



Nirupama Valluru
8W1, Fall 2023

Profit Metrics

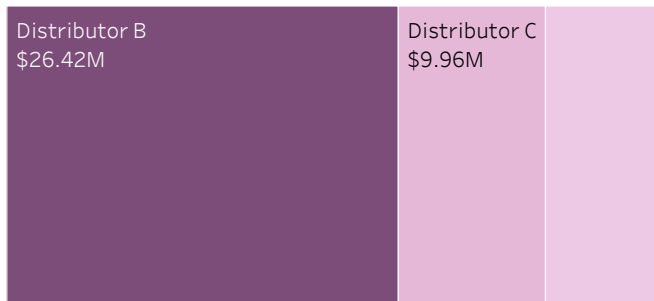
Data Displayed For: 1/1/2011 12/30/2015

| Pharmacy Representative | Distributor | Market | Region | Year |
|-------------------------|-------------|--------|--------|------|
| All | All | All | All | All |

Select Revenue or Profit or Units KPI below to navigate to the respective dashboard. Select any metrics in the visuals to filter other charts.

| | | |
|--------------------|---------------------|---------------|
| \$44.13M Profit | \$70.89M Revenue | 935K Units |
|--------------------|---------------------|---------------|

Profit by Distributer

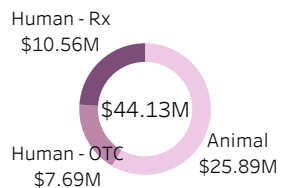


Hover over any Category, sub category and entry in the table to see the highlight
Scroll down to see the grand totals of the calculated fields

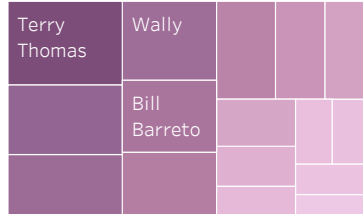
Profit by Geography

| Region | State | 2011 | 2012 | 2013 | 2014 | 2015 |
|---------|----------------|---------|---------|---------|---------|---------|
| South | Maryland | \$0.28M | \$0.99M | \$0.44M | \$0.23M | \$0.43M |
| | South Carolina | \$1.37M | \$0.26M | \$0.17M | \$0.14M | \$0.28M |
| | North Carolina | \$0.21M | \$0.14M | \$0.31M | \$0.44M | \$0.84M |
| | Florida | \$0.37M | \$0.33M | \$0.63M | \$0.15M | \$0.17M |
| | Georgia | \$0.36M | \$0.23M | \$0.66M | \$0.14M | \$0.24M |
| | Virginia | \$0.33M | \$0.36M | \$0.24M | \$0.23M | \$0.28M |
| | Alabama | \$0.14M | \$0.23M | \$0.33M | \$0.33M | \$0.17M |
| | Total | \$3.06M | \$2.55M | \$2.80M | \$1.65M | \$2.41M |
| West | Idaho | \$0.28M | \$0.40M | \$0.23M | \$1.62M | \$0.20M |
| | California | \$0.22M | \$0.34M | \$0.15M | \$0.83M | \$0.61M |
| | Utah | \$0.25M | \$0.13M | \$0.43M | \$0.27M | \$0.72M |
| | New Mexico | \$0.14M | \$0.14M | \$0.74M | \$0.09M | \$0.26M |
| | Colorado | \$0.37M | \$0.43M | \$0.33M | \$0.08M | \$0.12M |
| | Washington | \$0.09M | \$0.51M | \$0.25M | \$0.19M | \$0.24M |
| | Arizona | \$0.19M | \$0.20M | \$0.19M | \$0.31M | \$0.12M |
| | Total | \$1.53M | \$2.15M | \$2.31M | \$3.39M | \$2.26M |
| Central | Michigan | \$0.62M | \$0.29M | \$0.26M | \$0.78M | \$0.47M |
| | Illinois | \$0.23M | \$0.37M | \$0.32M | \$0.70M | \$0.24M |
| | Ohio | \$0.69M | \$0.25M | \$0.17M | \$0.53M | \$0.15M |
| | Wisconsin | \$0.45M | \$0.33M | \$0.37M | \$0.21M | \$0.33M |

Profit by Market Segment



Profit by Representative





Nirupama Valluru
8W1, Fall 2023

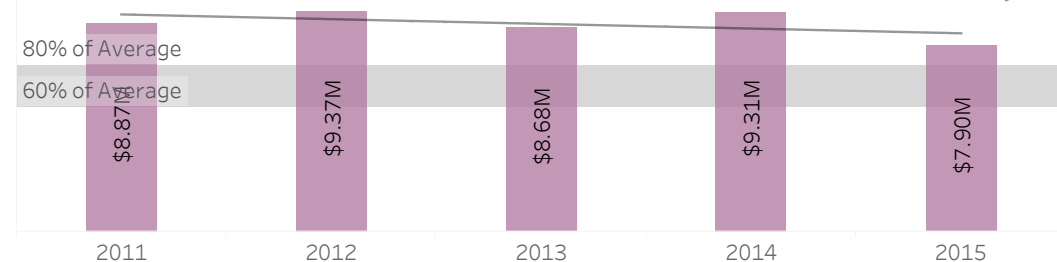
Revenue Metrics

Data Displayed For: 1/1/2011 12/30/2015

| Pharmacy Representative | Distributor | Market | Region | Year | Route |
|-------------------------|-------------|--------|--------|------|-------|
| All | All | All | All | All | All |

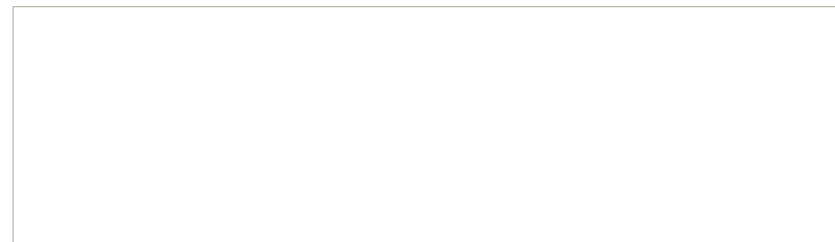
Select any metrics in the visuals to filter other charts.

Revenue Pattern by Year

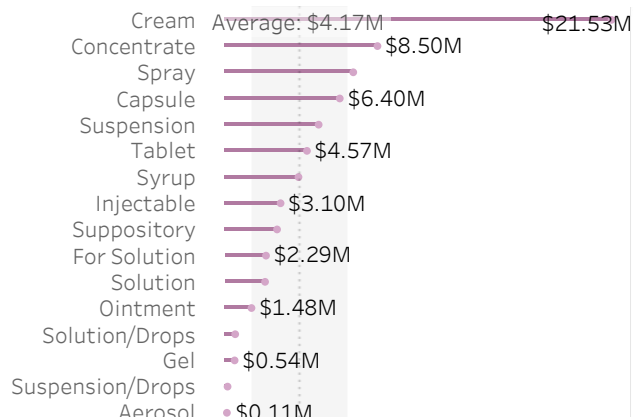


Select any dosage type to learn more

Information Box

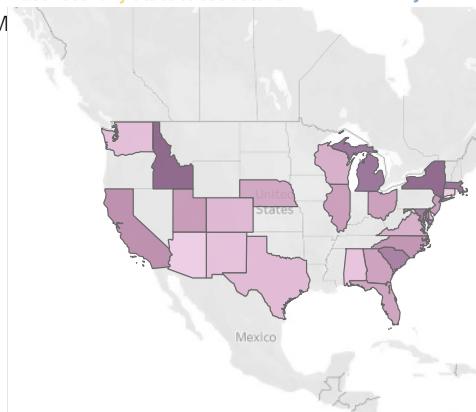


Revenue by Dosage type

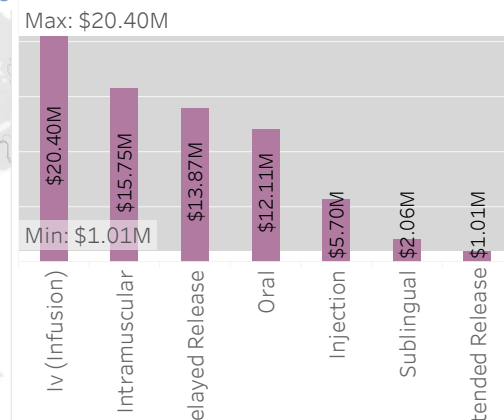


Hover over any State to see details

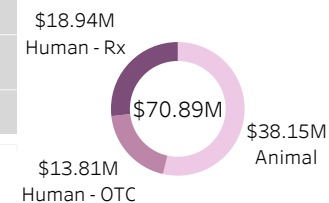
Revenue by State



Revenue by Route



Revenue by Market





Nirupama Valluru
8W1, Fall 2023

Units Sold Metrics

Data Displayed For:

Pharmacy Representative

All

Route

All

Region

All

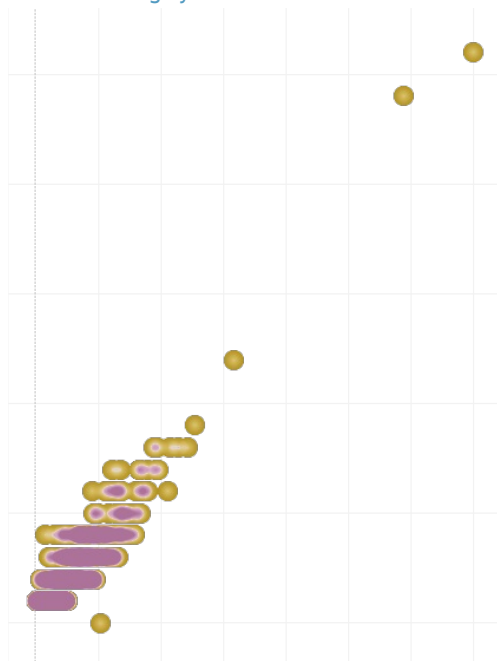
Distributor

All

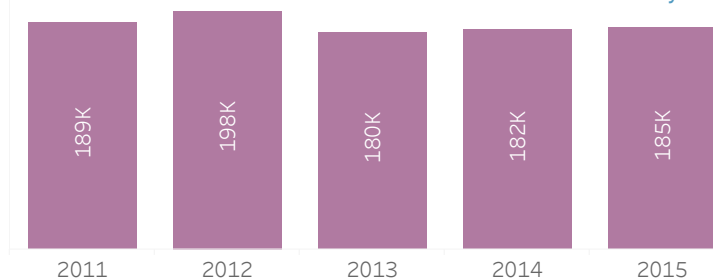
Year

All

Drug by Number of orders and Units sold

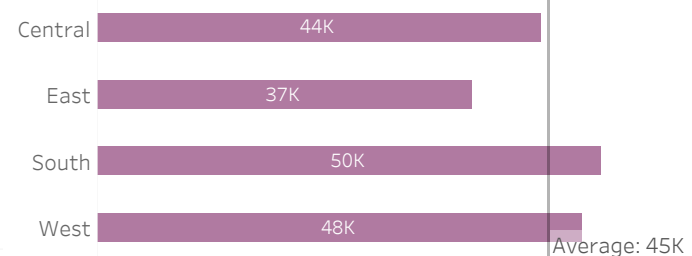


Hover over any Year to see the breakdown by month
Select any year to filter other visuals



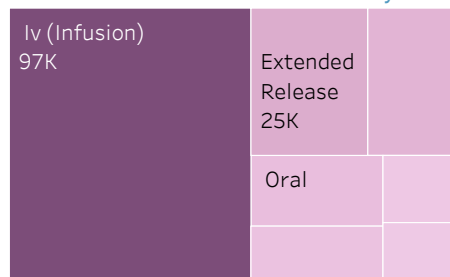
Units sold by Year

Units sold by Region

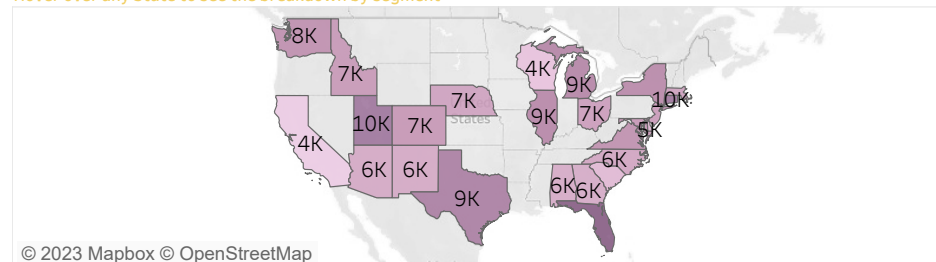


Units sold by route

Hover over any State to see the breakdown by segment



Units sold by State



Units sold by Distributors





Nirupama Valluru
8W1, Fall 2023

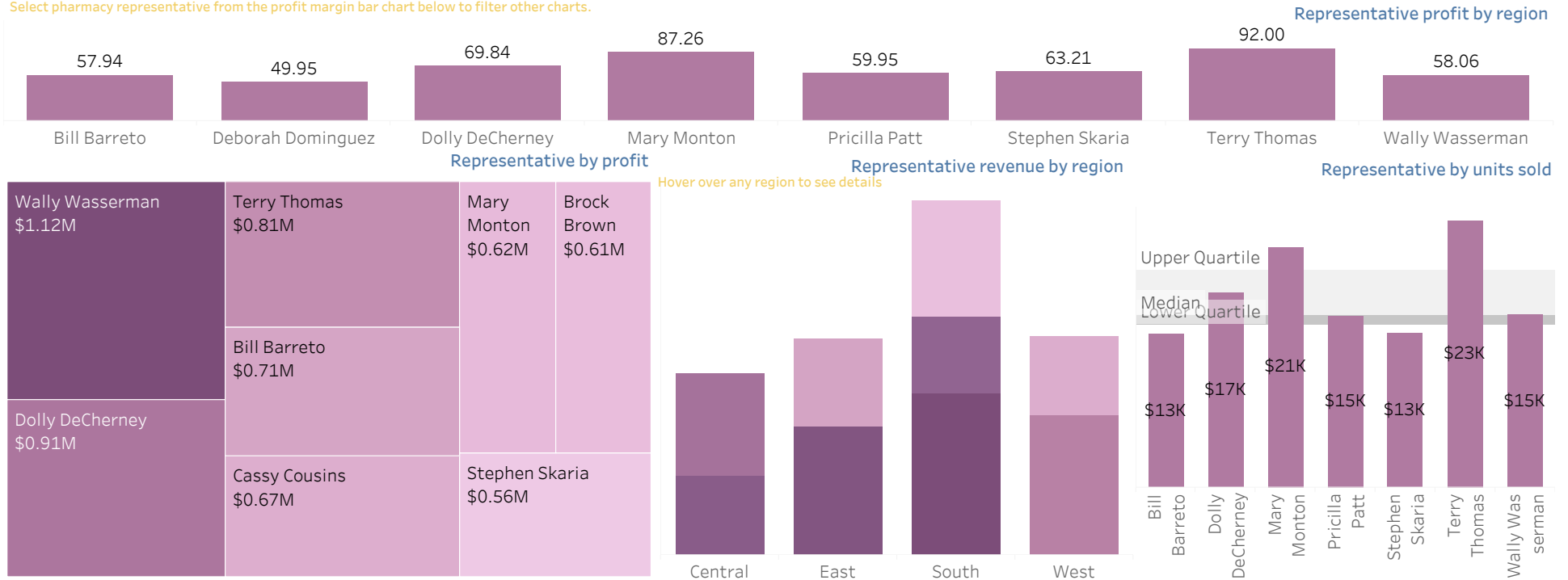
Representative Performance Metrics

Date Displayed for: 1/1/2015- 12/30/2015

| Pharmacy Representative | Region | Route | Distributor | Order Date |
|-------------------------|--------|-------|-------------|------------------------|
| All | All | All | All | 1/1/2015 to 12/30/2015 |

Data below is only for representatives with atleast revenue and profit more than \$800,000 and \$500,000 respectively. Units sold is restricted to 11,500 units. Date range is set.

Select pharmacy representative from the profit margin bar chart below to filter other charts.





Distributor Metrics

Data Displayed For: 1/1/2011 12/30/2015

| Pharmacy Representative | Route | Distributor | Dosage Type | Market Segment | Region |
|-------------------------|-------|-------------|-------------|----------------|--------|
| All | All | All | All | | All |

Data below is only for Top 100 drugs orders with the condition of order revenue more than or equal to \$800,000.

Hover over any region to see details. Select any metrics in the visuals to filter other charts.

Distributor Total Wholesale Cost by Dosage Type

