

Месяц

All

Год

All

Сегмент

All

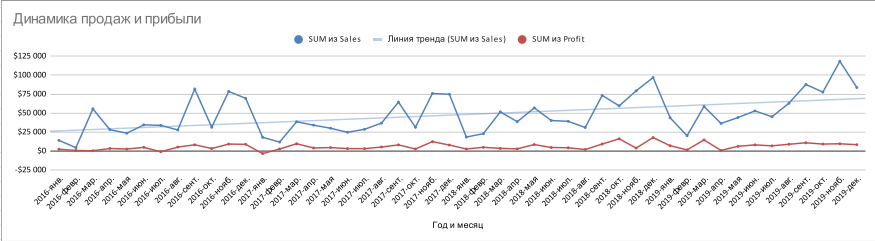
Категория

All

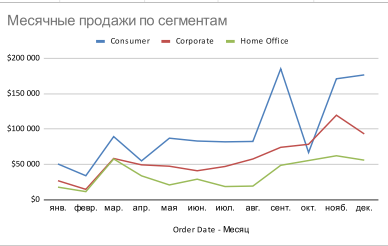
Менеджер

All

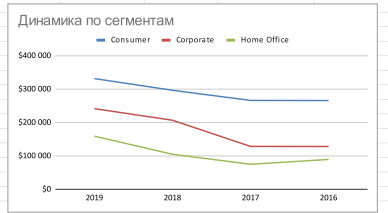
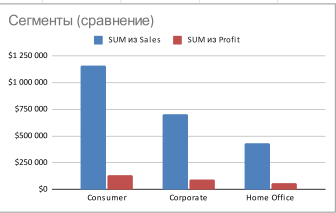
|              |                |                     |                        |
|--------------|----------------|---------------------|------------------------|
| Сумма продаж | Рентабельность | Количество клиентов | Количество заказов     |
| \$2 297 201  | 12,47%         | 4992                | 5009                   |
| Валовая      | Средняя скидка | Продажи на 1-го     | Средняя прибыль с 1-го |
| \$286 397    | 15,62%         | \$460               | \$57                   |



| Order Date - Месяц | Consumer  | Corporate | Home Office |
|--------------------|-----------|-----------|-------------|
| янв.               | \$50 441  | \$26 790  | \$17 693    |
| февр.              | \$33 826  | \$14 575  | \$11 350    |
| сент.              | \$185 056 | \$74 020  | \$48 574    |
| окт.               | \$66 713  | \$78 292  | \$55 318    |
| нояб.              | \$170 959 | \$119 431 | \$62 071    |
| мая                | \$86 933  | \$47 289  | \$20 807    |
| мар.               | \$89 175  | \$58 240  | \$57 591    |
| июн.               | \$82 910  | \$40 859  | \$28 950    |
| июл.               | \$81 770  | \$46 919  | \$18 549    |
| дек.               | \$176 454 | \$92 968  | \$55 871    |
| апр.               | \$54 845  | \$49 233  | \$33 684    |
| авг.               | \$82 320  | \$57 529  | \$19 195    |



| Order Date - Месяц | Furniture | Office Supplies | Technology |
|--------------------|-----------|-----------------|------------|
| янв.               | \$31 569  | \$33 234        | \$30 122   |
| февр.              | \$15 766  | \$20 642        | \$23 343   |
| мар.               | \$50 768  | \$56 386        | \$97 852   |
| апр.               | \$40 699  | \$49 433        | \$47 630   |
| мая                | \$48 365  | \$43 022        | \$63 642   |
| июн.               | \$52 999  | \$51 415        | \$48 305   |
| июл.               | \$49 377  | \$43 007        | \$54 854   |
| авг.               | \$44 884  | \$62 134        | \$52 026   |
| сент.              | \$106 381 | \$101 889       | \$99 381   |
| окт.               | \$58 088  | \$55 204        | \$87 032   |
| нояб.              | \$121 286 | \$100 040       | \$131 135  |
| дек.               | \$121 818 | \$102 643       | \$100 833  |



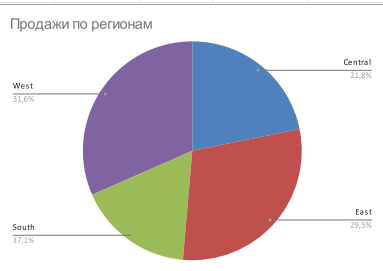
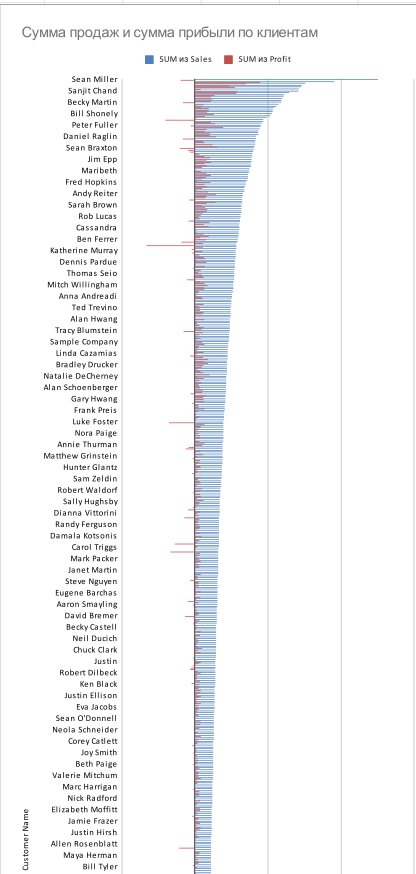
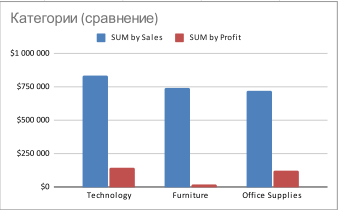
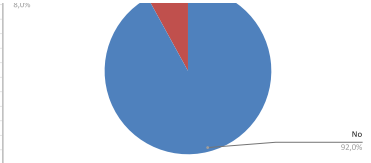
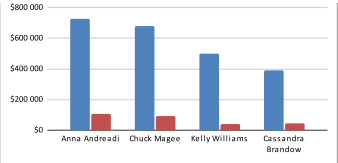
| Order Date - Год | SUM из Sales | SUM из Profit |
|------------------|--------------|---------------|
| 2016-янв.        | \$14 237     | \$2 450       |
| 2016-февр.       | \$4 520      | \$862         |
| 2016-мар.        | \$55 691     | \$499         |
| 2016-апр.        | \$28 295     | \$1 489       |
| 2016-мая         | \$23 648     | \$2 739       |
| 2016-июн.        | \$34 595     | \$4 977       |
| 2016-июл.        | \$33 946     | \$841         |
| 2016-авг.        | \$27 909     | \$5 318       |
| 2016-сент.       | \$81 777     | \$8 328       |
| 2016-окт.        | \$31 453     | \$3 448       |
| 2016-нояб.       | \$78 629     | \$9 292       |
| 2016-дек.        | \$69 546     | \$8 984       |
| 2017-янв.        | \$18 174     | \$3 281       |
| 2017-февр.       | \$11 951     | \$2 814       |
| 2017-мар.        | \$38 726     | \$9 732       |
| 2017-апр.        | \$34 195     | \$4 187       |
| 2017-мая         | \$30 132     | \$4 668       |
| 2017-июн.        | \$24 797     | \$3 336       |
| 2017-июл.        | \$28 765     | \$3 289       |
| 2017-авг.        | \$36 898     | \$5 356       |
| 2017-сент.       | \$64 596     | \$8 209       |
| 2017-окт.        | \$31 405     | \$2 817       |
| 2017-нояб.       | \$75 973     | \$12 475      |
| 2017-дек.        | \$74 920     | \$8 017       |
| 2018-янв.        | \$18 542     | \$2 825       |
| 2018-февр.       | \$22 979     | \$5 005       |
| 2018-мар.        | \$51 716     | \$3 612       |
| 2018-апр.        | \$38 750     | \$2 978       |
| 2018-мая         | \$56 988     | \$8 662       |
| 2018-июн.        | \$40 345     | \$4 750       |
| 2018-июл.        | \$39 262     | \$4 433       |
| 2018-авг.        | \$31 115     | \$2 062       |
| 2018-сент.       | \$73 410     | \$9 329       |
| 2018-окт.        | \$59 688     | \$16 243      |
| 2018-нояб.       | \$79 412     | \$4 011       |
| 2018-дек.        | \$96 999     | \$17 885      |
| 2019-янв.        | \$43 971     | \$7 140       |
| 2019-февр.       | \$20 301     | \$1 614       |
| 2019-мар.        | \$58 872     | \$14 752      |
| 2019-апр.        | \$36 522     | \$933         |
| 2019-мая         | \$44 261     | \$6 343       |
| 2019-июн.        | \$52 982     | \$8 223       |
| 2019-июл.        | \$45 264     | \$6 953       |
| 2019-авг.        | \$63 121     | \$9 041       |
| 2019-сент.       | \$87 867     | \$10 992      |
| 2019-окт.        | \$77 777     | \$9 275       |
| 2019-нояб.       | \$118 448    | \$9 690       |
| 2019-дек.        | \$83 829     | \$8 483       |

| Customer Name      | SUM из Sales | SUM из Profit |
|--------------------|--------------|---------------|
| Sean Miller        | \$25 043     | \$1 981       |
| Tamara Chand       | \$19 052     | \$8 981       |
| Raymond Buch       | \$15 117     | \$6 976       |
| Tom Ashbrook       | \$14 596     | \$4 704       |
| Adrian Barton      | \$14 474     | \$5 445       |
| Ken Lonsdale       | \$14 175     | \$807         |
| Sanjit Chand       | \$14 142     | \$5 757       |
| Hunter Lopez       | \$12 873     | \$5 622       |
| Sanjit Engle       | \$12 209     | \$2 651       |
| Christopher Conan  | \$12 129     | \$2 177       |
| Todd Sumrall       | \$11 892     | \$2 372       |
| Greg Tran          | \$11 820     | \$2 163       |
| Becky Martin       | \$11 790     | \$1 660       |
| Seth Verson        | \$11 471     | \$1 199       |
| Caroline Jumper    | \$11 165     | \$859         |
| Clay Ludtke        | \$10 881     | \$1 934       |
| Maria Etezadi      | \$10 664     | \$1 859       |
| Karen Ferguson     | \$10 604     | \$1 660       |
| Bill Shonely       | \$10 502     | \$2 616       |
| Edward Hooks       | \$10 311     | \$1 394       |
| John Lee           | \$9 800      | \$229         |
| Grant Thornton     | \$9 351      | \$4 109       |
| Helen Wasserman    | \$9 300      | \$2 164       |
| Tom Boeckenhau     | \$9 134      | \$2 798       |
| Peter Fuller       | \$9 063      | \$614         |
| Christopher Martin | \$8 954      | \$3 900       |
| Justin Deggeller   | \$8 828      | \$1 620       |
| Joe Elijah         | \$8 698      | \$1 262       |
| Laura Armstrong    | \$8 673      | \$2 059       |
| Pete Kriz          | \$8 647      | \$2 038       |
| Daniel Raglin      | \$8 351      | \$2 869       |
| Natalie Fritzier   | \$8 323      | \$1 696       |
| Karen Daniels      | \$8 282      | \$1 108       |
| Nick Crebassa      | \$8 242      | \$1 315       |
| Harry Marie        | \$8 237      | \$2 438       |
| Keith Dawkins      | \$8 181      | \$3 039       |

| Category          | SUM из Sales     | SUM из Profit |
|-------------------|------------------|---------------|
| Technology        | \$836 154        | \$145 455     |
| Furniture         | \$742 000        | \$18 451      |
| Office Supplies   | \$719 047        | \$122 491     |
|                   |                  |               |
| Person            | SUM из Sales     | SUM из Profit |
| Anna Andreadi     | \$725 458        | \$108 418     |
| Chuck Magee       | \$678 781        | \$91 523      |
| Kelly Williams    | \$501 240        | \$39 706      |
| Cassandra Brandon | \$391 722        | \$46 749      |
|                   |                  |               |
| Segment           | SUM из Sales     | SUM из Profit |
| Consumer          | \$1 161 401      | \$134 119     |
| Corporate         | \$706 146        | \$91 979      |
| Home Office       | \$429 653        | \$60 299      |
|                   |                  |               |
| SUM из Sales      | Segment          | Corporate     |
| Order Date - Food | Consumer         | Corporate     |
| 2019              | \$331 905        | \$241 848     |
| 2018              | \$296 864        | \$207 106     |
| 2017              | \$266535,9333    | \$128757,3069 |
| 2016              | \$266096,8126    | \$128434,8737 |
|                   |                  |               |
| Region            | SUM из Sales     |               |
| Central           | \$501 240        |               |
| East              | \$678 781        |               |
| South             | \$391 722        |               |
| West              | \$725 458        |               |
|                   |                  |               |
| Returned          | COUNTA из Return |               |
| No                | 9 194            |               |
| Yes               | 800              |               |

| SUM из Sales     | Profit Ratio       | Profit per Order | Sales per Customer |
|------------------|--------------------|------------------|--------------------|
| \$2 297 201      | 12,47%             | \$57             | \$460              |
| SUM из Profit    | SUM из Order Unit  |                  |                    |
| \$286 397        | 5009               |                  |                    |
| AVERAGE из Disco | SUM из Client Unit |                  |                    |
| 15,62%           | 4992               |                  |                    |

| SUM из Sales       | Segment   | Consumer        | Corporate       | Home Office |
|--------------------|-----------|-----------------|-----------------|-------------|
| Order Date - Месяц | Consumer  | Corporate       | Home Office     |             |
| янв.               | \$50 441  | \$26 790        | \$17 693        |             |
| февр.              | \$33 826  | \$14 575        | \$11 350        |             |
| мар.               | \$89 175  | \$58 240        | \$57 591        |             |
| апр.               | \$54 845  | \$49 233        | \$33 684        |             |
| мая                | \$86 933  | \$47 289        | \$20 807        |             |
| июн.               | \$82 910  | \$40 859        | \$28 950        |             |
| июл.               | \$81 770  | \$46 919        | \$18 549        |             |
| авг.               | \$82 320  | \$57 529        | \$19 195        |             |
| сент.              | \$185 056 | \$74 020        | \$48 574        |             |
| окт.               | \$66 713  | \$78 292        | \$55 871        |             |
| нояб.              | \$170 959 | \$119 431       | \$62 071        |             |
| дек.               | \$176 454 | \$92 968        | \$55 871        |             |
| SUM из Sales       | Category  | Furniture       | Office Supplies | Technology  |
| Order Date - Месяц | Furniture | Office Supplies | Technology      |             |
| янв.               | \$31 569  | \$33 234        | \$30 122        |             |
| февр.              | \$15 766  | \$20 642        | \$23 343        |             |
| мар.               | \$50 768  | \$56 386        | \$97 852        |             |
| апр.               | \$40 699  | \$49 433        | \$47 630        |             |
| мая                | \$48 365  | \$43 022        | \$63 642        |             |
| июн.               | \$52 999  | \$51 415        | \$48 305        |             |
| июл.               | \$49 377  | \$43 007        | \$54 854        |             |
| авг.               | \$44 884  | \$62 134        | \$52 026        |             |
| сент.              | \$106 381 | \$101 889       | \$99 381        |             |
| окт.               | \$58 088  | \$55 204        | \$87 032        |             |
| нояб.              | \$121 286 | \$100 040       | \$131 135       |             |
| дек.               | \$121 818 | \$102 643       | \$100 833       |             |



|                    |         |          |
|--------------------|---------|----------|
| Sean Braxton       | \$8 058 | -\$2 083 |
| Zuschuss Carroll   | \$8 026 | -\$1 032 |
| Joseph Holt        | \$7 955 | -\$645   |
| Nora Preis         | \$7 903 | \$631    |
| Anna Haberlin      | \$7 888 | \$1 298  |
| Adam Bellavance    | \$7 756 | \$2 055  |
| Jim Epp            | \$7 755 | \$1 623  |
| Jane Waco          | \$7 722 | \$2 174  |
| Lena Creighton     | \$7 663 | \$1 288  |
| John Murray        | \$7 625 | \$1 575  |
| Jonathan Doherty   | \$7 611 | \$1 050  |
| Patrick O'Brill    | \$7 474 | \$38     |
| Maribeth Schnellir | \$7 444 | \$845    |
| Rick Wilson        | \$7 397 | \$1 587  |
| Brian Moss         | \$7 294 | \$2 199  |
| Paul Prost         | \$7 253 | \$1 495  |
| Natalie Webber     | \$7 234 | \$1 023  |
| Dean percer        | \$7 199 | \$333    |
| Fred Hopkins       | \$6 987 | \$2 050  |
| Rick Huthwaite     | \$6 979 | \$1 289  |
| Penelope Sewall    | \$6 844 | \$1 743  |
| Brenda Bowman      | \$6 766 | \$1 015  |
| Joel Eaton         | \$6 761 | \$222    |
| Yana Sorensen      | \$6 720 | \$1 778  |
| Andy Reiter        | \$6 608 | \$2 885  |
| Dan Reichenbach    | \$6 528 | \$1 642  |
| Grace Kelly        | \$6 497 | \$1 449  |
| Joseph Airdo       | \$6 491 | -\$819   |
| Nathan Mautz       | \$6 459 | \$2 752  |
| Valerie Dominguez  | \$6 442 | \$1 618  |
| Sarah Brown        | \$6 411 | \$885    |
| James Galang       | \$6 366 | \$1 416  |
| Darrin Martin      | \$6 345 | \$1 677  |
| Corinna Mitchell   | \$6 340 | \$1 572  |
| Max Jones          | \$6 321 | \$1 055  |
| Brosina Hoffman    | \$6 255 | \$803    |
| Rob Lucas          | \$6 235 | \$488    |
| William Brown      | \$6 160 | \$714    |
| Victoria Wilson    | \$6 134 | -\$875   |
| Shirley Daniels    | \$6 121 | \$1 985  |
| Quincy Jones       | \$6 108 | \$1 204  |
| Alan Dominguez     | \$6 107 | \$1 870  |
| Cassandra Brandon  | \$6 076 | \$150    |
| Greg Maxwell       | \$6 050 | \$189    |
| Shahid Collister   | \$5 993 | \$237    |
| Kristen Hastings   | \$5 991 | \$1 228  |
| Robert Marley      | \$5 979 | \$1 903  |
| Keith Herrera      | \$5 953 | \$656    |
| Ben Ferrer         | \$5 908 | \$1 538  |
| Christine Phan     | \$5 888 | -\$1 850 |
| Bill Donatelli     | \$5 719 | \$1 095  |
| Cindy Stewart      | \$5 690 | -\$6 626 |
| Anne McFarland     | \$5 664 | \$1 086  |
| Ross Baird         | \$5 633 | -\$462   |
| Katherine Murray   | \$5 620 | \$974    |
| Alex Avila         | \$5 564 | -\$363   |
| Suzanne McNair     | \$5 563 | \$582    |
| Nareej Patel       | \$5 530 | \$1 209  |
| Amy Cox            | \$5 528 | \$1 366  |
| Mick Hernandez     | \$5 503 | \$171    |
| Dennis Pardue      | \$5 481 | \$1 572  |
| Emily Phan         | \$5 478 | \$145    |
| Yoseph Carroll     | \$5 454 | \$1 306  |
| Stefania Perrino   | \$5 440 | -\$270   |
| Luke Weiss         | \$5 421 | \$837    |
| Cathy Prescott     | \$5 402 | \$427    |
| Thomas Seio        | \$5 371 | \$863    |
| Tonja Turnell      | \$5 365 | \$1 124  |
| Mitch Webber       | \$5 342 | \$1 238  |
| Tom Prescott       | \$5 329 | -\$1 087 |
| Tamara Willingham  | \$5 279 | \$737    |
| Dianna Wilson      | \$5 272 | \$1 349  |
| Mitch Willingham   | \$5 254 | \$1 666  |
| Harold Ryan        | \$5 249 | \$1 197  |
| Steven Cartwright  | \$5 226 | \$1 277  |
| Resi Polking       | \$5 153 | \$465    |
| Lena Radford       | \$5 143 | \$535    |
| Mike Pellerier     | \$5 088 | \$236    |
| Anna Andreadi      | \$5 087 | \$858    |
| Ivan Liston        | \$5 041 | \$1 122  |
| Kelly Lampkin      | \$5 016 | -\$183   |
| Laurel Beltran     | \$4 986 | -\$52    |
| Dave Hallsten      | \$4 933 | \$1 194  |
| Irene Maddox       | \$4 930 | \$515    |
| Ted Trevino        | \$4 916 | \$752    |
| Kunst Miller       | \$4 909 | \$746    |
| Philisse Overcash  | \$4 893 | \$1 155  |
| Heather Kirkland   | \$4 878 | \$957    |
| Anthony Jacobs     | \$4 867 | \$151    |





[illegible]

[illegible]

[illegible]

[illegible]





[illegible]