Microsoft

This report uses the following visual(s) from AppSource: **Mapbox Visual**, **Cluster Map**, **Simple Image**, **& Image**. Click on the links to see their license agreement.

SALES
& RETURNS

DESCRIPTION

This Interactive Sales & Return Analytics Dashboard of a Skateboard Company allows you to drill into the data and explore all the factors that impact Sales and Returns. It also analyzes what types of products are most popular in different regions and provides insights into areas to focus marketing efforts.

This Report is loaded with Power BI Features that will allow the user to understand a large amount of data with an easy to use interface. By integrating Power Apps within this Power BI Report, the users are able to get from Data to Insights to Action rapidly.

Download PBIX

Design Factors

☐ **AUDIENCE**
OPERATIONAL
ANALYTICAL

☐ **PLATFORM**
POWER BI DESKTOP
Report View
POWER BI MOBILE
Report Mobile View

☐ **UI/UX**

☐ **ANALYSIS**
FEATURES & CAPABILITIES
Drill Mode
Drillthrough
Tooltip
• Default
• Report Page
Visual Header
• Tooltip Text
• Tooltip Report Page
What If
Analyze
• Increase/Decrease
• Find Where this Distribution is Different
Filter Pane
Bookmark
• Display Selected Visual
Conditional Formatting
• Data Color
• Title
• Data Bars
Analytics
• Constant Line
• Forecast

Microsoft | Skateboard Store

Net Sales
$387.1K
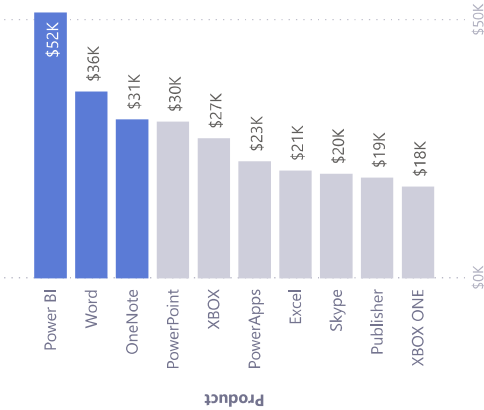+72.7%

Units Sold
7,868
+71.4%

Key Influencers
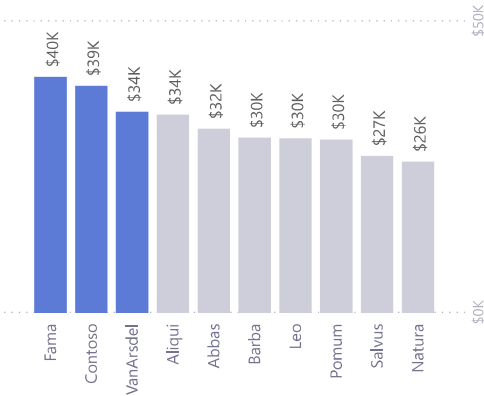Analyzes your data, ranks the factors that matter, and displays them as key influencers.

Decomposition Tree
Enables users to drill into any dimension to understand what is driving a key metric.

Category Breakdown

Power BI — $52K
Word — $36K
OneNote — $31K
PowerPoint — $30K
XBOX — $27K
PowerApps — $23K
Excel — $21K
Skype — $20K
Publisher — $19K
XBOX ONE — $18K

Product

$0K — $50K

Visual / Tabular

Store Breakdown

Fama — $40K
Contoso — $39K
VanArsdel — $34K
Aliqui — $34K
Abbas — $32K
Barba — $30K
Leo — $30K
Pomum — $30K
Salvus — $27K
Natura — $26K

$0K — $50K

Visual / Map

Net Sales vs net sales PM by date as stacked column chart

Showing results for
Net sales and net sales PM sorted by sale date as stacked column chart

● Net Sales ● Net Sales PM

Net Sales and Net Sales PM

$0K — $50K — $100K

Date
05 May — 02 Jun — 30 Jun

Restart Q&A

Microsoft | Skateboard Store

Returns
$52.3K
-59.8%

Units Returned
1,007
-59.8%

Key Influencers
Analyzes your data, ranks the factors that matter, and displays them as key influencers.

Decomposition Tree
Enables users to drill into any dimension to understand what is driving a key metric.
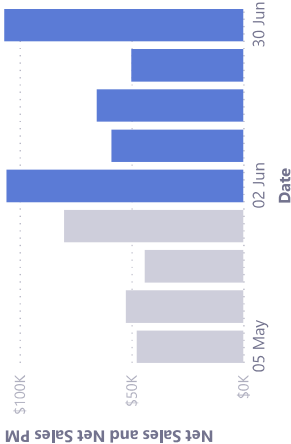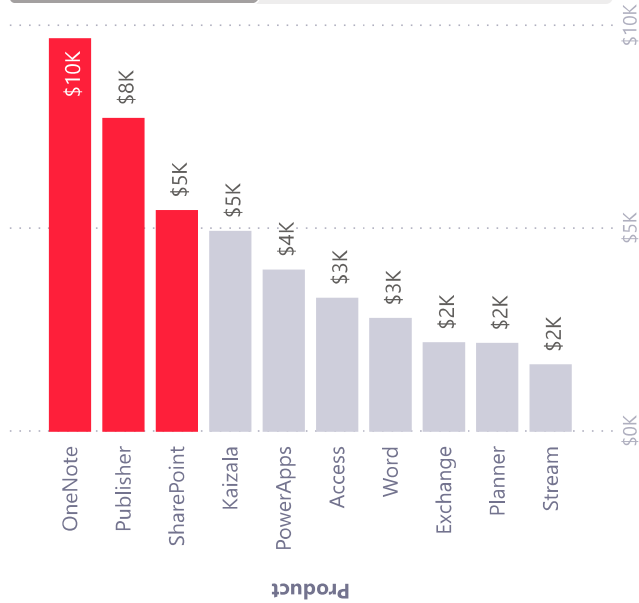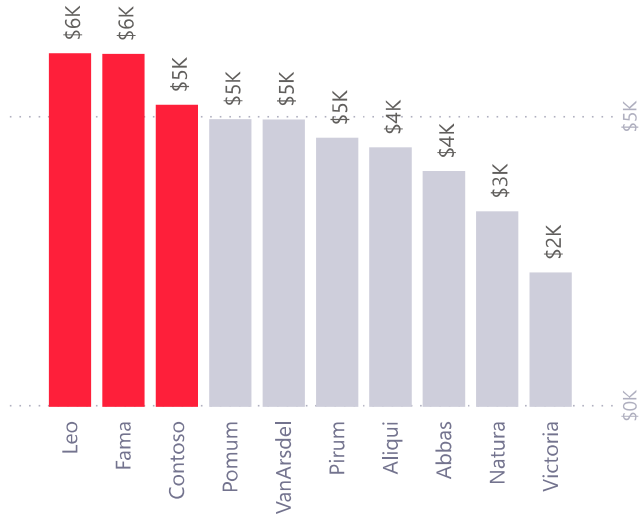

Category Breakdown

Visual | Tabular

Product

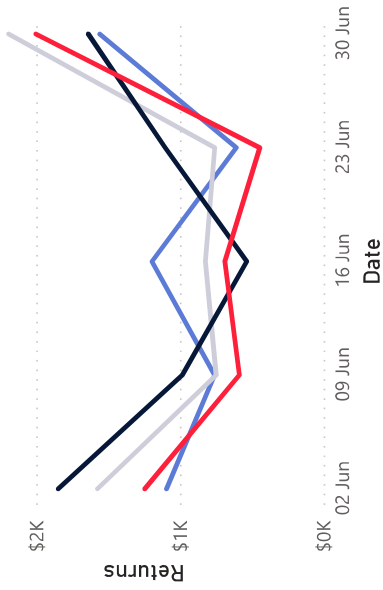- OneNote — $10K
- Publisher — $8K
- SharePoint — $5K
- Kaizala — $5K
- PowerApps — $4K
- Access — $3K
- Word — $3K
- Exchange — $2K
- Planner — $2K
- Stream — $2K

$0K $5K $10K

Store Breakdown

Visual | Map

- Leo — $6K
- Fama — $6K
- Contoso — $5K
- Pomum — $5K
- VanArsdel — $5K
- Pirum — $5K
- Aliqui — $4K
- Abbas — $4K
- Natura — $3K
- Victoria — $2K

$0K $5K

Showing results for

Returns and Leo, Contoso, Fama or Pomum sorted by sale date

☐ Show me Returns Over Time. Only Leo, Contoso, Fama, and Pomum

Restart Q&A

Store ● Contoso ● Fama ● Leo ● Pomum

Returns: $0K, $1K, $2K

Date: 02 Jun, 09 Jun, 16 Jun, 23 Jun, 30 Jun

Last Refresh: Jun 30th, 2019 / Chicago, IL, USA

OneNote
Office 365

Extra Profit
$0
0.0%

Net Sales (Forecast)
$30,772
$30,772

What If...
We Decrease Our Return Rate (%) to:
25

Return Rate
24%

Feb 2019 · Mar 2019 · Apr 2019 · May 2019 · Jun 2019

"What If" Analysis Forecast

● Predicted Net Sales ● Forecast

$20K	
$15K	
$10K	
$5K	
$0K	

Jan 2019 · Mar 2019 · May 2019 · Jul 2019

Date

Forecast · Extra Profit

Net Sales vs "What If" Analysis

Store	Net Sales	Forecast	Extra Profit
Abbas		$2,646	$0
Aliqui		$3,724	$0
Barba		$1,568	$0
Contoso		$2,842	$0
Fama		$3,626	$0
Leo		$1,764	$0
Natura		$1,274	$0
Palma		$0	$0
Pirum		$2,744	$0
Pomum		$1,372	$0
Quibus		$2,940	$0
Salvus		$2,646	$0
VanArsdel		$2,548	$0
Victoria		$1,078	$0
Total	**$30,772**	**$30,772**	**$0**

Tabular · Map

+ ↘ I

XBOX ONE
98.9%

Market Basket Analysis

Allows users to identify relationships between the items that people buy.

Best Match

XBOX ONE

98.9%
Confidence

219
Support

1.8x
Lift

This app is designed to assist store managers to place orders.

Open PowerApp

XBOX
XBOX

Category	XBOX
Color	Green
Price	$40

Go Back