

# Customer Orders SAS

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Customer Orders SAS

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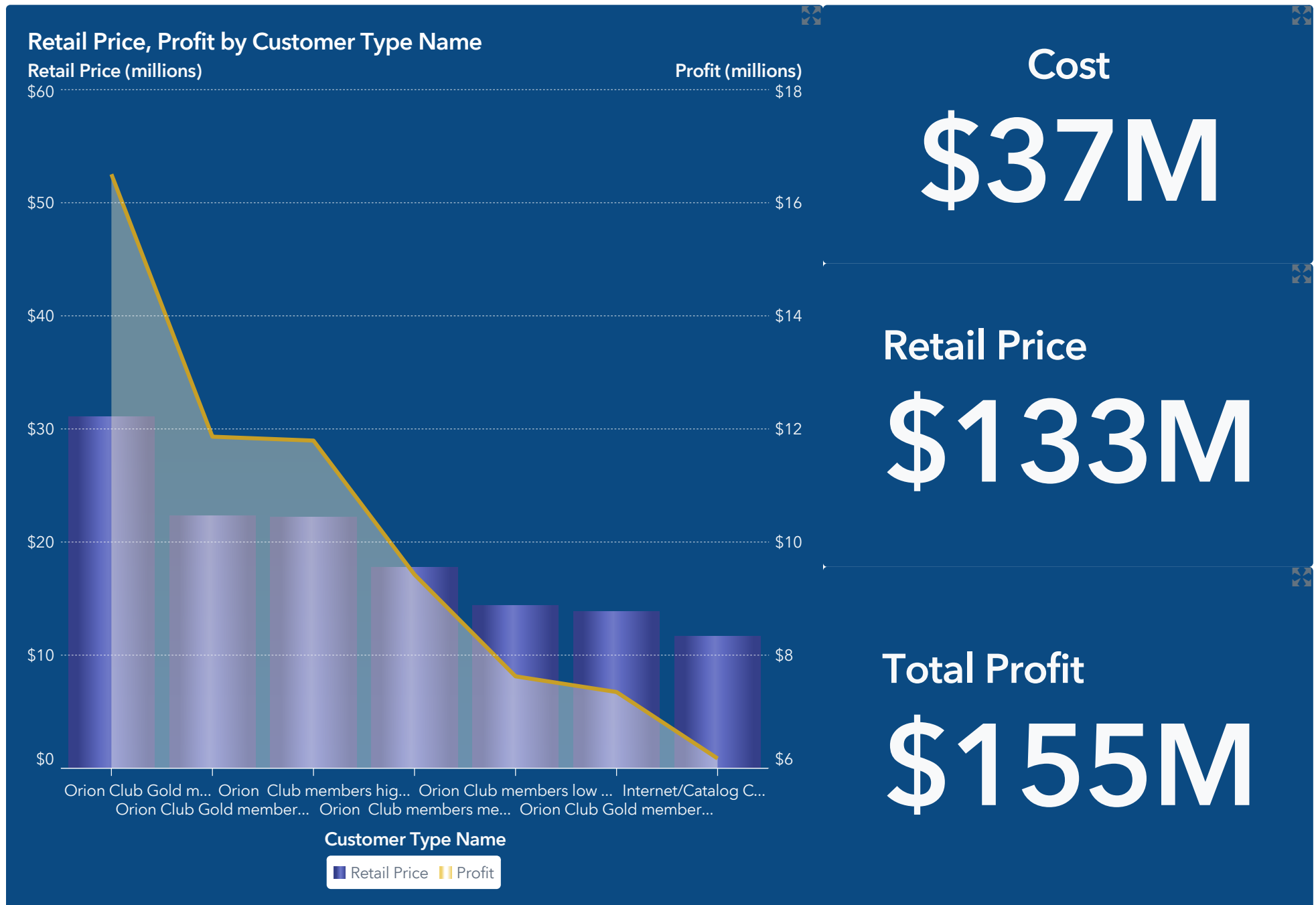
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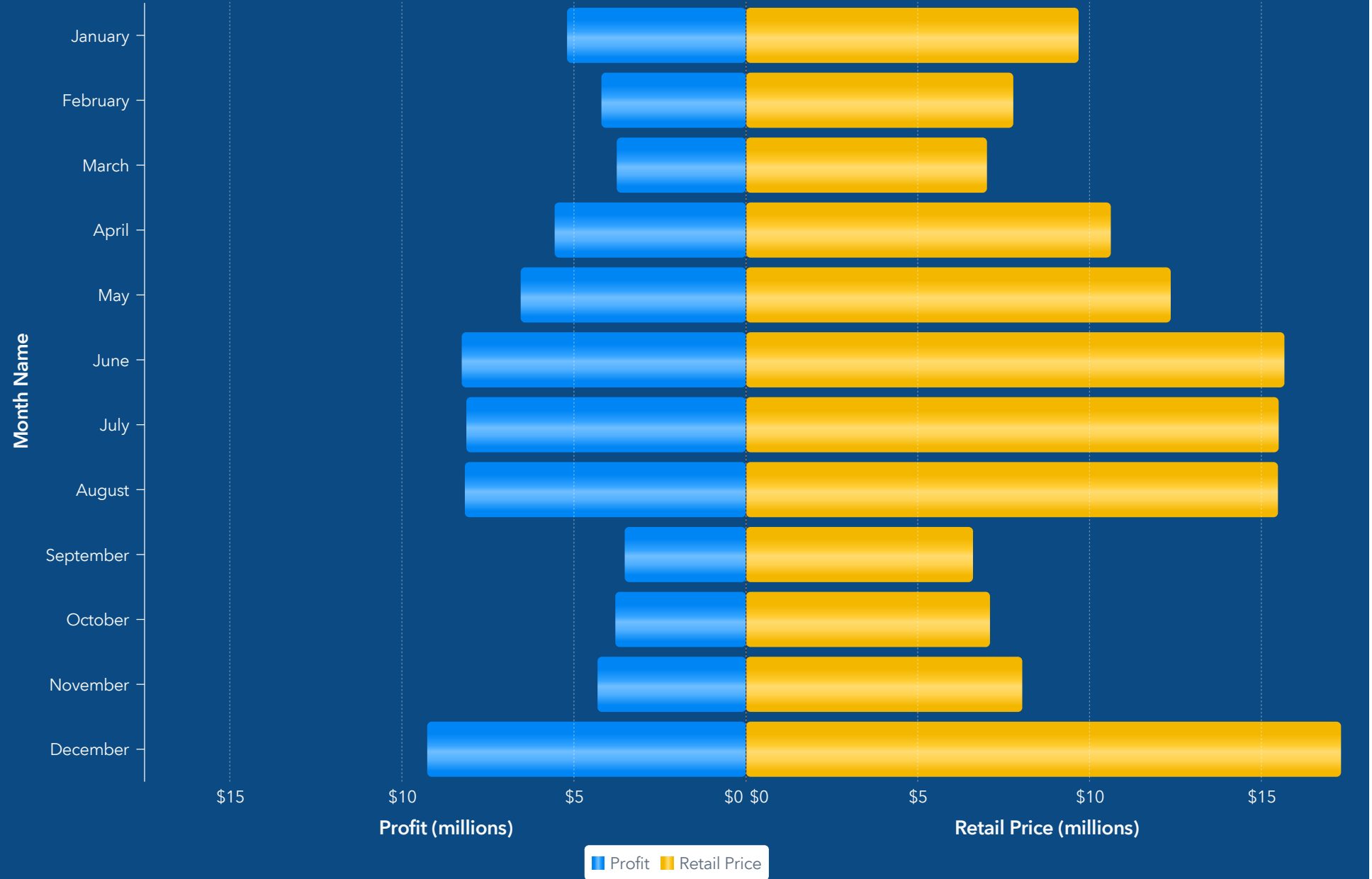
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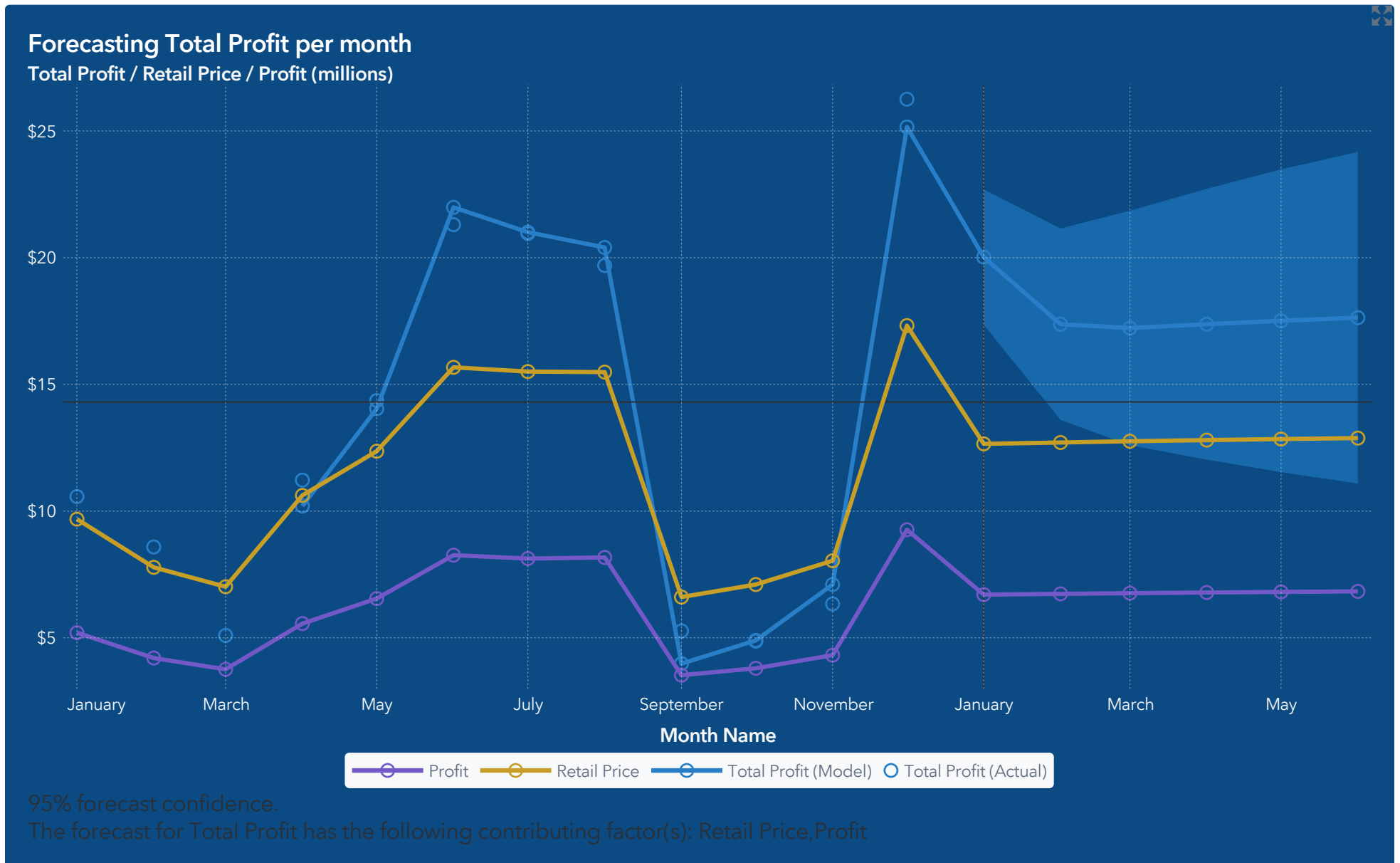
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## Profit, Retail Price by Month Name

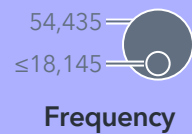
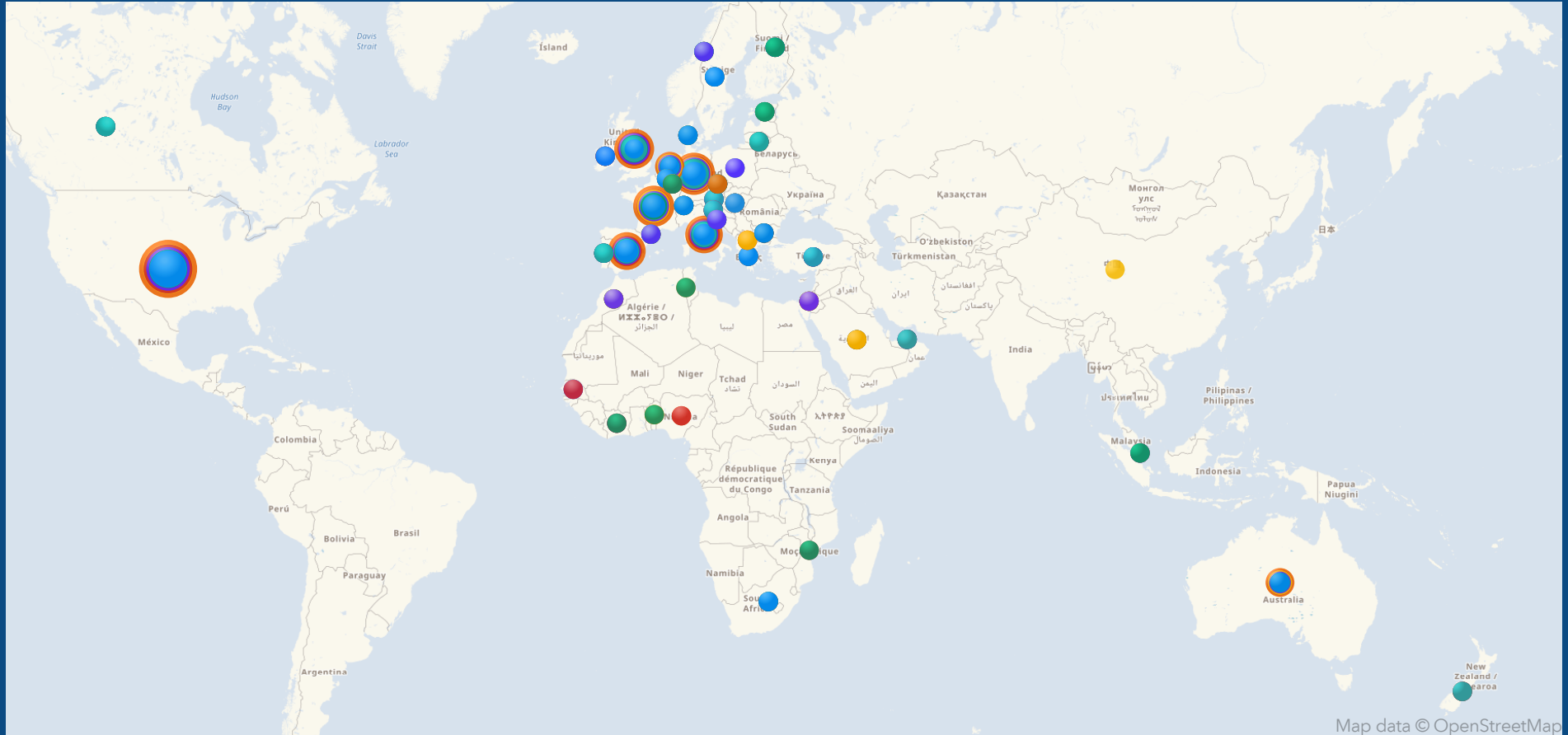


## Forecasting



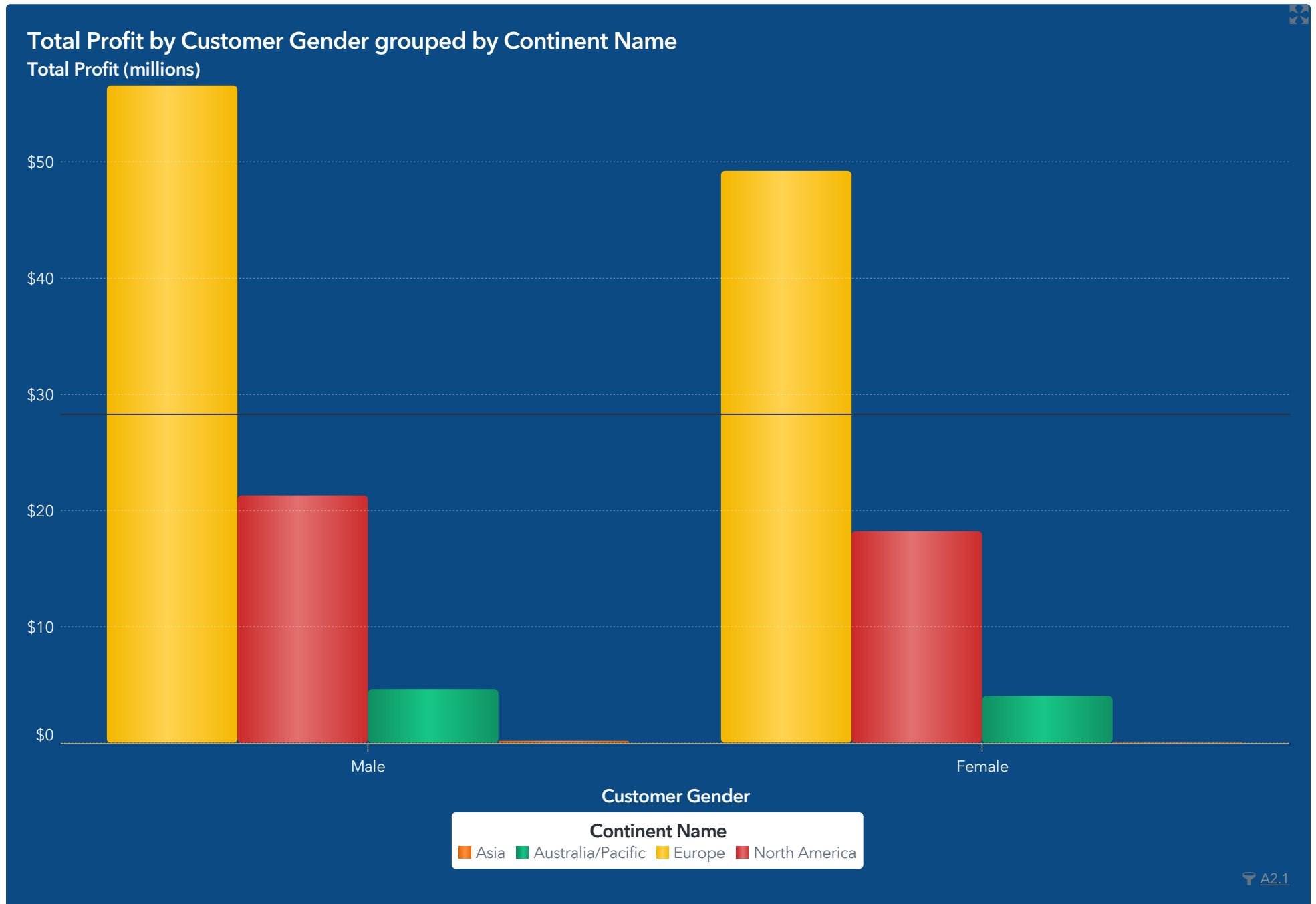
Through this graph we aim to forecast total profit in the incoming months, the data used to make this assumption is Cost, Profit and Total Profit

## Customer Type Name by Country sized by Frequency



### Customer Type Name

- Internet/Catalog Customers
- Orion Club members high activity
- Orion Club members medium activity
- Orion Club Gold members high activity
- Orion Club Gold members low activity
- Orion Club Gold members medium activity
- Orion Club members low activity





# Appendix

## A1.1 Customer Type Name by Country sized by Frequency

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Warnings:


Some features may not be displayed on the map because of missing location information in the data.  
No matches were found for supplied geography data items: Russia, Yugoslavia

## A2.1 Total Profit by Customer Gender grouped by Continent Name

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Filters:


( Continent Name IN { 'Asia'; 'Australia/Pacific'; 'Europe'; 'North America' } ) OR Continent Name MISSING

Customer Type Name ▲	Retail Price ▼	Profit 
Orion Club Gold members high activity	\$31,072,100.55	\$16,503,486.54
Orion Club Gold members medium activity	\$22,318,615.62	\$11,862,467.19
Orion Club members high activity	\$22,181,291.31	\$11,793,291.54
Orion Club members medium activity	\$17,743,508.94	\$9,424,280.52
Orion Club members low activity	\$14,374,876.37	\$7,624,641.32
Orion Club Gold members low activity	\$13,842,678.67	\$7,347,274.85
Internet/Catalog Customers	\$11,663,417.02	\$6,172,505.69

Cost 

\$36,998,939.63

Retail Price   
\$133,196,488.48

**Total Profit**   
\$154,510,061.75

# Profit, Retail Price by Month Name

Month Name

January  
February  
March  
April  
May  
June  
July  
August  
September  
October  
November  
December

\$15

\$10

\$5

\$0 \$0

\$5

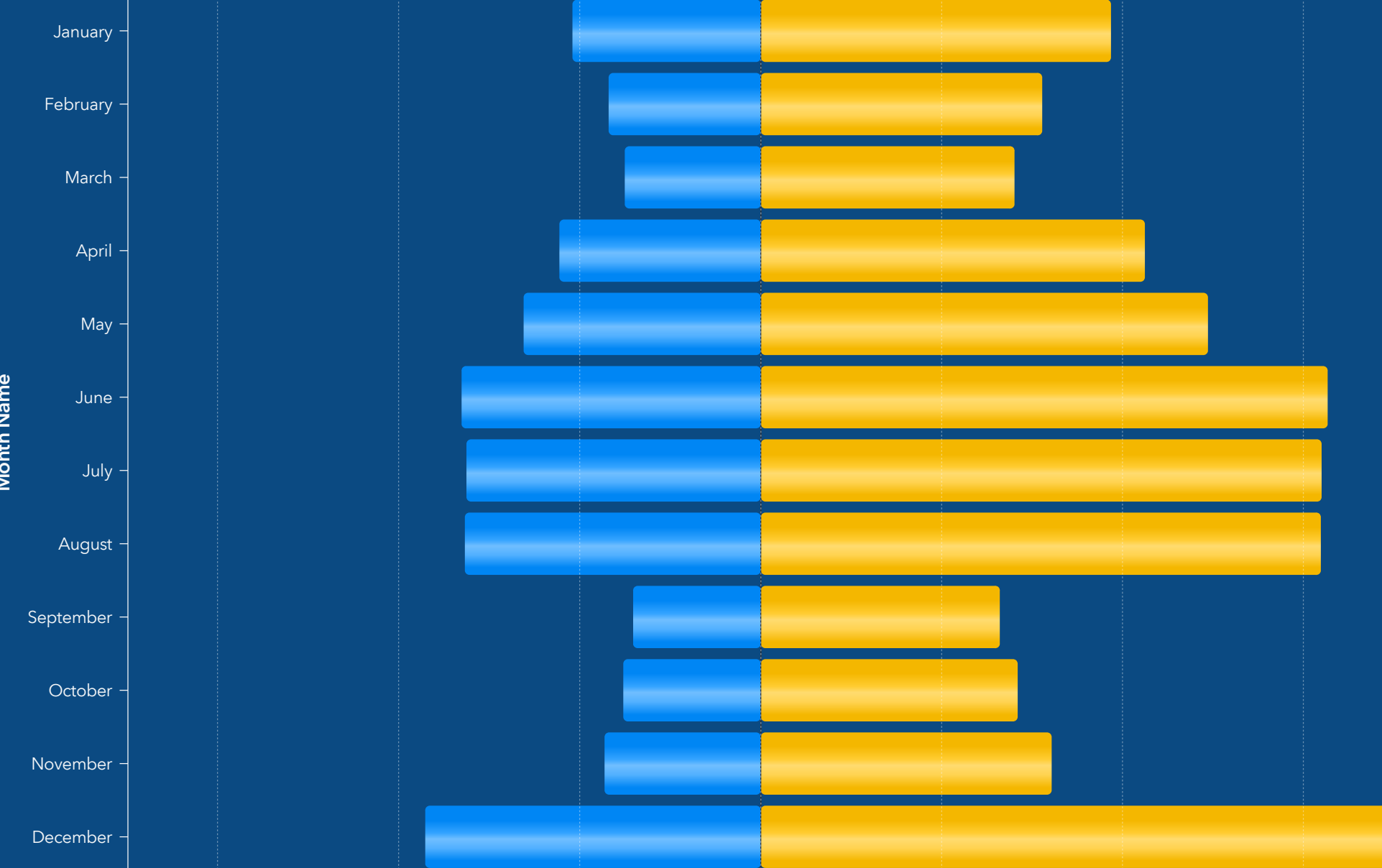
\$10

\$15

Profit (millions)

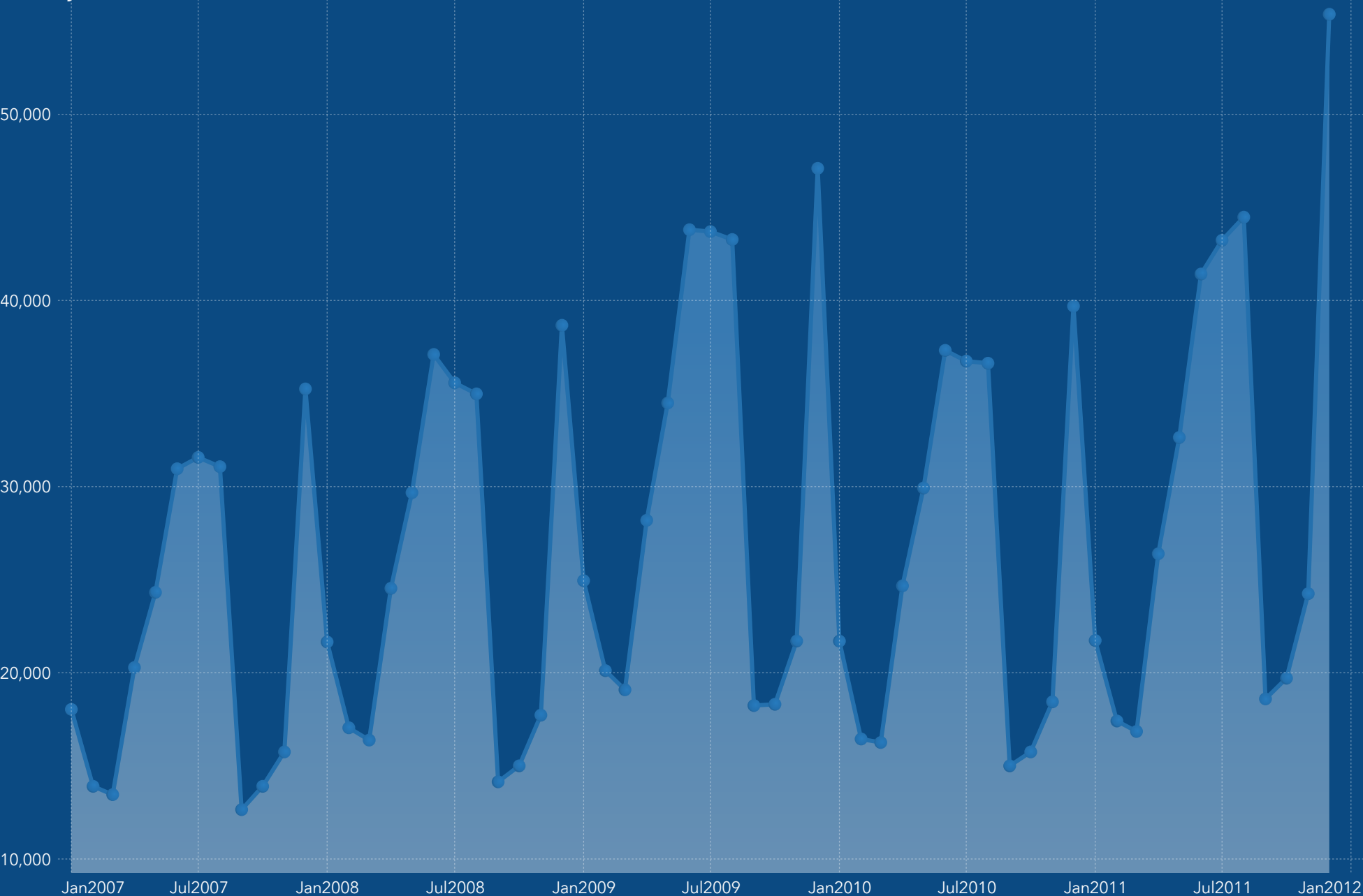
Retail Price (millions)

■ Profit ■ Retail Price



# Quantity Ordered by Date Order was placed by Customer

Quantity Ordered



Date Order was placed by Customer

Month Name ▲	Profit	Retail Price 
January	\$5,200,649.43	\$9,682,284.51
February	\$4,201,614.38	\$7,780,862.08
March	\$3,755,987.80	\$7,014,697.77
April	\$5,561,125.47	\$10,619,443.46
May	\$6,548,762.28	\$12,363,447.89
June	\$8,261,496.16	\$15,672,770.16
July	\$8,126,904.63	\$15,505,553.77
August	\$8,171,031.97	\$15,484,695.13
September	\$3,524,776.16	\$6,608,036.02
October	\$3,797,066.88	\$7,102,295.59
November	\$4,314,166.58	\$8,041,837.03
December	\$9,264,365.89	\$17,320,565.03



Date Order was placed by Customer	Quantity Ordered
Jan2007	18,034
Feb2007	13,903
Mar2007	13,458
Apr2007	20,284
May2007	24,320
Jun2007	30,960
Jul2007	31,572
Aug2007	31,073
Sep2007	12,652
Oct2007	13,903
Nov2007	15,752
Dec2007	35,248
Jan2008	21,657
Feb2008	17,048
Mar2008	16,387
Apr2008	24,539
May2008	29,676
Jun2008	37,102
Jul2008	35,578
Aug2008	34,982
Sep2008	14,145
Oct2008	15,003
Nov2008	17,727
Dec2008	38,667
Jan2009	24,950
Feb2009	20,118
Mar2009	19,088
Apr2009	28,192
May2009	34,494
Jun2009	43,800

Date Order was placed by Customer	Quantity Ordered
Jul2009	43,699
Aug2009	43,273
Sep2009	18,243
Oct2009	18,309
Nov2009	21,706
Dec2009	47,097
Jan2010	21,703
Feb2010	16,445
Mar2010	16,258
Apr2010	24,672
May2010	29,925
Jun2010	37,318
Jul2010	36,740
Aug2010	36,628
Sep2010	15,002
Oct2010	15,752
Nov2010	18,441
Dec2010	39,700
Jan2011	21,736
Feb2011	17,412
Mar2011	16,852
Apr2011	26,396
May2011	32,640
Jun2011	41,419
Jul2011	43,232
Aug2011	44,475
Sep2011	18,598
Oct2011	19,710
Nov2011	24,252
Dec2011	55,372



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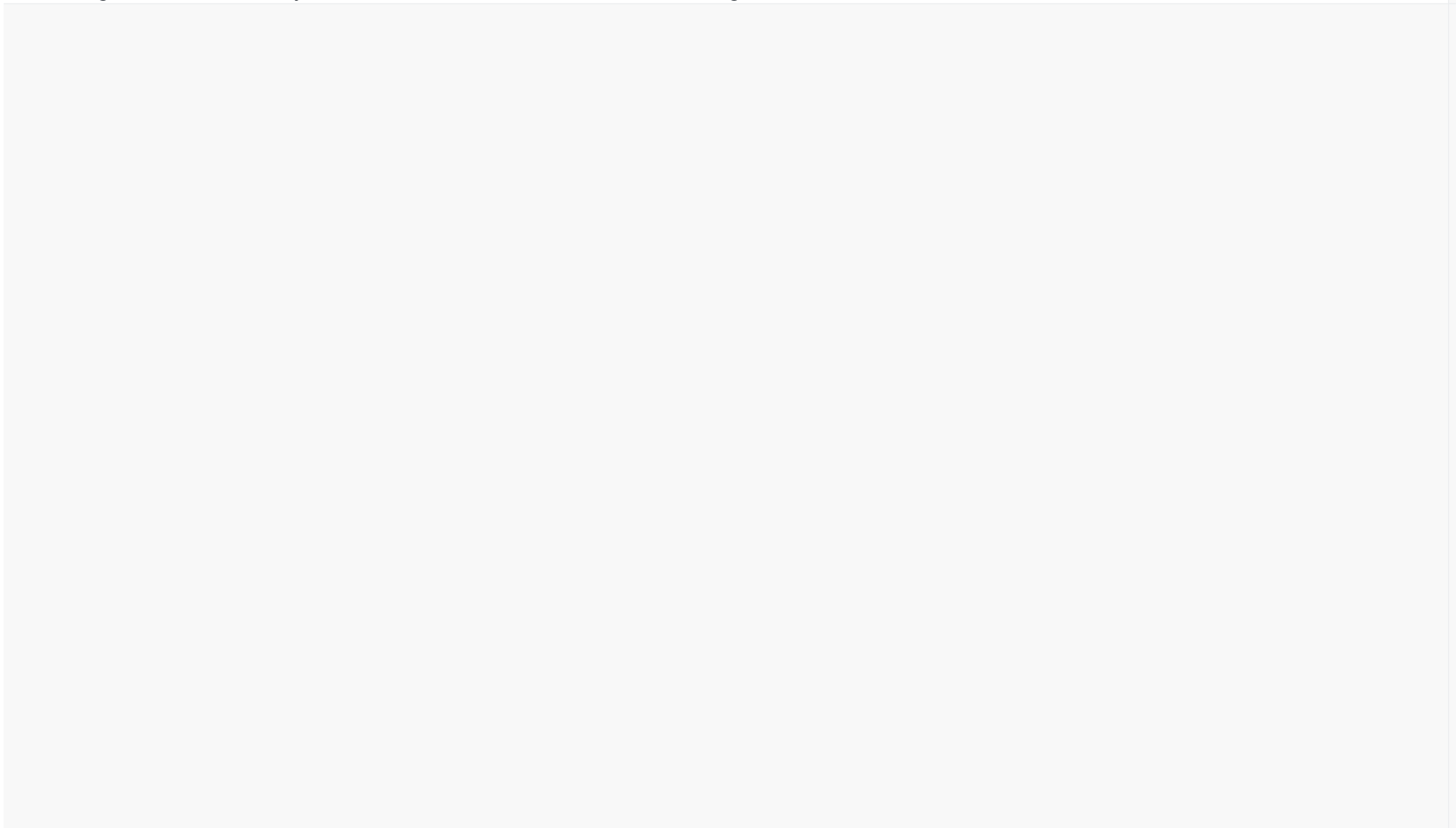


### Forecast Summary

The forecasting object uses statistical trends in your data to predict future values. It automatically tests multiple forecasting models against the specified data items and then selects the best model for each one.

The selected model for Total Profit is ARIMA: Total Profit ~ D = (1) NOINT + INPUT1: Dif(1) Retail Price NUM = 2 + INPUT2: Dif(1) Profit NUM = 2, displayed with a 95% confidence interval. A 95% confidence interval is the predicted data range that will contain future values of Total Profit with 95% confidence.

Historical values of Total Profit are displayed as markers only, without a line. The chart displays predicted values (hindcast) as part of the forecast line. Some forecasting models include delayed effects, in which case the hindcast will not begin at the start of the MONTH axis.



Country 1	Frequency	Customer Type Name
France	8,732	Internet/Catalog Customers
New Zealand	3	Internet/Catalog Customers
Finland	142	Internet/Catalog Customers
Denmark	1,297	Internet/Catalog Customers
Poland	2	Internet/Catalog Customers
Germany	9,388	Internet/Catalog Customers
Russia	3	Internet/Catalog Customers
United Arab Emirates	10	Internet/Catalog Customers
Greece	19	Internet/Catalog Customers
Netherlands	4,974	Internet/Catalog Customers
Lithuania	2	Internet/Catalog Customers
Yugoslavia	2	Internet/Catalog Customers
Italy	7,285	Internet/Catalog Customers
Norway	129	Internet/Catalog Customers
Sweden	86	Internet/Catalog Customers
Bulgaria	1	Internet/Catalog Customers
Israel	19	Internet/Catalog Customers
Portugal	204	Internet/Catalog Customers
Belgium	1,434	Internet/Catalog Customers
Canada	405	Internet/Catalog Customers
Spain	8,521	Internet/Catalog Customers
Czech Republic	4	Internet/Catalog Customers
Ireland	2	Internet/Catalog Customers
United Kingdom	5,541	Internet/Catalog Customers
Australia	6,106	Internet/Catalog Customers
Croatia	16	Internet/Catalog Customers
South Africa	19	Internet/Catalog Customers
United States	22,090	Internet/Catalog Customers
Estonia	2	Internet/Catalog Customers
Turkey	97	Internet/Catalog Customers



Country 1	Frequency	Customer Type Name
Luxembourg	29	Internet/Catalog Customers
Hungary	8	Internet/Catalog Customers
Slovenia	59	Internet/Catalog Customers
Austria	170	Internet/Catalog Customers
Switzerland	164	Internet/Catalog Customers
Czech Republic	7	Orion Club members high activity
Australia	9,995	Orion Club members high activity
France	18,205	Orion Club members high activity
Greece	59	Orion Club members high activity
Turkey	146	Orion Club members high activity
Hungary	10	Orion Club members high activity
Spain	15,526	Orion Club members high activity
Andorra	26	Orion Club members high activity
New Zealand	19	Orion Club members high activity
Slovenia	48	Orion Club members high activity
Germany	19,827	Orion Club members high activity
Lithuania	2	Orion Club members high activity
Italy	17,588	Orion Club members high activity
United States	39,694	Orion Club members high activity
Poland	30	Orion Club members high activity
China	3	Orion Club members high activity
Benin	4	Orion Club members high activity
Canada	466	Orion Club members high activity
Norway	177	Orion Club members high activity
Belgium	4,522	Orion Club members high activity
South Africa	147	Orion Club members high activity
Luxembourg	40	Orion Club members high activity
Switzerland	239	Orion Club members high activity
United Kingdom	18,739	Orion Club members high activity
Estonia	2	Orion Club members high activity



Country 1	Frequency	Customer Type Name
Netherlands	10,925	Orion Club members high activity
Austria	193	Orion Club members high activity
Macedonia	2	Orion Club members high activity
Finland	236	Orion Club members high activity
Sweden	155	Orion Club members high activity
Israel	17	Orion Club members high activity
Denmark	2,884	Orion Club members high activity
Morocco	2	Orion Club members high activity
Russia	18	Orion Club members high activity
Ireland	11	Orion Club members high activity
Saudi Arabia	3	Orion Club members high activity
Portugal	337	Orion Club members high activity
Italy	12,959	Orion Club members medium activity
Ivory Coast	6	Orion Club members medium activity
Austria	170	Orion Club members medium activity
Senegal	5	Orion Club members medium activity
Singapore	10	Orion Club members medium activity
Denmark	2,420	Orion Club members medium activity
Israel	10	Orion Club members medium activity
Switzerland	194	Orion Club members medium activity
New Zealand	25	Orion Club members medium activity
Ireland	3	Orion Club members medium activity
Czech Republic	4	Orion Club members medium activity
Hungary	14	Orion Club members medium activity
Slovenia	24	Orion Club members medium activity
Greece	25	Orion Club members medium activity
South Africa	108	Orion Club members medium activity
Croatia	4	Orion Club members medium activity
Poland	1	Orion Club members medium activity
Germany	17,553	Orion Club members medium activity





Country 1	Frequency	Customer Type Name
Norway	106	Orion Club members medium activity
United States	30,696	Orion Club members medium activity
Belgium	3,551	Orion Club members medium activity
Spain	12,154	Orion Club members medium activity
Bulgaria	5	Orion Club members medium activity
Portugal	165	Orion Club members medium activity
France	14,866	Orion Club members medium activity
Netherlands	8,733	Orion Club members medium activity
Yugoslavia	7	Orion Club members medium activity
Andorra	3	Orion Club members medium activity
Estonia	4	Orion Club members medium activity
Finland	155	Orion Club members medium activity
Sweden	136	Orion Club members medium activity
Turkey	86	Orion Club members medium activity
Russia	2	Orion Club members medium activity
Morocco	2	Orion Club members medium activity
United Arab Emirates	16	Orion Club members medium activity
Canada	462	Orion Club members medium activity
Lithuania	2	Orion Club members medium activity
Australia	7,712	Orion Club members medium activity
United Kingdom	15,775	Orion Club members medium activity
Luxembourg	68	Orion Club members medium activity
Denmark	4,156	Orion Club Gold members high activity
Italy	22,808	Orion Club Gold members high activity
Tunisia	8	Orion Club Gold members high activity
Switzerland	380	Orion Club Gold members high activity
Turkey	142	Orion Club Gold members high activity
Sweden	265	Orion Club Gold members high activity
Benin	4	Orion Club Gold members high activity
Spain	23,066	Orion Club Gold members high activity



Country 1	Frequency	Customer Type Name
Ivory Coast	13	Orion Club Gold members high activity
Czech Republic	1	Orion Club Gold members high activity
Hungary	32	Orion Club Gold members high activity
Singapore	17	Orion Club Gold members high activity
Slovenia	124	Orion Club Gold members high activity
Saudi Arabia	5	Orion Club Gold members high activity
Greece	41	Orion Club Gold members high activity
Croatia	19	Orion Club Gold members high activity
Belgium	6,122	Orion Club Gold members high activity
Portugal	431	Orion Club Gold members high activity
Germany	28,783	Orion Club Gold members high activity
Norway	235	Orion Club Gold members high activity
Nigeria	1	Orion Club Gold members high activity
New Zealand	25	Orion Club Gold members high activity
France	27,335	Orion Club Gold members high activity
Canada	898	Orion Club Gold members high activity
Netherlands	13,930	Orion Club Gold members high activity
Estonia	10	Orion Club Gold members high activity
Morocco	9	Orion Club Gold members high activity
Finland	296	Orion Club Gold members high activity
Macedonia	3	Orion Club Gold members high activity
Australia	13,438	Orion Club Gold members high activity
Ireland	49	Orion Club Gold members high activity
Russia	20	Orion Club Gold members high activity
Luxembourg	53	Orion Club Gold members high activity
Yugoslavia	46	Orion Club Gold members high activity
Israel	16	Orion Club Gold members high activity
United States	54,435	Orion Club Gold members high activity
Lithuania	6	Orion Club Gold members high activity
Austria	379	Orion Club Gold members high activity



Country 1	Frequency	Customer Type Name
United Kingdom	25,749	Orion Club Gold members high activity
Bulgaria	2	Orion Club Gold members high activity
South Africa	136	Orion Club Gold members high activity
Italy	10,291	Orion Club Gold members low activity
Denmark	2,162	Orion Club Gold members low activity
Switzerland	182	Orion Club Gold members low activity
Sweden	94	Orion Club Gold members low activity
Spain	9,693	Orion Club Gold members low activity
Ireland	25	Orion Club Gold members low activity
South Africa	58	Orion Club Gold members low activity
Czech Republic	2	Orion Club Gold members low activity
Slovenia	22	Orion Club Gold members low activity
United Arab Emirates	2	Orion Club Gold members low activity
Hungary	31	Orion Club Gold members low activity
Singapore	7	Orion Club Gold members low activity
Senegal	9	Orion Club Gold members low activity
Andorra	10	Orion Club Gold members low activity
Turkey	82	Orion Club Gold members low activity
Saudi Arabia	16	Orion Club Gold members low activity
Belgium	2,468	Orion Club Gold members low activity
Greece	21	Orion Club Gold members low activity
Russia	11	Orion Club Gold members low activity
Croatia	11	Orion Club Gold members low activity
Portugal	161	Orion Club Gold members low activity
Germany	14,145	Orion Club Gold members low activity
Norway	160	Orion Club Gold members low activity
New Zealand	2	Orion Club Gold members low activity
Australia	6,475	Orion Club Gold members low activity
France	12,209	Orion Club Gold members low activity
Canada	331	Orion Club Gold members low activity



Country 1	Frequency	Customer Type Name
Netherlands	6,107	Orion Club Gold members low activity
Morocco	4	Orion Club Gold members low activity
Finland	131	Orion Club Gold members low activity
Luxembourg	27	Orion Club Gold members low activity
Yugoslavia	7	Orion Club Gold members low activity
Austria	130	Orion Club Gold members low activity
Bulgaria	2	Orion Club Gold members low activity
Estonia	2	Orion Club Gold members low activity
Lithuania	1	Orion Club Gold members low activity
United States	23,029	Orion Club Gold members low activity
United Kingdom	11,164	Orion Club Gold members low activity
Ivory Coast	3	Orion Club Gold members medium activity
United Arab Emirates	6	Orion Club Gold members medium activity
Italy	16,890	Orion Club Gold members medium activity
Denmark	3,317	Orion Club Gold members medium activity
Switzerland	264	Orion Club Gold members medium activity
Israel	41	Orion Club Gold members medium activity
Sweden	182	Orion Club Gold members medium activity
Spain	15,270	Orion Club Gold members medium activity
Ireland	10	Orion Club Gold members medium activity
South Africa	105	Orion Club Gold members medium activity
Czech Republic	12	Orion Club Gold members medium activity
Slovenia	31	Orion Club Gold members medium activity
Turkey	120	Orion Club Gold members medium activity
Hungary	49	Orion Club Gold members medium activity
Singapore	10	Orion Club Gold members medium activity
Belgium	4,026	Orion Club Gold members medium activity
Senegal	4	Orion Club Gold members medium activity
Saudi Arabia	12	Orion Club Gold members medium activity
Greece	37	Orion Club Gold members medium activity



Country 1	Frequency	Customer Type Name
Croatia	14	Orion Club Gold members medium activity
Russia	11	Orion Club Gold members medium activity
Portugal	258	Orion Club Gold members medium activity
Germany	21,457	Orion Club Gold members medium activity
Australia	10,394	Orion Club Gold members medium activity
Norway	191	Orion Club Gold members medium activity
Nigeria	1	Orion Club Gold members medium activity
New Zealand	3	Orion Club Gold members medium activity
Canada	533	Orion Club Gold members medium activity
France	18,819	Orion Club Gold members medium activity
Netherlands	11,144	Orion Club Gold members medium activity
Mozambique	6	Orion Club Gold members medium activity
Finland	193	Orion Club Gold members medium activity
Morocco	6	Orion Club Gold members medium activity
Austria	271	Orion Club Gold members medium activity
Macedonia	6	Orion Club Gold members medium activity
Luxembourg	22	Orion Club Gold members medium activity
Bulgaria	2	Orion Club Gold members medium activity
Yugoslavia	25	Orion Club Gold members medium activity
Estonia	6	Orion Club Gold members medium activity
Lithuania	2	Orion Club Gold members medium activity
Andorra	25	Orion Club Gold members medium activity
United States	38,604	Orion Club Gold members medium activity
United Kingdom	18,284	Orion Club Gold members medium activity
United Arab Emirates	13	Orion Club members low activity
Turkey	103	Orion Club members low activity
Italy	11,096	Orion Club members low activity
Denmark	1,763	Orion Club members low activity
Tunisia	4	Orion Club members low activity
Switzerland	167	Orion Club members low activity



Country 1	Frequency	Customer Type Name
Israel	24	Orion Club members low activity
Sweden	138	Orion Club members low activity
Benin	4	Orion Club members low activity
Spain	10,362	Orion Club members low activity
Ireland	37	Orion Club members low activity
Czech Republic	2	Orion Club members low activity
South Africa	94	Orion Club members low activity
Slovenia	34	Orion Club members low activity
Hungary	40	Orion Club members low activity
Belgium	2,820	Orion Club members low activity
Singapore	5	Orion Club members low activity
Saudi Arabia	6	Orion Club members low activity
Greece	30	Orion Club members low activity
Russia	1	Orion Club members low activity
Australia	6,200	Orion Club members low activity
Portugal	164	Orion Club members low activity
Germany	14,478	Orion Club members low activity
Norway	116	Orion Club members low activity
Canada	355	Orion Club members low activity
France	11,579	Orion Club members low activity
Netherlands	6,720	Orion Club members low activity
Andorra	9	Orion Club members low activity
Mozambique	2	Orion Club members low activity
Finland	118	Orion Club members low activity
Austria	196	Orion Club members low activity
Morocco	3	Orion Club members low activity
Luxembourg	8	Orion Club members low activity
Bulgaria	2	Orion Club members low activity
Estonia	1	Orion Club members low activity
Lithuania	2	Orion Club members low activity



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