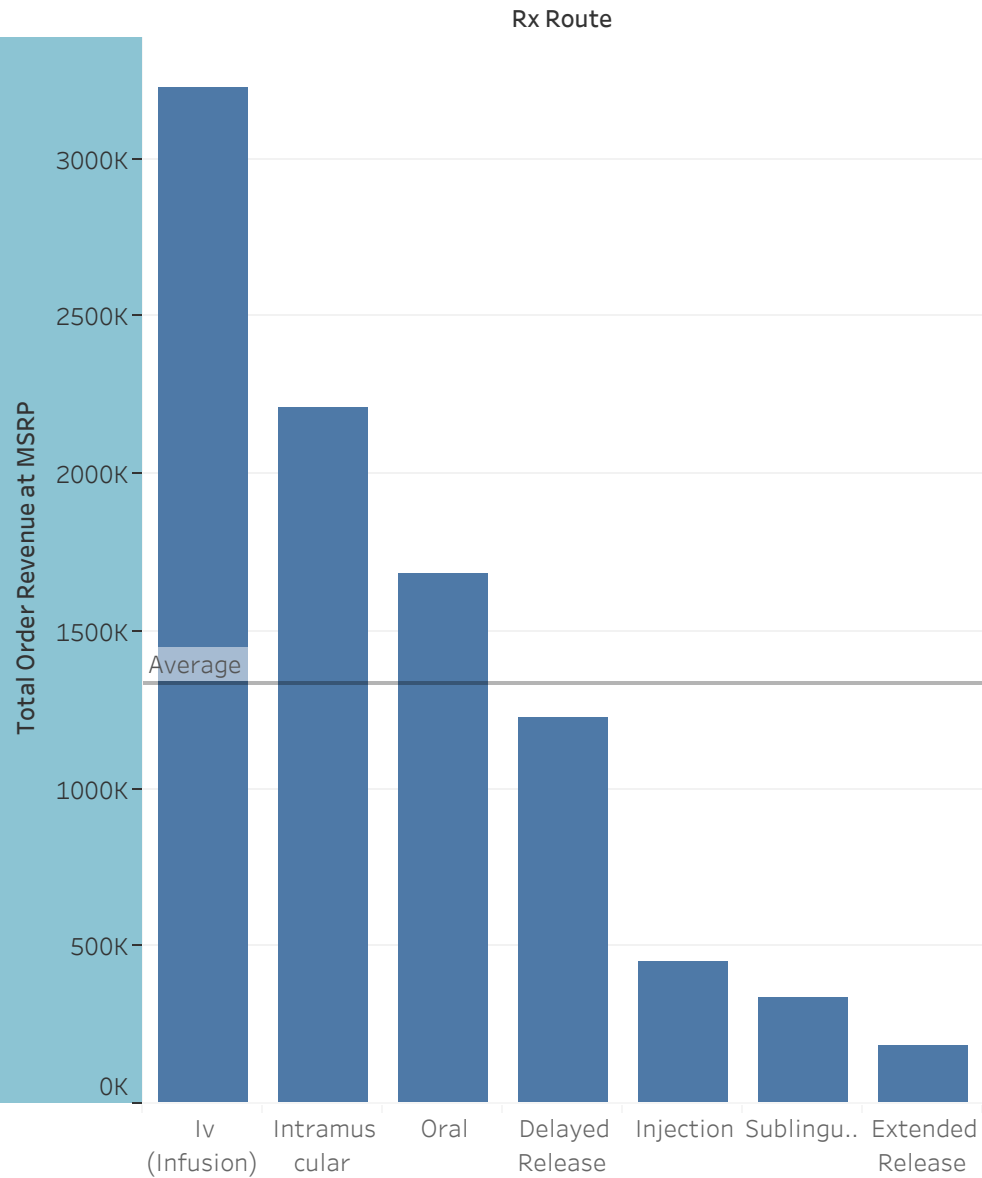
Sum of Rx Units Sold for each Rx Dosage Type broken down by Market Segment. Color shows details about Rx Dosage Type.

Who is the top distirubtor by units sold?



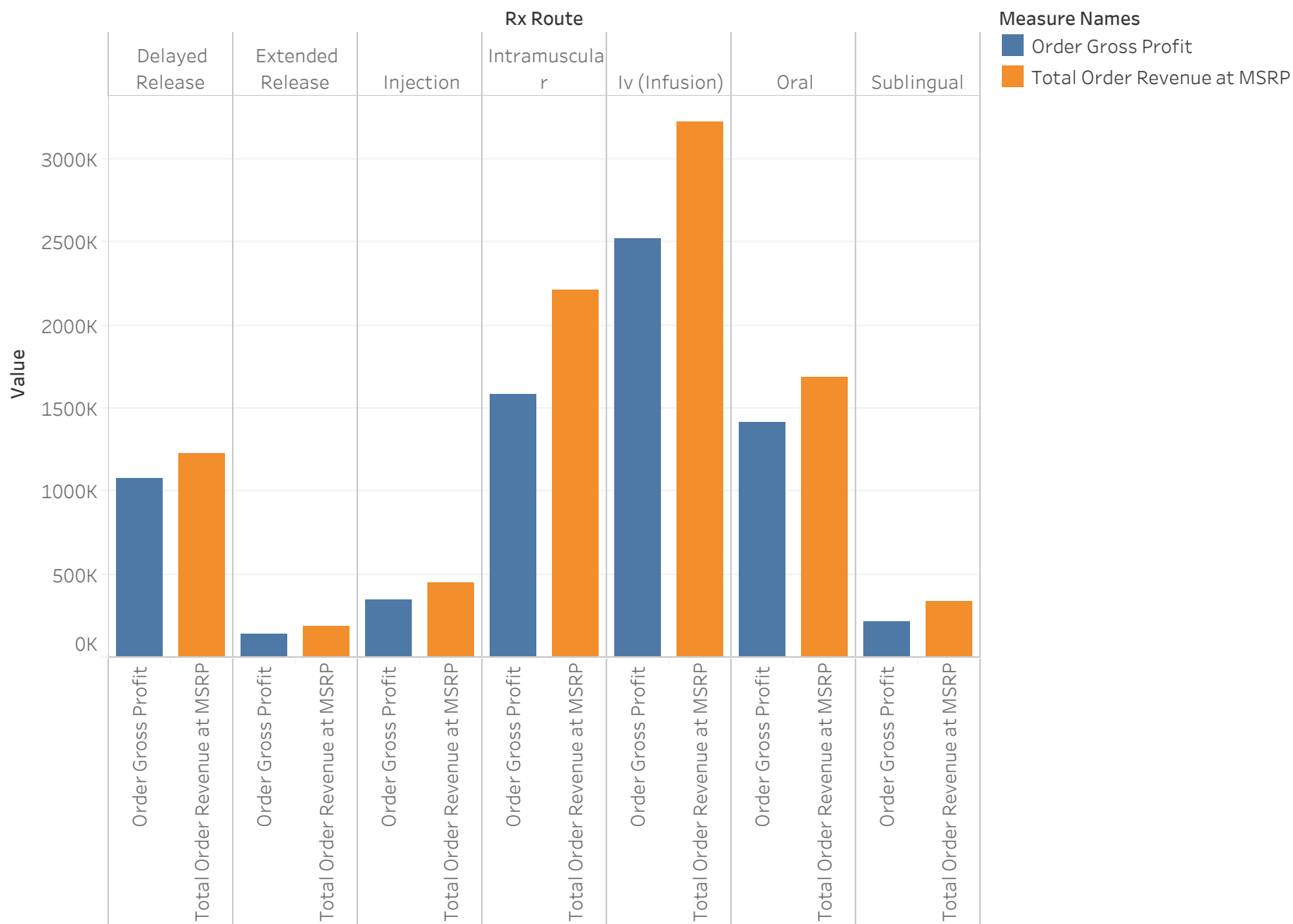
Rx Distributor. Color shows details about Rx Distributor. Size shows sum of Rx Units Sold. The marks are labeled by Rx Distributor.

Which Rx route has the highest total order revenue at MSRP?



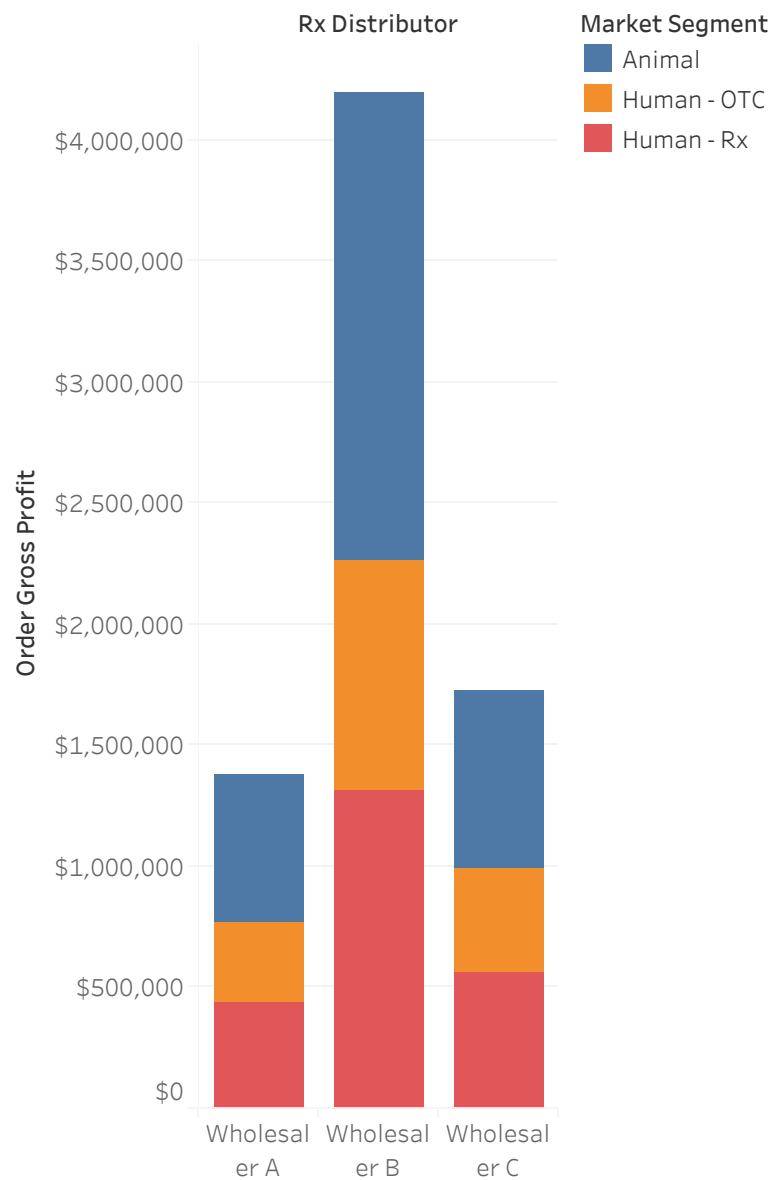
Sum of Total Order Revenue at MSRP for each Rx Route. The view is filtered on sum of Total Order Revenue at MSRP, which includes everything.

What’s the total order revenue at MSRP and gross profit by Rx route?



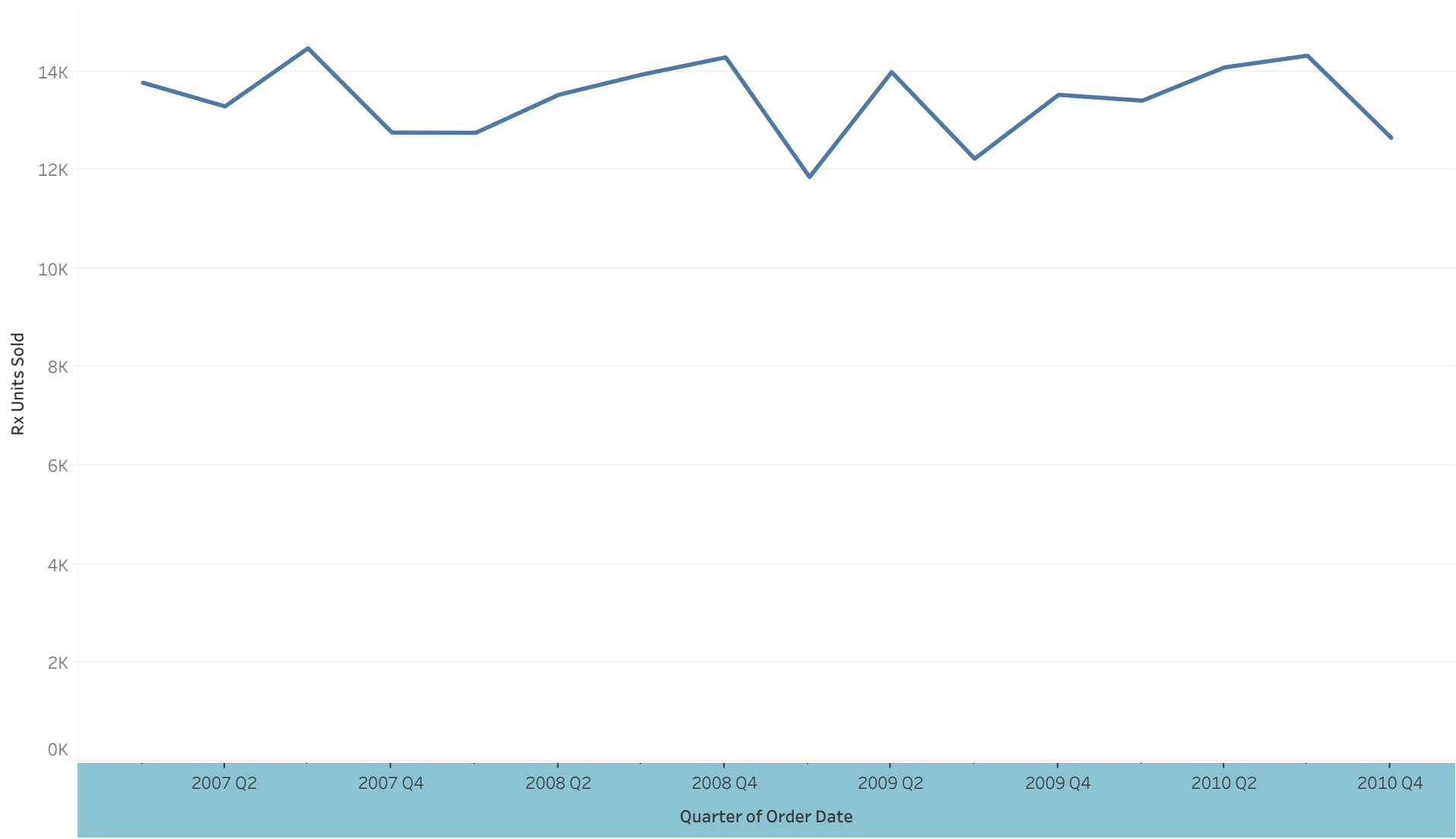
Order Gross Profit and Total Order Revenue at MSRP for each Rx Route. Color shows details about Order Gross Profit and Total Order Revenue at MSRP.

What's the gross profit by distributor?



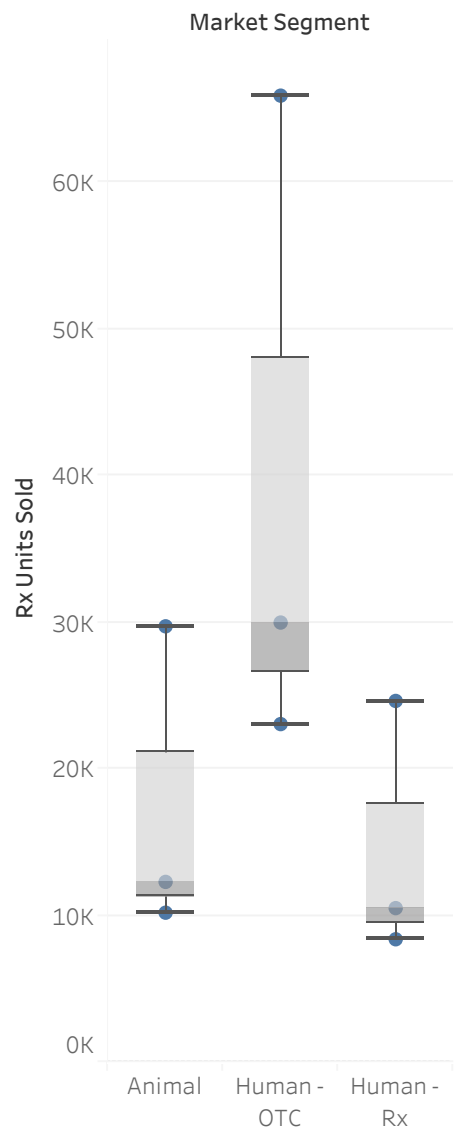
Sum of Order Gross Profit for each Rx Distributor.
Color shows details about Market Segment.

How many units were sold each quarter?



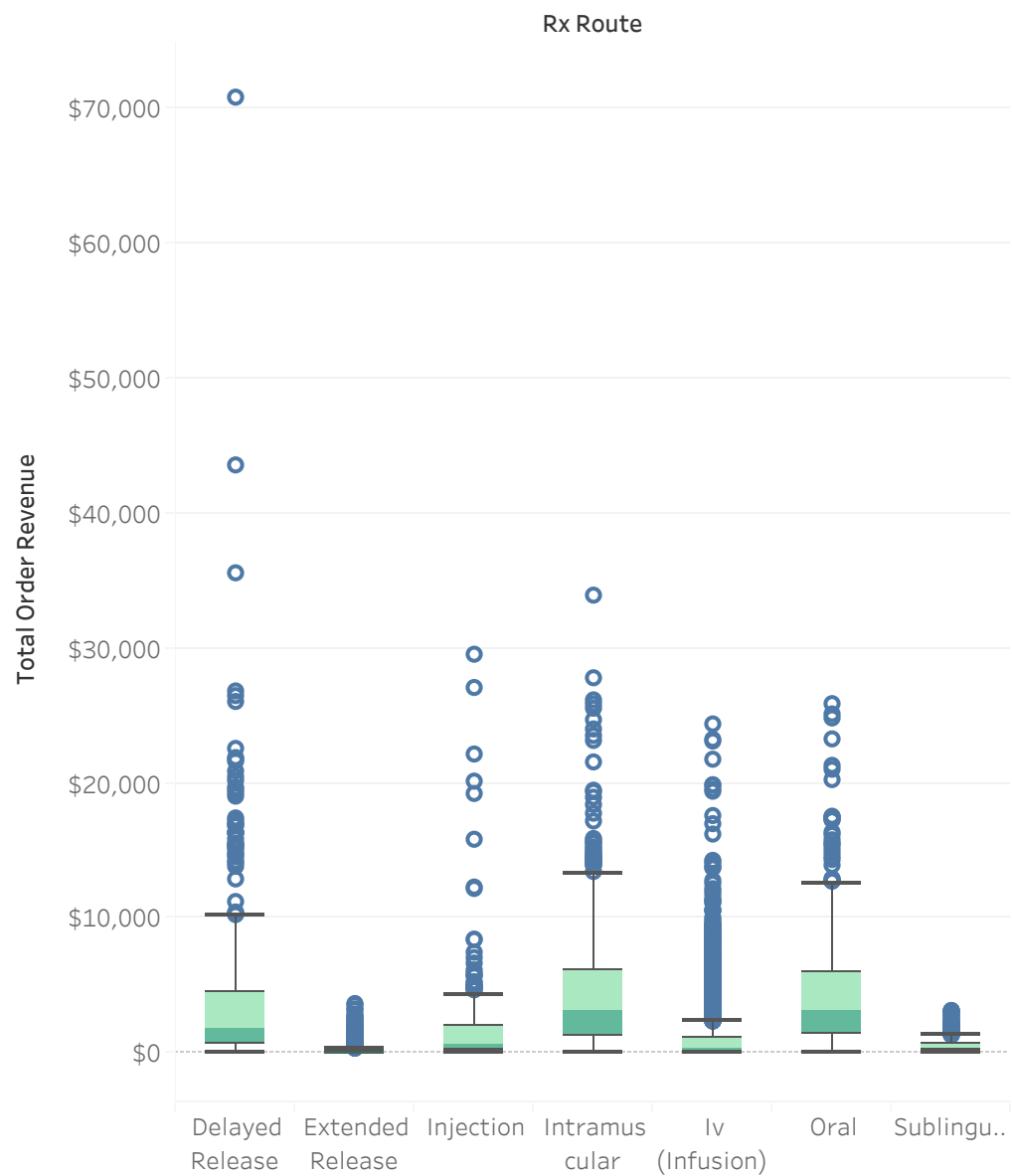
The trend of sum of Rx Units Sold for Order Date Quarter.

How many units were sold for each market segment by distributor?



Sum of Rx Units Sold for each Market Segment. Details are shown for Rx Distributor.

What are the trends in total order revenue by Rx Route?



Total Order Revenue for each Rx Route.