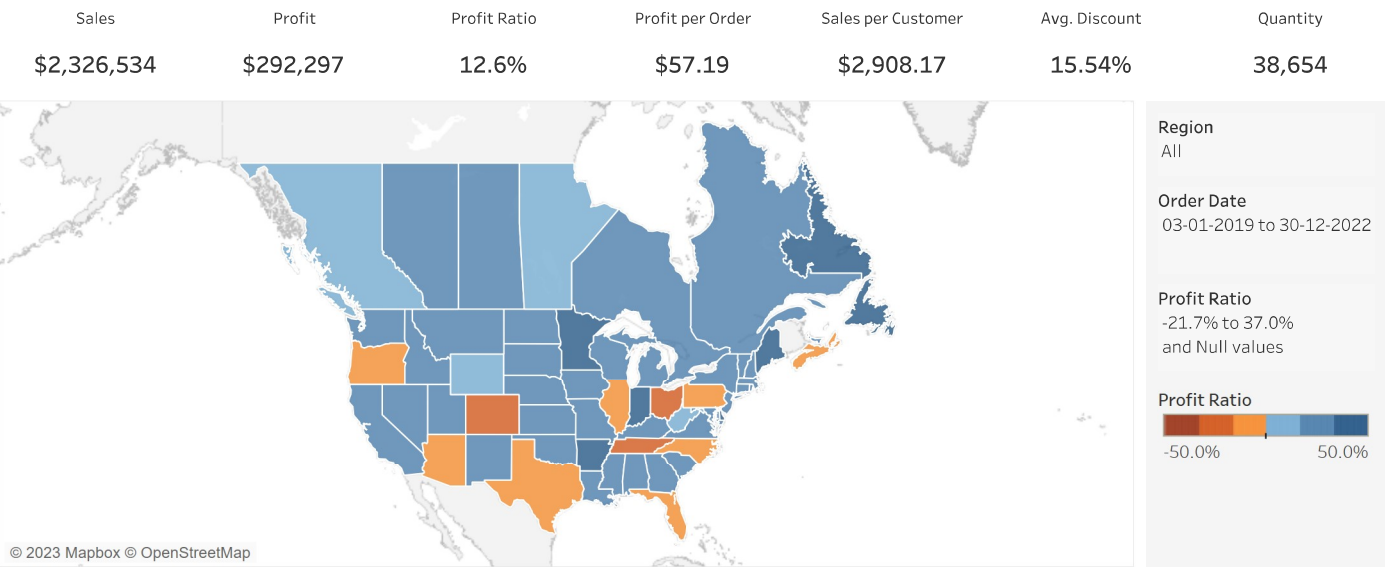


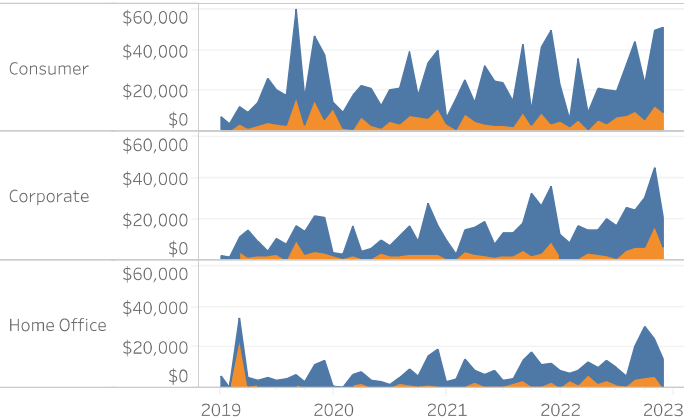
Story 1

overview	product	customer analysis	shipping	performance	commission model	order details
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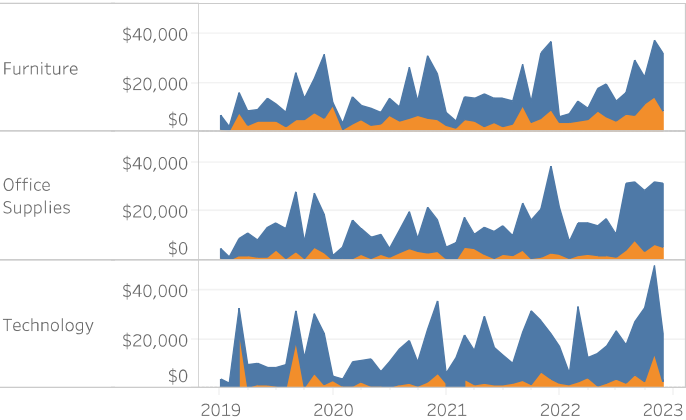
Executive Overview - Profitability (All)



Monthly Sales by Segment - States/Provinces: All



Monthly Sales by Product Category - States/Provinces: All



Story 1

overview	product	customer analysis	shipping	performance	commission model	order details
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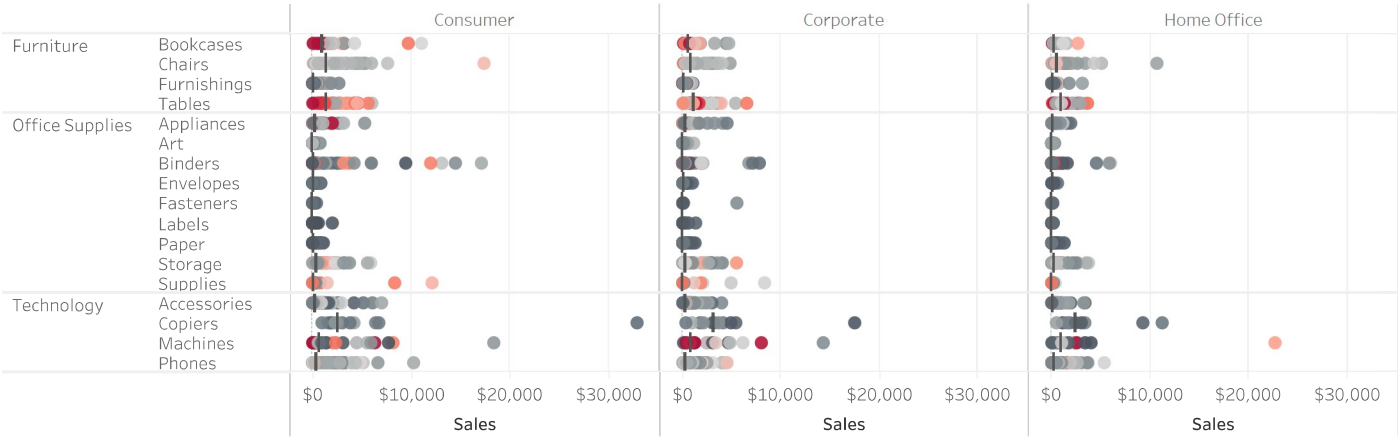
Product Drilldown

Sales by Product Category

Sales by Product Category														Region
														All
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	
Furniture	2019	\$6,308	\$1,840	\$15,817	\$7,945	\$8,505	\$13,206	\$10,821	\$7,320	\$23,816	\$13,136	\$21,763	\$31,648	<div>Sales</div> <div><div></div><div>1K</div><div>50K</div></div> <div>Profit Ratio</div> <div><div></div><div>-0.5</div><div>50.0%</div></div>
	2020	\$11,805	\$3,134	\$13,743	\$10,476	\$9,419	\$7,714	\$13,674	\$9,639	\$26,273	\$12,027	\$30,881	\$23,546	
	2021	\$7,688	\$3,926	\$14,116	\$13,291	\$15,160	\$13,231	\$13,116	\$12,483	\$27,327	\$11,889	\$31,784	\$36,970	
	2022	\$6,029	\$6,866	\$12,369	\$9,323	\$17,483	\$19,009	\$12,476	\$15,442	\$29,097	\$22,246	\$37,057	\$31,917	
Office Supplies	2019	\$4,858	\$1,072	\$8,606	\$11,155	\$7,872	\$13,027	\$15,121	\$12,388	\$27,487	\$7,298	\$26,862	\$18,267	
	2020	\$1,822	\$5,368	\$15,892	\$12,559	\$9,185	\$10,648	\$4,720	\$11,894	\$19,337	\$8,673	\$21,218	\$16,355	
	2021	\$5,313	\$6,794	\$17,347	\$10,647	\$13,050	\$11,334	\$13,915	\$9,561	\$23,311	\$16,403	\$20,487	\$38,210	
	2022	\$21,287	\$7,408	\$14,931	\$15,072	\$13,763	\$16,986	\$10,304	\$31,069	\$31,946	\$28,334	\$31,479	\$31,256	
Technology	2019	\$3,353	\$1,609	\$32,511	\$9,195	\$9,943	\$8,436	\$8,004	\$9,210	\$31,367	\$11,979	\$30,201	\$22,093	
	2020	\$4,835	\$3,449	\$10,344	\$11,161	\$11,643	\$6,435	\$10,371	\$15,525	\$19,017	\$10,707	\$23,874	\$35,632	
	2021	\$5,830	\$12,259	\$21,568	\$14,891	\$28,833	\$16,372	\$13,269	\$9,672	\$22,883	\$31,540	\$27,141	\$22,323	
	2022	\$16,943	\$6,027	\$33,429	\$12,383	\$13,910	\$17,061	\$23,210	\$17,619	\$27,022	\$32,895	\$49,919	\$22,002	

Sales and Profit by Product Names

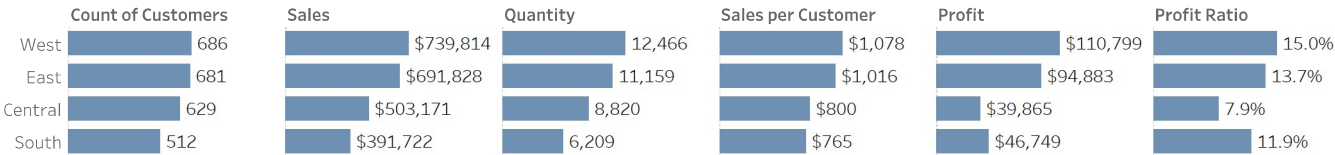
Year: All, Month: All, Product Category: All



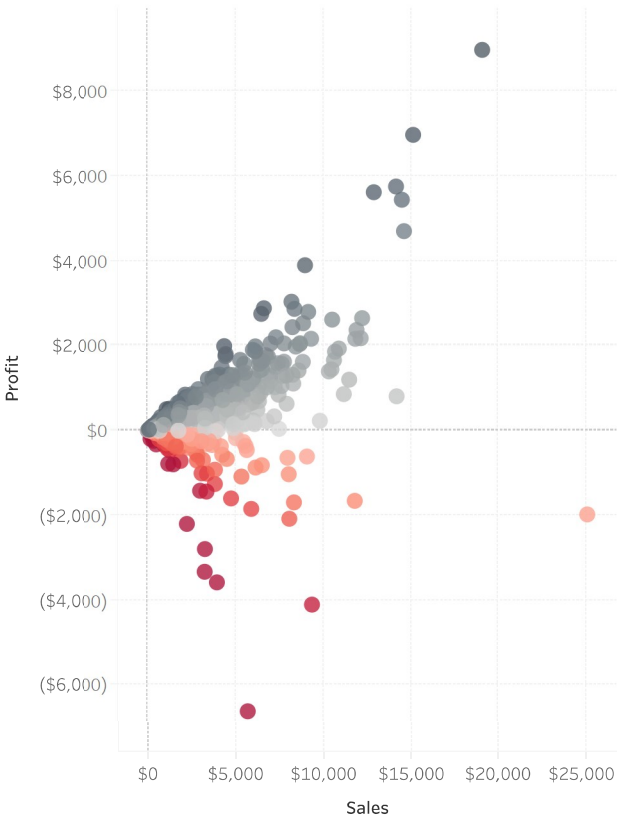
Story 1

overview	product	customer analysis	shipping	performance	commission model	order details
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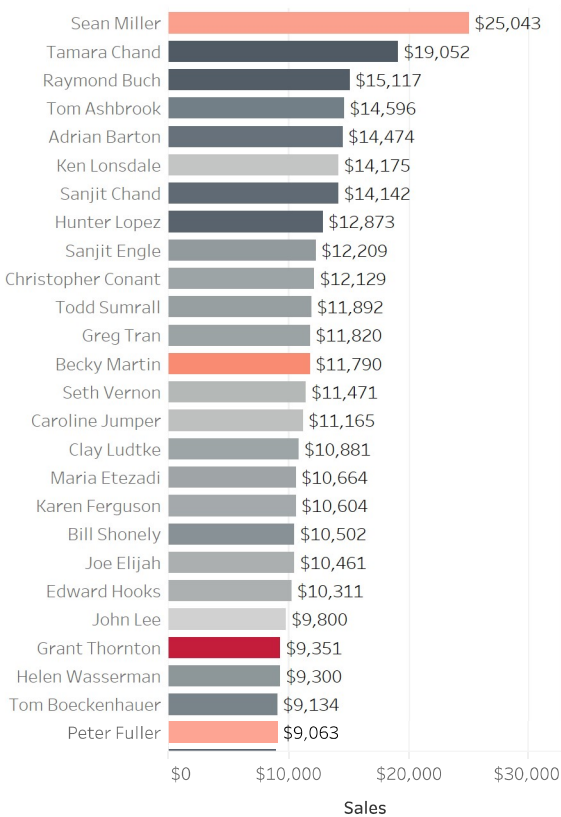
Customer Analysis



Sales and Profit by Customer



Customer Ranking



Year

All

Category

☒ Furniture

☒ Office Su..

☒ Technolo..

Segment

☒ Consumer

☒ Corporate

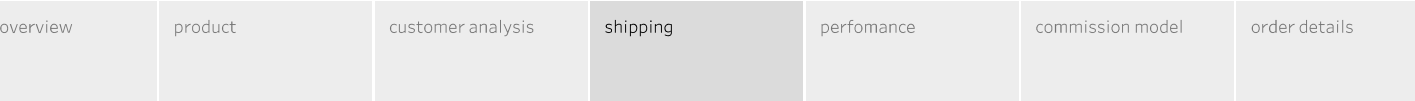
☒ Home Off..

Profit Ratio

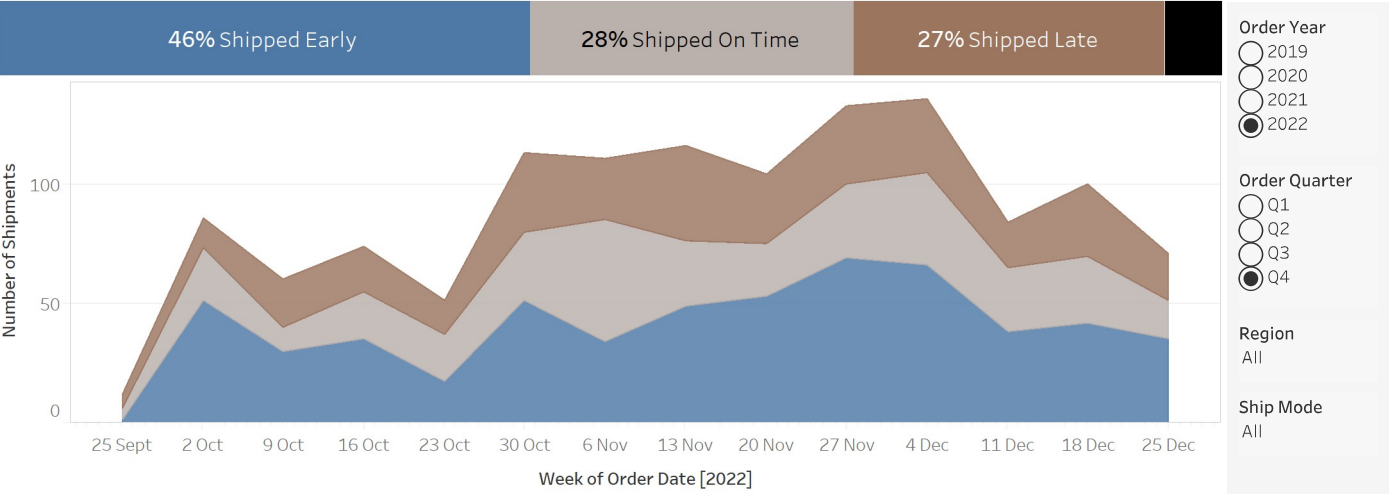
-0.5

50.0%

Story 1



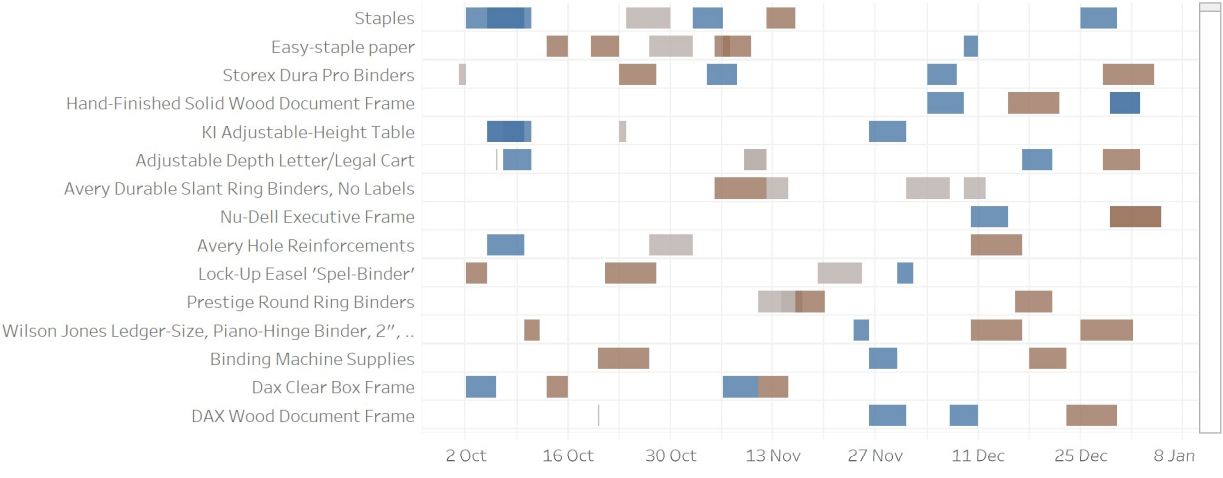
On-Time Shipment Trends



Number of Shipments

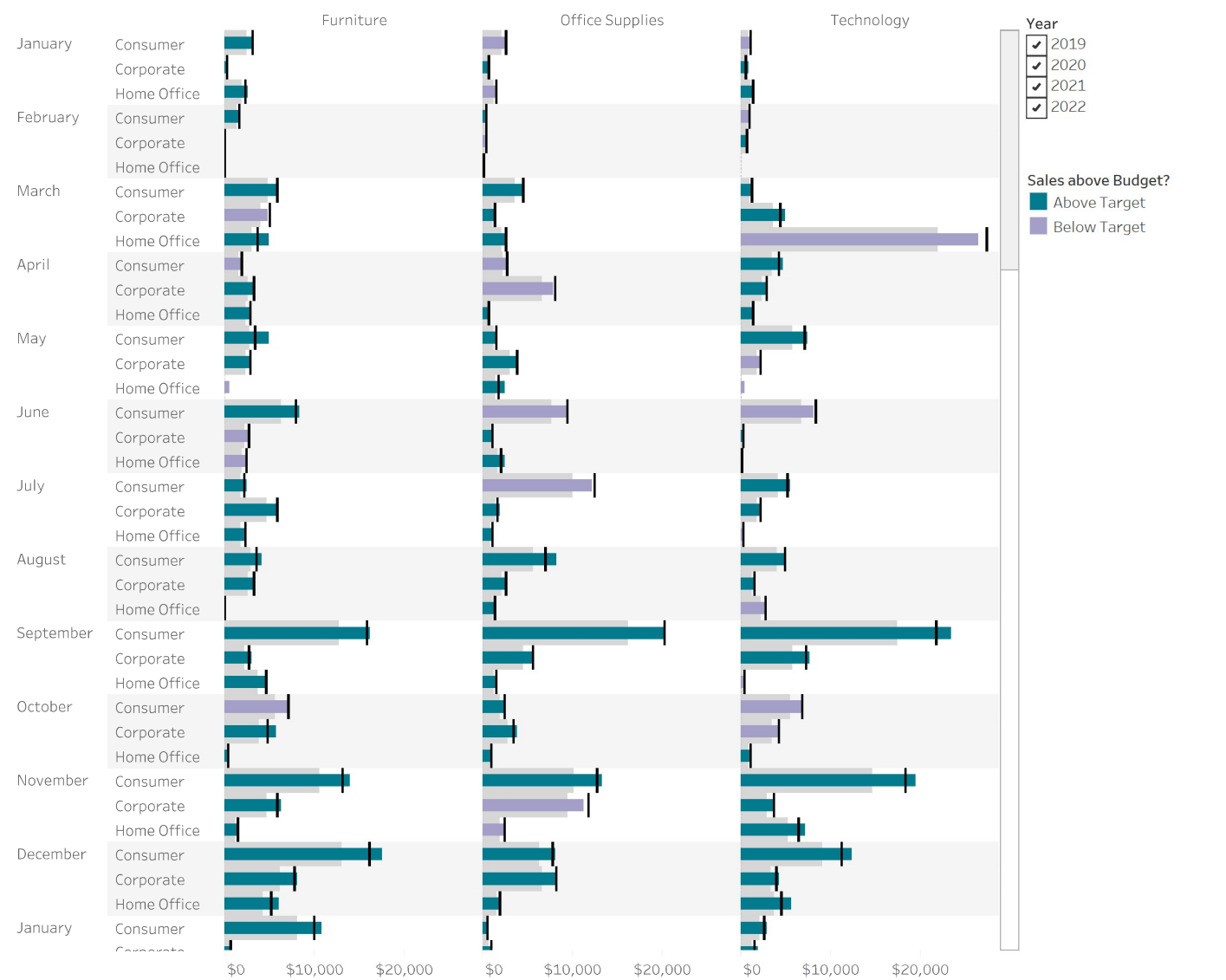
Week of Order Date [2022]

Days to Ship by Product for Q4 of 2022



Story 1

product	customer analysis	shipping	performance	commission model	order details	
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Story 1

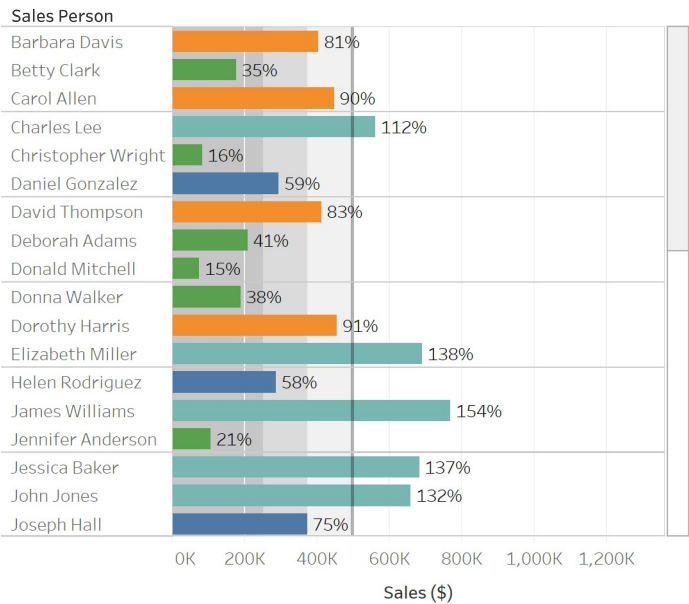
product	customer analysis	shipping	perfomance	commission model	order details	
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Sales Commission Model

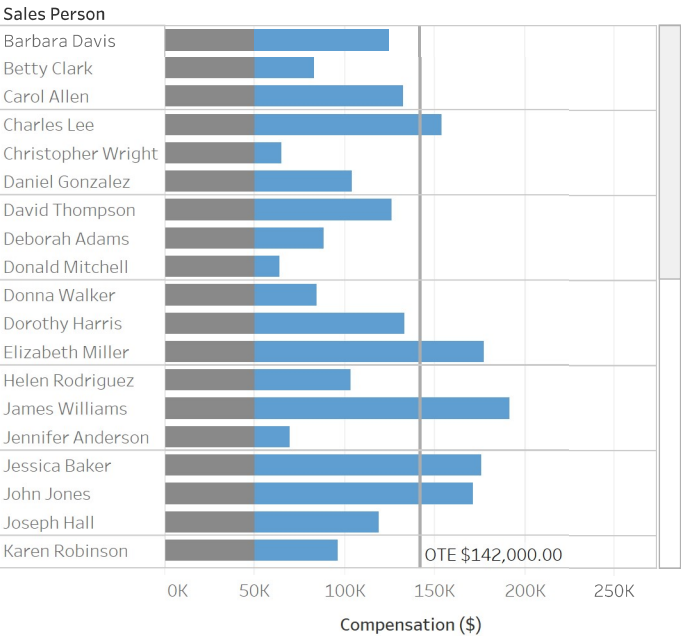
Enter new quota, commission rate and base salary to estimate sales and compensation

New quota	Base salary	Sort by	Commission rate
\$500K	\$50,000	Names	18.4%

Estimated Quota Attainment Results with These Assumptions



Total Compensation with These Assumptions



Below 50% 50-75% 75-100% 100%+ Min. Base (Variable) Commission (Variable)

Estimated Sales:		Estimated Compensation:	
Sales	\$15.36M	OTE (Variable)	\$5.82M
% of quota achieved	75%	Avg. OTE (Variable)	\$142K

Story 1

product	customer analysis	shipping	perfomance	commission model	order details	
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Order Details

Order Date	Region	State/Province	City	Category	Segment
03-01-2019 to 30-12-2022	All	All	All	All	All

Product Detail Sheet

Order ID	Customer Name	Order Date	Ship Date	Ship Mode	Sales	Quant..	Discou..	Profit	Profit ..	Days t..	Days t..
CA-2019-100867	Eugene Hildebrand	19-10-2019	24-10-2019	Standard Class	\$33	3	0%	\$9	26.0%	6	5
CA-2019-107153	George Zrebassa	28-09-2019	03-10-2019	Standard Class	\$11	2	20%	\$4	35.0%	6	5
CA-2019-115238	Jane Waco	21-01-2019	24-01-2019	Standard Class	\$281	22	0%	\$89	31.7%	30	15
CA-2019-115777	Doug O'Connell	19-08-2019	24-08-2019	Standard Class	\$388	1	0%	\$182	47.0%	6	5
CA-2019-117964	Michael Knudson	02-12-2019	06-12-2019	Standard Class	\$56	12	80%	(\$19)	-32.9%	12	8
CA-2019-119508	Tracy Zic	04-12-2019	09-12-2019	Standard Class	\$42	11	0%	\$15	36.4%	12	10
CA-2019-123625	Bruce Galang	29-12-2019	02-01-2020	Standard Class	\$258	17	0%	\$88	34.2%	24	16
CA-2019-123664	Neil Cohen	02-12-2019	06-12-2019	Standard Class	\$58	5	60%	(\$25)	-42.5%	6	4
CA-2019-125388	Michael Paige	19-10-2019	23-10-2019	Standard Class	\$174	7	20%	\$26	15.2%	12	8
CA-2019-126438	Alex Russell	10-09-2019	13-09-2019	First Class	\$15	2	0%	\$4	25.0%	1	3
CA-2019-126634	Alan Barnes	20-12-2019	22-12-2019	Second Class	\$94	5	0%	\$40	42.0%	3	2
CA-2019-129322	Denny Blanton	08-08-2019	10-08-2019	Second Class	\$601	11	0%	\$255	42.5%	9	6
CA-2019-131807	Greg Guthrie	05-10-2019	10-10-2019	Standard Class	\$753	22	60%	(\$14)	-1.9%	36	30
CA-2019-132339	Jennifer Braxton	19-08-2019	23-08-2019	Standard Class	\$19	3	0%	\$9	48.0%	6	4
CA-2019-139675	Nicole Fjeld	13-03-2019	18-03-2019	Second Class	\$1,243	12	20%	\$195	15.7%	6	10
CA-2019-141531	Bruce Galang	29-12-2019	02-01-2020	Standard Class	\$88	7	0%	\$30	34.2%	12	8
CA-2019-143500	Harry Olson	30-12-2019	03-01-2020	Standard Class	\$3	3	20%	(\$1)	-20.0%	6	4
CA-2019-146626	James Peterman	29-12-2019	05-01-2020	Standard Class	\$20	5	0%	\$10	49.0%	6	7
CA-2019-151799	Ben Ferrer	14-12-2019	18-12-2019	Standard Class	\$1,843	14	30%	\$432	23.5%	30	20
CA-2019-152443	Frank Gastineau	21-05-2019	26-05-2019	Standard Class	\$712	16	0%	\$297	41.7%	18	15
CA-2019-153623	James Peterman	24-11-2019	05-12-2019	Standard Class	\$198	16	0%	\$71	35.7%	12	22
CA-2019-153738	Alejandro Grove	20-09-2019	22-09-2019	First Class	\$38	6	0%	\$17	45.0%	1	2
CA-2019-160325	Bart Pistole	24-09-2019	24-09-2019	Same Day	\$830	5	0%	\$241	29.1%	0	0
CA-2019-166086	Carol Triggs	07-05-2019	12-05-2019	Standard Class	\$1,091	12	30%	\$216	19.8%	24	20
CA-2019-166695	Chuck Clark	20-05-2019	24-05-2019	Standard Class	\$868	10	40%	(\$55)	-6.4%	18	12
CA-2019-184712	Neil Cohen	18-06-2019	20-06-2019	Second Class	\$74	3	20%	\$23	31.3%	3	2
CA-2020-112224	Neil Cohen	02-12-2020	06-12-2020	Standard Class	\$58	5	60%	(\$25)	-42.5%	6	4
CA-2020-115238	Jane Waco	21-01-2020	24-01-2020	Standard Class	\$281	22	0%	\$89	31.7%	30	15
CA-2020-119508	Tracy Zic	04-12-2020	09-12-2020	Standard Class	\$402	6	10%	\$79	19.6%	12	10
CA-2020-129322	Denny Blanton	08-08-2020	10-08-2020	Second Class	\$159	5	60%	\$16	10.0%	9	6
CA-2020-132548	Carol Triggs	07-05-2020	12-05-2020	Standard Class	\$115	20	60%	\$9	8.0%	24	20
CA-2020-139675	Nicole Fjeld	13-03-2020	18-03-2020	Second Class	\$1,243	12	20%	\$195	15.7%	6	10

Story 1

product	customer analysis	shipping	perfomance	commission model	order details	
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