

# Sales 2017 Dashboard

By Lukas Taylor

Location

Sales Goals

Products

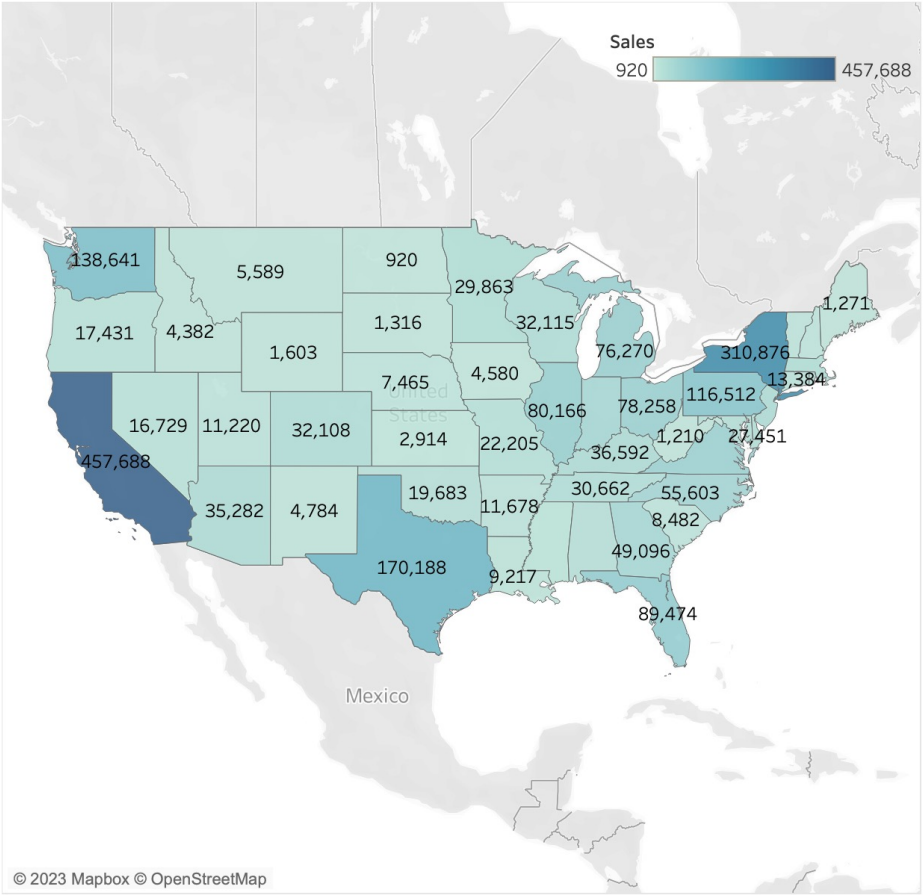
YOY KPIs

Report '17

Regional Sales

Region	State	
Central	Texas	170,188
	Illinois	80,166
	Michigan	76,270
	Indiana	53,555
	Wisconsin	32,115
	Minnesota	29,863
	Missouri	22,205
	Oklahoma	19,683
	Nebraska	7,465
	Iowa	4,580
	Kansas	2,914
	South Dakota	1,316
	North Dakota	920
East	New York	310,876
	Pennsylvania	116,512
	Ohio	78,258
	New Jersey	35,764
	Massachusetts	28,634
	Delaware	27,451
	Maryland	23,706
	Rhode Island	22,628
	Connecticut	13,384
	Vermont	8,929
	New Hampshire	7,293
	District of Columbia	2,865
	Maine	1,271
	West Virginia	1,210
South	Florida	89,474
	Virginia	70,637
	North Carolina	55,603
	Georgia	49,096
	Kentucky	36,592
	Tennessee	30,662
	Alabama	19,511
	Arkansas	11,678
	Mississippi	10,771
	Louisiana	9,217
	South Carolina	8,482
West	California	457,688
	Washington	138,641
	Arizona	35,282
	Colorado	32,108
	Oregon	17,431
	Nevada	16,729
	Utah	11,220
	Montana	5,589
	New Mexico	4,784
	Idaho	4,382
Grand Total	Wyoming	1,603
		2,297,201

States vs. Sum Of Sales



Location

Sales Goals

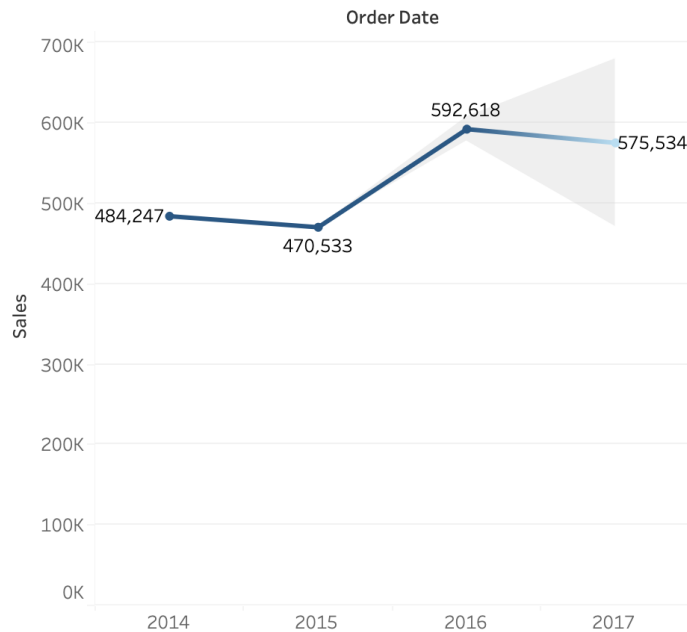
Products

YOY KPIs

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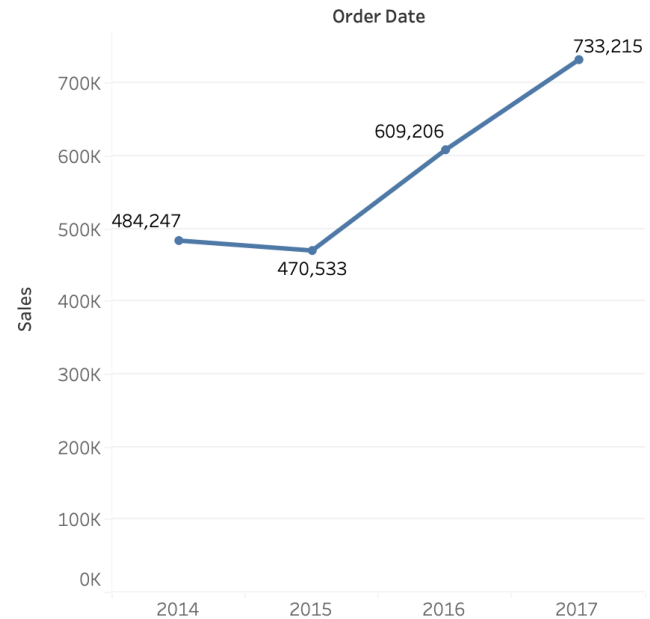
## Sales Goals

	Order Date			
	2014	2015	2016	2017
Lower Prediction Interval ..			577,668	471,329
Sales	484,247	470,533	592,618	575,534
Upper Prediction Interval ..			607,568	679,740



## Actual Sales

Order Date			
2014	2015	2016	2017
484,247	470,533	609,206	733,215



Location

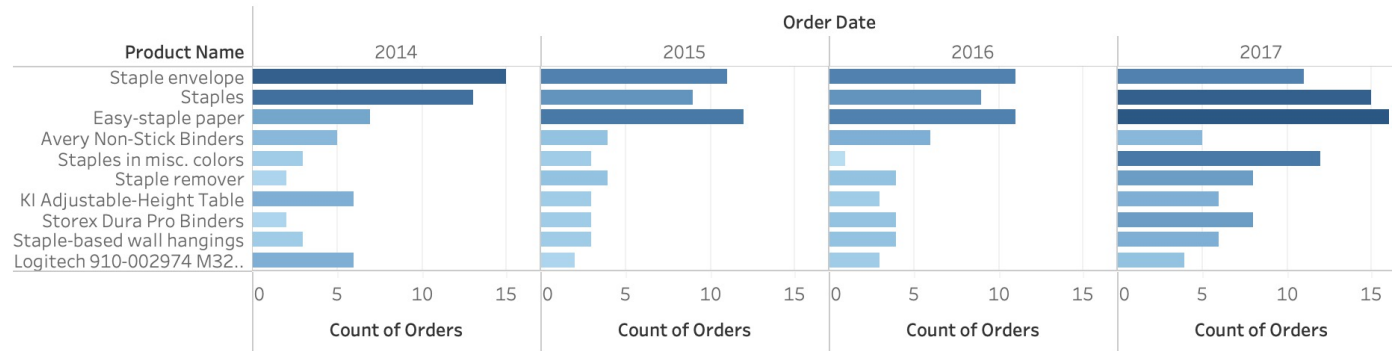
Sales Goals

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## Top Products By Sales YOY



## Top Subcategories By Profit Earned YOY

Category	Sub-Catego..	Order Date															
		2014				2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Furniture	Chairs	1,403	1,072	1,872	2,608	570	968	2,131	2,559	365	1,601	915	2,882	1,079	1,271	2,422	2,872
Office	Appliances	-252	960	321	1,431	-39	-523	694	2,380	498	522	1,219	3,064	1,709	1,445	2,245	2,467
Supplies	Binders	634	2,162	2,319	-375	5,235	3,373	273	-1,285	1,134	-1,643	236	10,489	1,669	2,720	5,480	-2,199
	Paper	663	912	1,813	2,983	1,000	956	1,794	2,820	1,219	2,913	2,219	2,720	2,082	2,442	3,483	4,034
	Storage	693	543	1,181	1,749	746	690	1,434	635	1,009	1,154	1,205	2,837	813	2,018	1,294	3,278
Technology	Accessories	1,125	1,038	1,686	2,554	671	1,238	3,099	5,189	1,036	1,685	2,585	4,358	2,292	2,576	6,335	4,470
	Copiers		465	1,587	861	1,858	2,242	1,601	4,229	120	1,565	3,896	12,162	10,566	1,050	1,528	11,888
	Phones	1,909	3,263	2,277	4,359	823	1,552	4,210	3,813	1,195	2,713	1,789	3,762	2,050	2,102	3,192	5,505

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## KPI YOY vs. Shipping Mode

