



\$14,270,642

 Sales YTD


\$1,651,262

 Sales INV. YTD

100.00%

Inv % All Stores

\$7,586,153

 Sales Online YTD

Slice Waterfall By

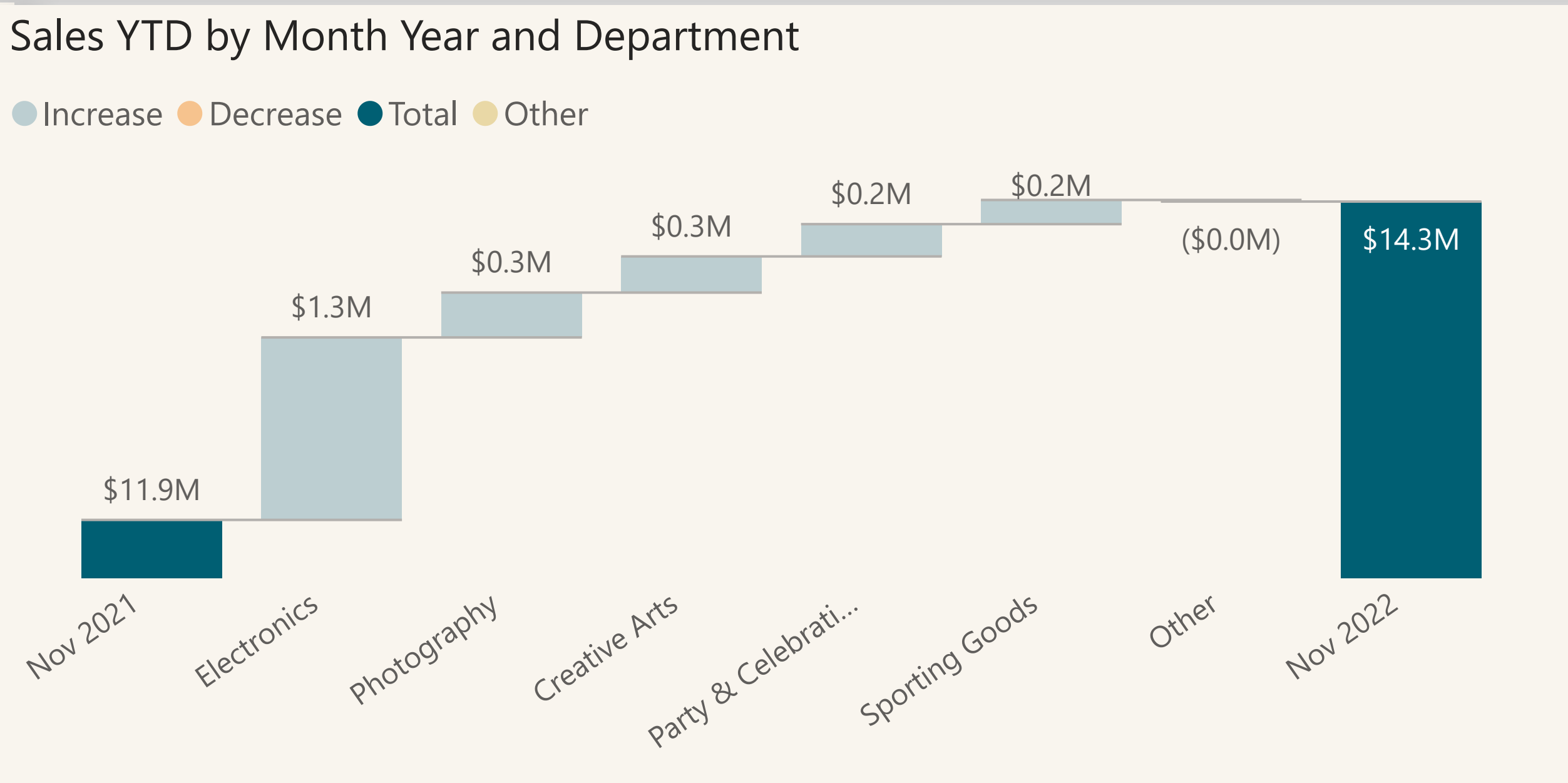
☒ Department

☐ Customer State

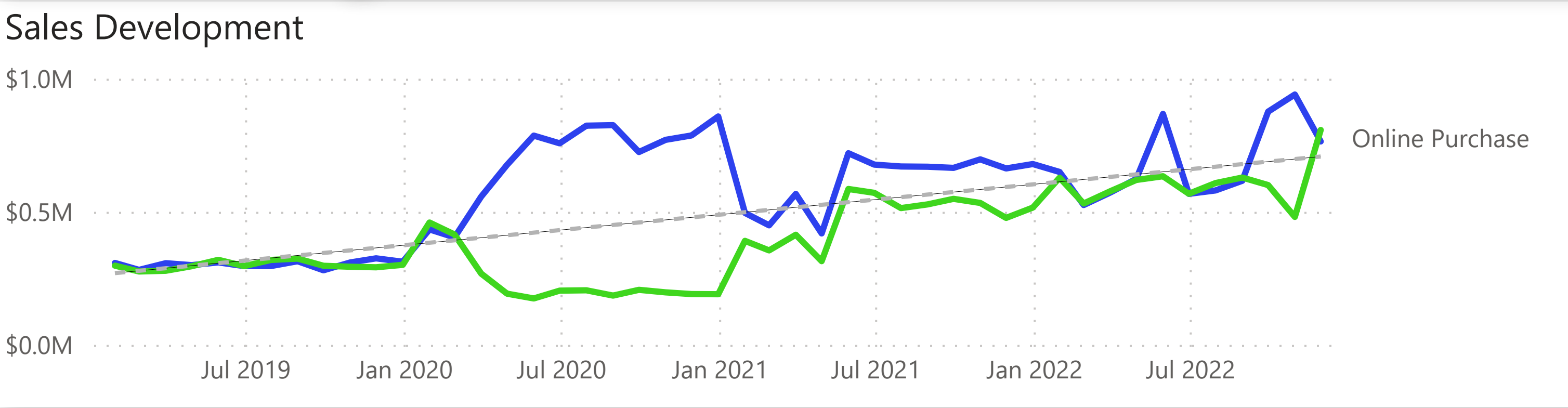
☐ Store Name

☐ Product Name

☐ Cost Bucket



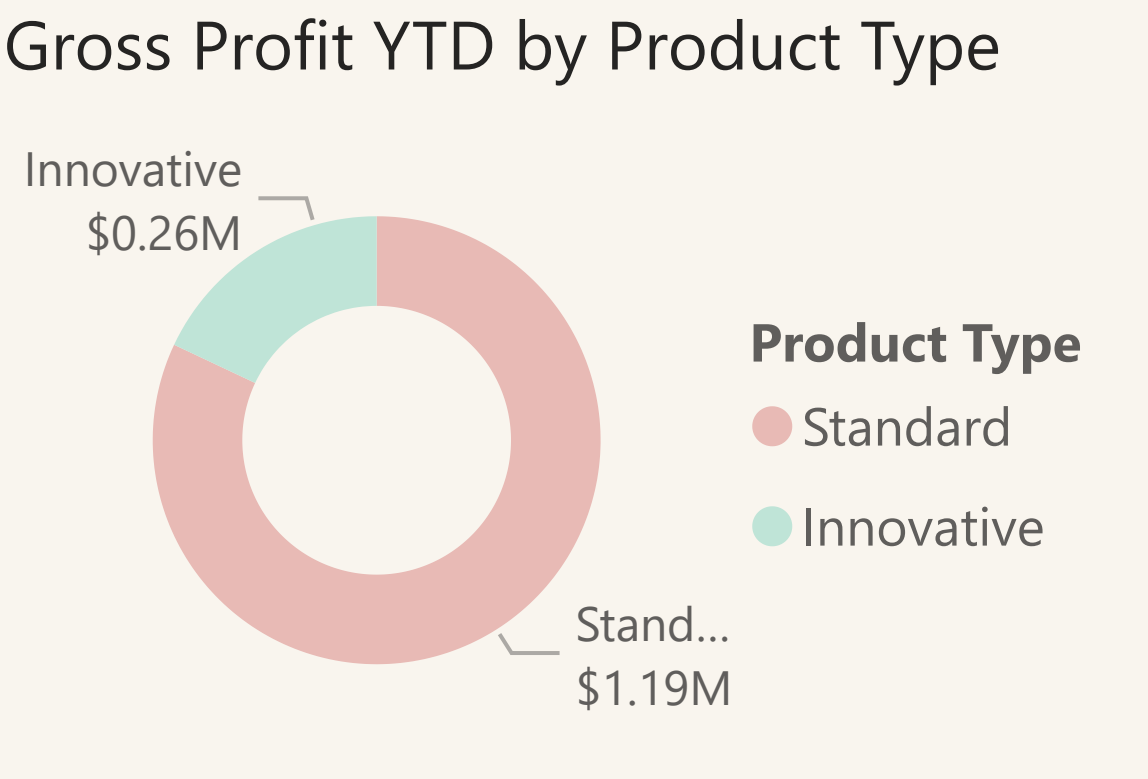
Month Year	Sales NEW Reg. Customers	Total Sales	Sales PY	Δ Sales PY %
Nov 2021	\$1,987.66	\$1,140,237	\$978,012	16.6%
Dec 2021	\$3,949.84	\$1,195,520	\$1,048,857	14.0%
Jan 2022	\$71,153.57	\$1,278,048	\$886,889	44.1%▲
Feb 2022	\$12,838.44	\$1,056,772	\$804,351	31.4%▲
Mar 2022	\$6,337.02	\$1,150,308	\$981,245	17.2%
Apr 2022	\$3,167.64	\$1,243,507	\$733,594	69.5%▲
May 2022	\$6,510.79	\$1,501,664	\$1,306,130	15.0%
Jun 2022	\$161.37	\$1,135,618	\$1,248,843	-9.1%
Jul 2022	\$782.71	\$1,188,561	\$1,184,463	0.3%
Aug 2022	\$419	\$1,245,453	\$1,197,480	4.0%
Sep 2022	\$695.29	\$1,476,954	\$1,213,990	21.7%▲
Oct 2022	\$1,299.13	\$1,421,780	\$1,230,554	15.5%
Nov 2022	\$3,665.35	\$1,571,977	\$1,140,237	37.9%▲



KPI Slicer

☒ Gross Profit YTD

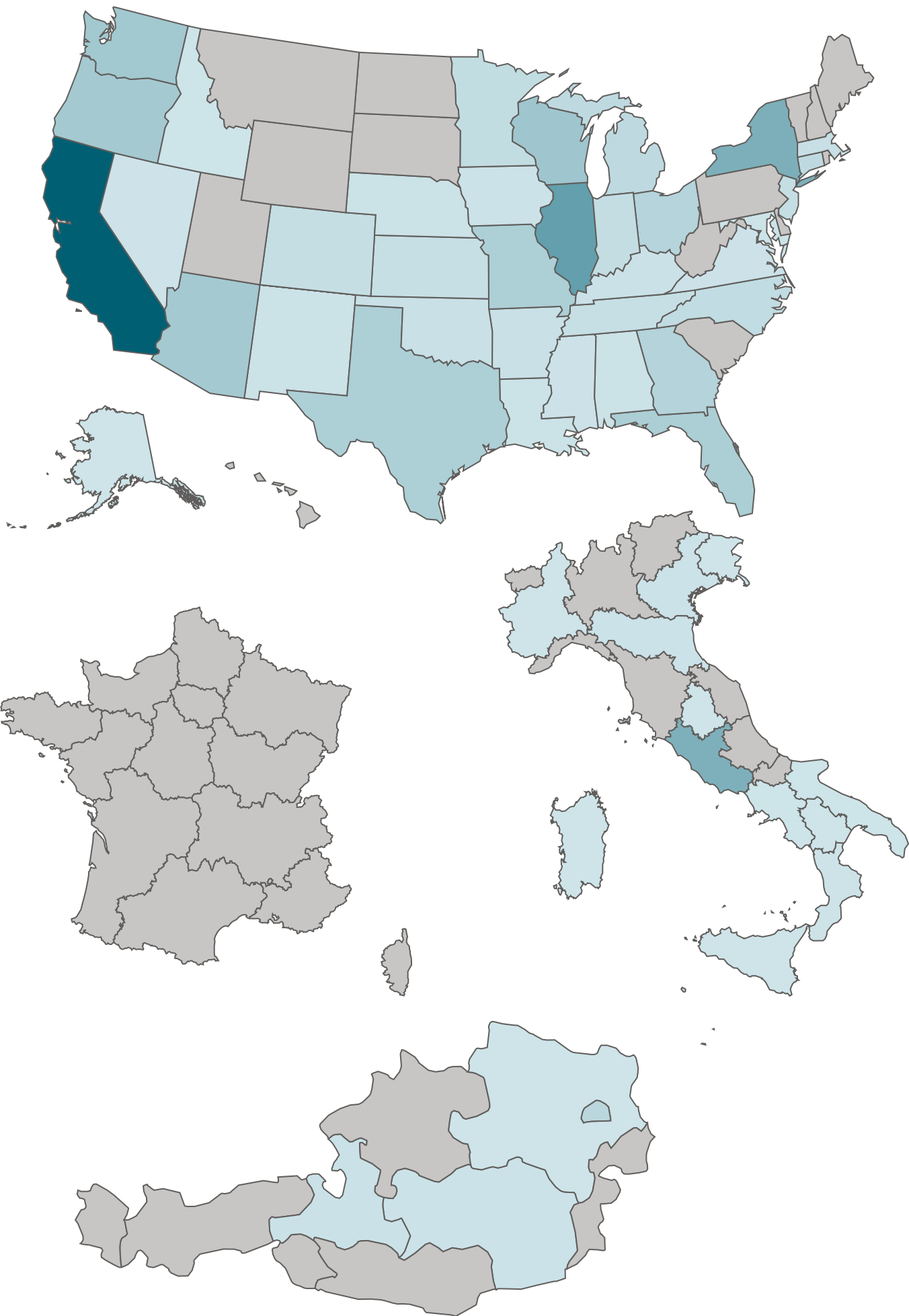
☐ Gross Margin YTD %



Sales by Customer Location

Globe





Store Region sorted by Gross Profit



 Store ( Details)

 *ProductName* ×

 *Customer State* ×

 *Type Name* ×

Gross Margin %

8.58%

IT - Ufficio+ Roma

15.49%

US - OP San Jose

9.58%

US - Office+ Milwaukee

8.93%

US - OP Los Angeles

8.31%

US - Office+ Brooklyn

7.93%

US - Office+ Chicago

7.65%

US - OP Phoenix

7.58%

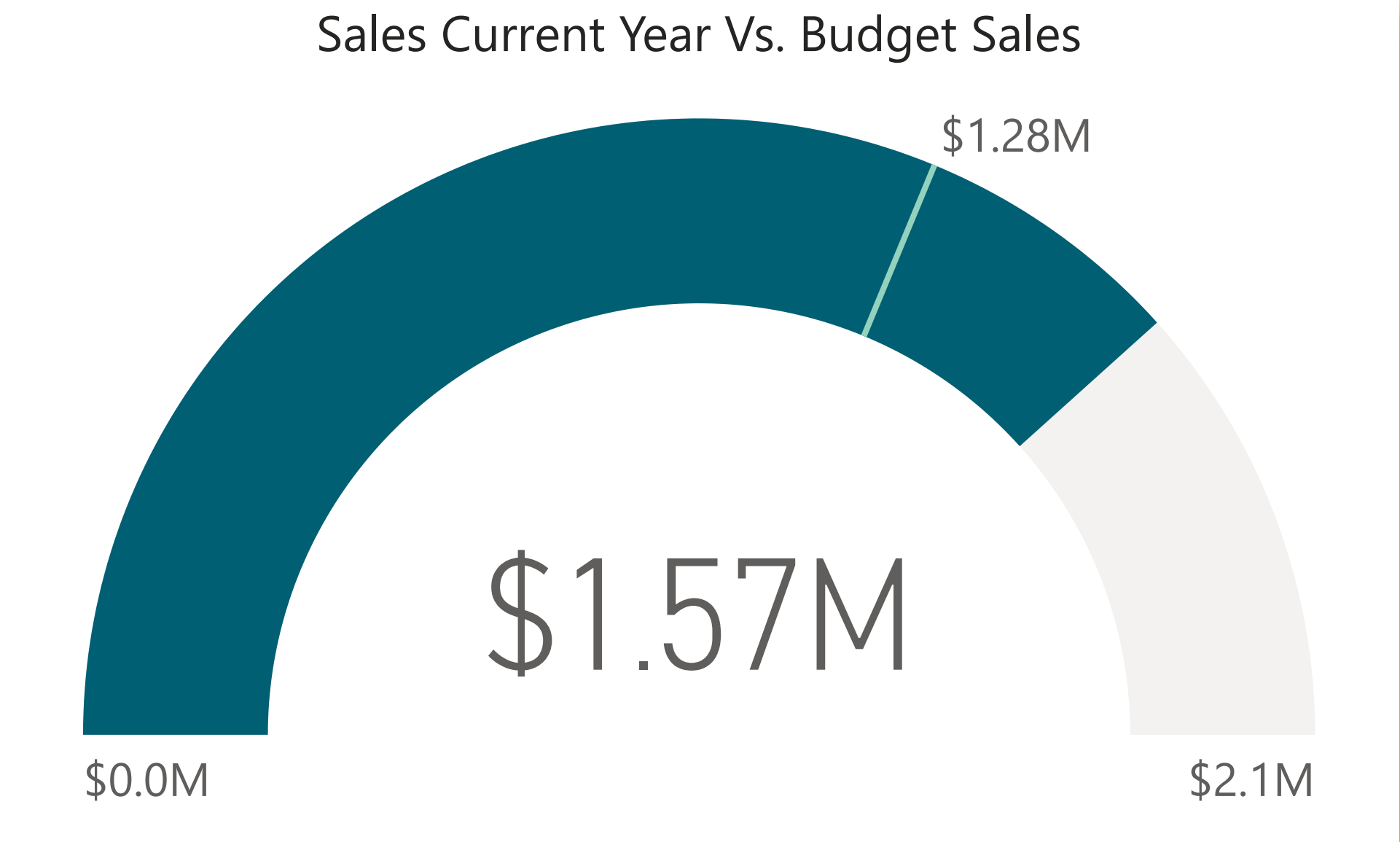
US - OP Miami





7.54%



Latest Actual
Month

Nov 2022



Department	Sales Current Year	Budget Sales	△ Budget %
Creative Arts	\$245,362	\$251,364	-2.39%
Electronics	\$351,558	\$377,983	-6.99%
Music	\$116,729	\$230,107	-49.27% 
Office Supplies	\$520,799	\$192,582	170.43% 
Party & Celebration	\$93,854	\$26,529	253.77% 
Photography	\$81,134	\$46,756	73.53% 
Sporting Goods	\$162,541	\$155,520	4.51%
Total	\$1,571,977	\$1,280,840	22.73%

FULL YEAR

Sales Current Year and Budget Sales by Month Year



Sales YTD as Compared to Budget



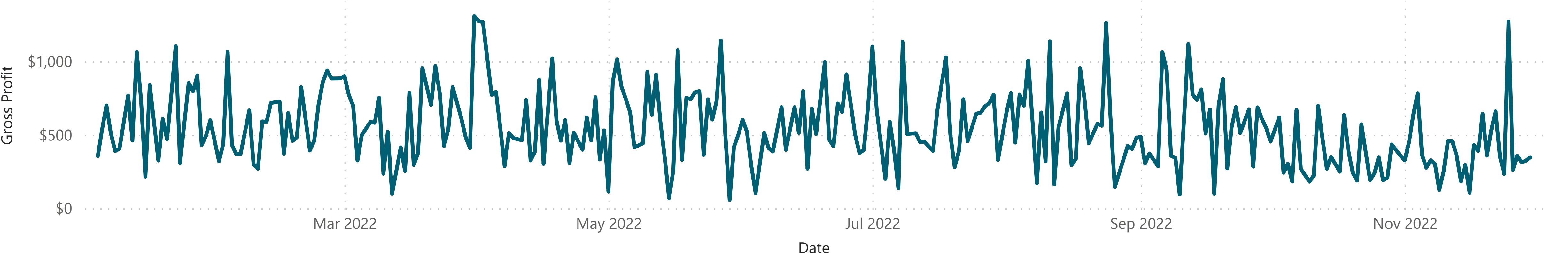


Store Details Page

StoreName	StoreCountry	StoreCity
IT - Bella Milano	Italy	Milan

Department	Total Quantity	Total Sales	Total Cost	Gross Profit	Gross Margin %
+ Creative Arts	6,331	\$224,499	\$189,116	\$35,383	15.76%
+ Electronics	8,835	\$326,347	\$279,387	\$46,961	14.39%
+ Music	2,941	\$114,170	\$97,629	\$16,541	14.49%
- Office Supplies	1,431	\$184,273	\$155,794	\$28,480	15.46%
- Ergonomic	672	\$167,233	\$141,503	\$25,730	15.39%
- Desks	480	\$89,920	\$78,172	\$11,749	13.07%
- Desks	141	\$16,353	\$13,222	\$3,131	19.15%
Binder Rings	40	\$1,050	\$836	\$215	20.43%
Index Dividers	44	\$540	\$391	\$149	27.60%
Sheet Protectors	39	\$556	\$425	\$131	23.63%
Standard Desk	18	\$14,207	\$11,570	\$2,636	18.56%
+ Standing Desks	339	\$73,567	\$64,950	\$8,617	11.71%
+ Office Chairs	192	\$77,313	\$63,331	\$13,982	18.08%
+ Filing & Organization	389	\$3,243	\$2,584	\$658	20.30%
+ Office Instruments	370	\$13,797	\$11,707	\$2,091	15.15%
+ Party & Celebration	1,710	\$37,698	\$31,695	\$6,003	15.92%
Total	27,146	\$1,077,082	\$916,634	\$160,449	14.90%

Gross Profit by Date





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Budget: \$1,725,897 (-\$1,725,897)

Dec 2022

Type	Sales YTD	Budget YTD	△ Budget %
Innovative	\$1,651,262	\$1,687,384	-2.14%
Standard	\$12,619,380	\$13,975,179	-9.70%
Total	\$14,270,642	\$15,662,563	-8.89%



CustNum	CustomerName	Customer State	Sales NEW Reg. Customers
▲			
			\$1,497.74
CN000001	Eric Naicker	California	\$6,628.98
CN000003	Liam Gruber	Wien	\$10,599.88
CN000006	Cosmina Holliday	New York	\$5,262.8
CN000011	Sara Huber	Wien	\$7,712.34
CN000014	Thomas Müller	Bayern	\$1,926.65
CN000032	Bala Estrada	Alabama	\$5,261.66
CN000035	Aleksandrs Foster	Michigan	\$14,125.21
CN000039	Sara Schmidt	Saarland	\$838.58
CN000041	Nicole Messina	Lazio	\$4,484.21
Total			\$45,922,327.05

ProductName	Total Quantity	Gross Profit
Adjustable Standing Desk (Innovative)	1,121	\$266,556
Air Mattress & Sleeping Pad Accessories	3,827	\$16,058
Air Mattresses	2,237	\$12,037
Alto & Baritone Horns	1,092	\$6,652
Art & Craft Paper	2,586	\$17,323
Audio Cards & Adapters	1,876	\$10,346
Audio Samplers	1,858	\$2,866
Autographed Sports Paraphernalia	3,396	\$6,939
Badminton Nets	3,111	\$6,136
Badminton Racquets & Sets	2,277	\$3,448
Balloons Bulk	5,224	\$16,115
Total	1,291,273	\$4,440,169