



Adventure Works Quarterly Performance Report

Year

2017

2018

2019

2020

Quarter

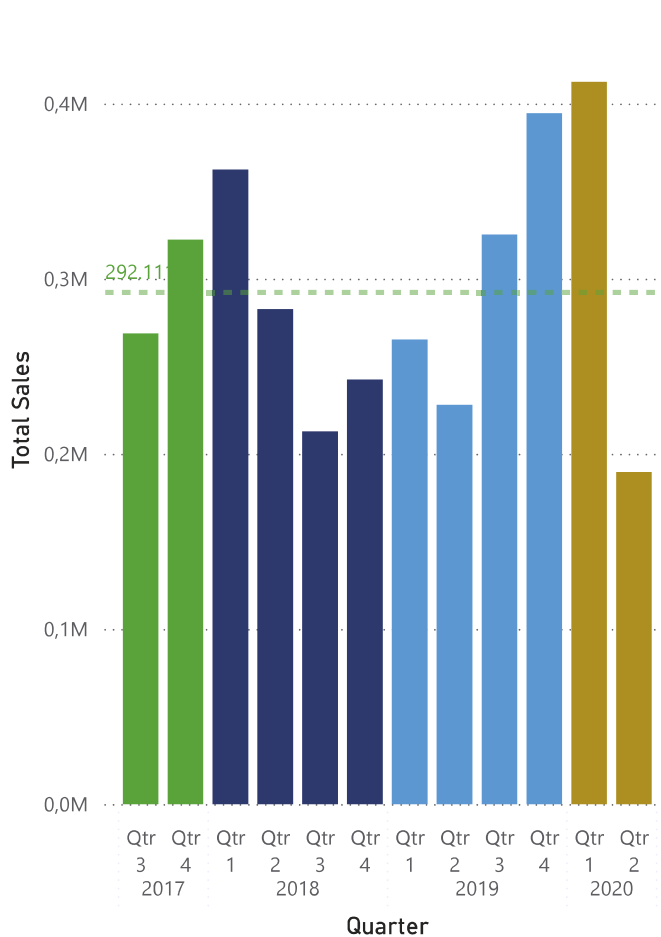
Qtr 1

Qtr 2

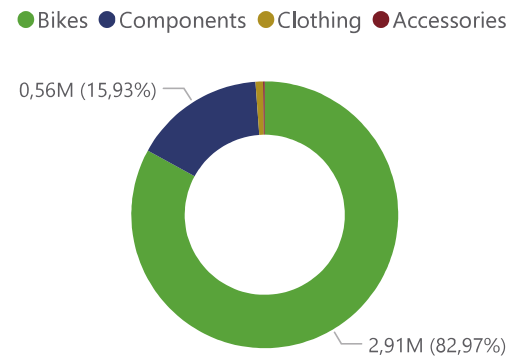
Qtr 3

Qtr 4

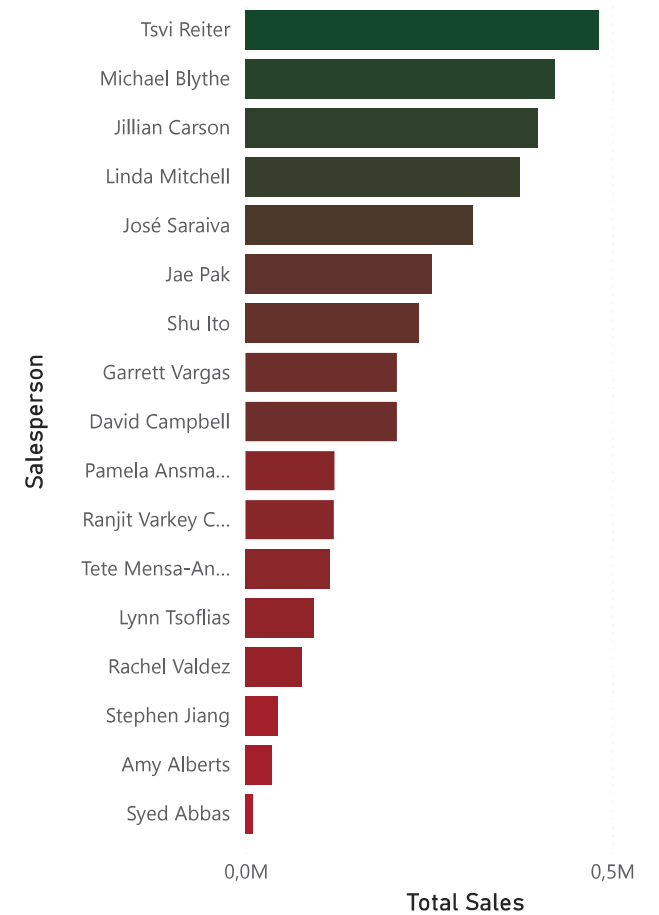
Total Sales by Quarter



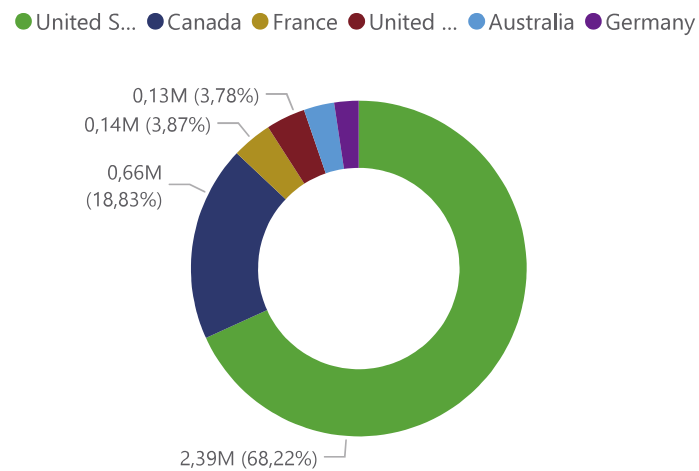
Total Sales by Category

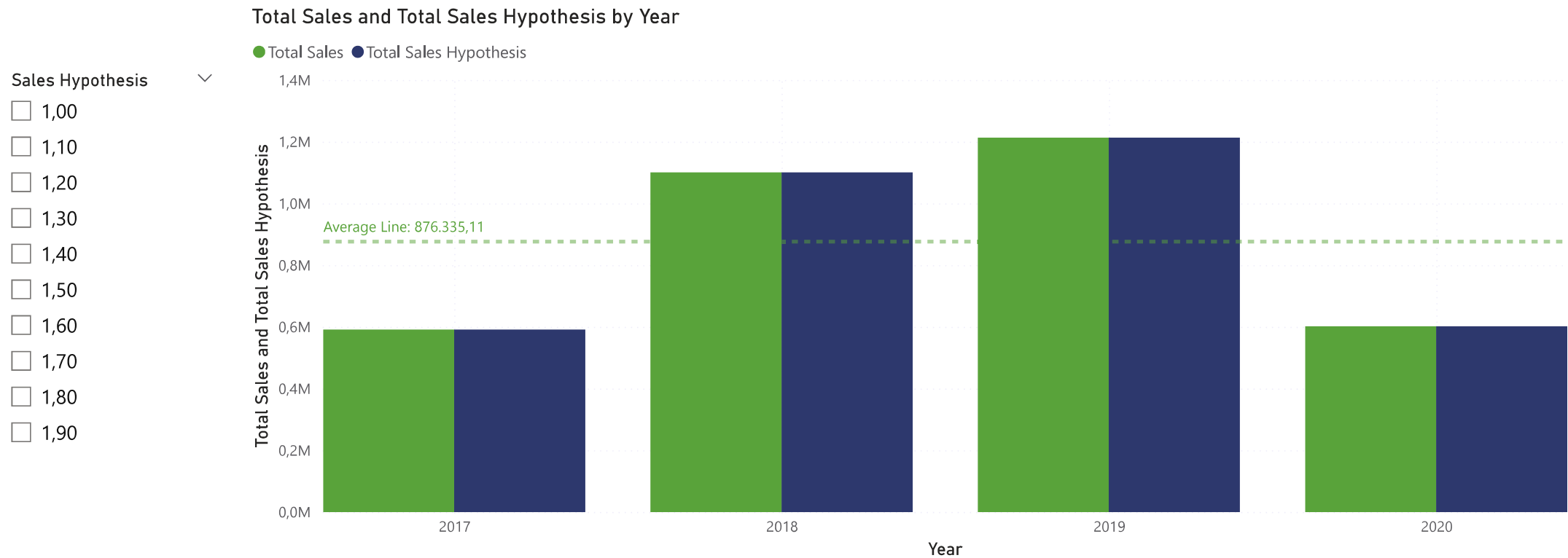


Total Sales by Salesperson



Total Sales by Country





- In the green columns, we have the total sales. In the blue column, we can see the total sales with the option to add a 10% of increase at each level using the "Sales Hypothesis" buttons.
- So, considering the average line and the year 2020, we need a 50% increase (by selecting the 1.50 button to analyze).
- Drill-down is available to check details by year and month.
- The challenge is to understand what we did in 2018 and 2019 to increase our sales and what happened in 2020.