Q1: Which segment is the bestseller?

* **“Consumer segment with (sales = 229636)”** in **California state** is the bestseller.
* Corporate segment (sales = 147175) in California state is the bestseller.
* Home office segment (sales = 80877) in California state is the bestseller.

Q2: Analyzing sales profit by each Category over the year 2011–2014

* Furniture 2011-2014 (sales = 742000, profit = 18451)
* Office supplies 2011-2014 (sales = 719047, profit = 122491)
* Technology 2011-2014 (sales = 836154, profit = 145455)

Q3: What are the highest selling and Lowest Selling Sub-Category?

* Highest selling :- Phones - (330007)
* Lowest selling :- Fasteners - (3024)

> How much each sub-category contributes to the sales of superstore?

* Furniture – 32.300%

|  |
| --- |
| Bookcases – 5.00% |
| Chairs – 14.30% |
| Furnishings – 3.99% |
| Tables – 9.01% |

* Office supplies – 31.301%

|  |
| --- |
| Appliances – 4.68% |
| Art – 1.18% |
| Binders – 8.85% |
| Envelopes – 0.72% |
| Fasteners – 0.13% |
| Labels – 0.54% |
| Papers – 3.42% |
| Storage – 9.74% |
| Supplies – 2.03% |

* Technology – 36.399%

|  |
| --- |
| Accessories – 7.29% |
| Copiers – 6.51% |
| Machines – 8.24% |
| Machines – 14.37% |

Q4(a): Who are the Top 10 Customers of the Superstore?

* Customers names :-

|  |  |
| --- | --- |
| **Name :-** | **Sales :-** |
| Sean Miller | 25043 |
| Tamara Chand | 19052 |
| Raymond Buch | 15117 |
| Tom Ashbrook | 14596 |
| Adrian Barton | 14474 |
| Ken Lonsdale | 14175 |
| Sanjit Chand | 14142 |
| Hunter Lopez | 12873 |
| Sanjit Engle | 12209 |
| Christopher Conant | 12129 |

(b): how much is their repartition of the profit?

* ?

Q5: What are the Top 10 States with highest number of orders (highest order count)?

* ?

Q6: Analyzing the data by Country

* ?

> Top 10 Consumer Countries

* ?.