

## Sales Trends for Business Unit(s): Americas (USD)

Report Data Generated: 12/5/2023 5:35:35 AM

Tableau  
Tips



Reseller Geography:	Business Unit Americas (USD)	Reseller Territory All	Reseller Owner All	Reseller Type All	Date: 1/1/2020 12:00:00 AM to 12/3..	Include Current Quarter & Month? Include current qtr in full
Product:	Products In Sales Goal Goal Products	Edition All	Product Group All	Product Sub Group All	Graph Customizations:	Display Main Graph by Business Unit

BU / Territory  
Americas

Territory(s) Included  
\*Select to filter page results

- Americas - West
- Americas - South
- Americas - Great Lakes
- Americas - Northeast
- Americas - Latin America
- EMEA - DACH
- EMEA - Eastern Europe
- EMEA - UK and Ireland
- APJ - ANZ
- No Territory
- Americas - Southeast

Americas

Product Group

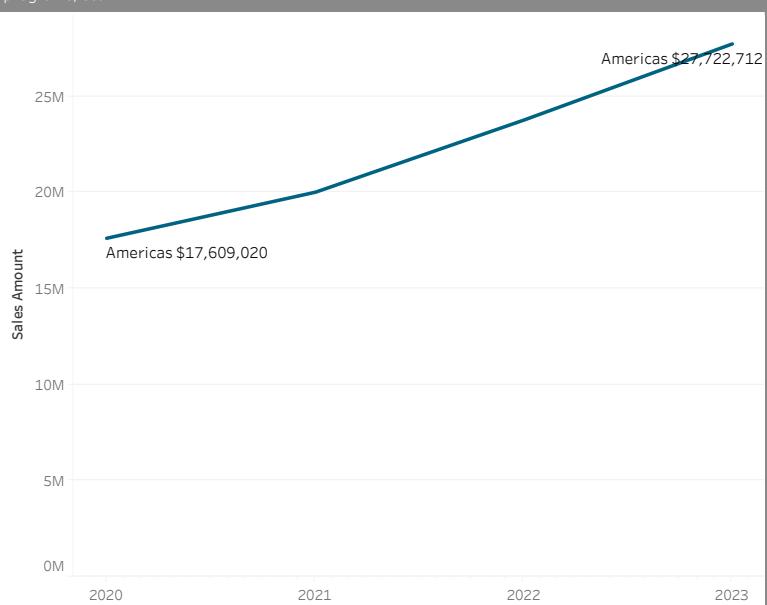
- License
- Maintenance
- Support
- Subscription
- OEM: BarTender
- OEM: Printer Drivers

BU/Group: Americas (USD); Owner: All; Reseller Territory(s): All Listed or Selected in Table: All

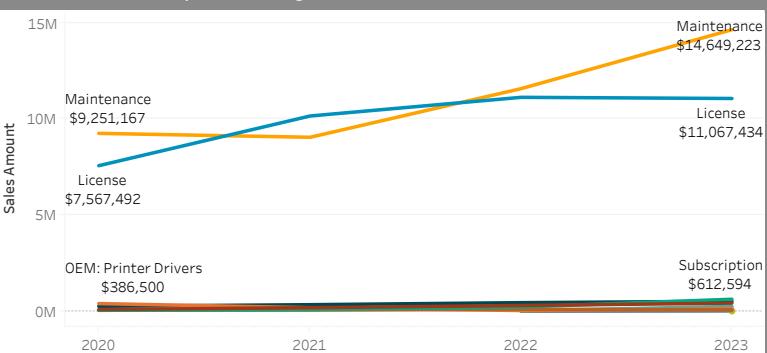
Products: Goal Products Editions: All; Group: All; Sub Group: All  
Generated: PT 12/5/2023 5:35:35 AM Period: Include current qtr in full Report Actions filter existing results

### How are Sales Amounts Trending Over Time?

What events happened to cause high/low points? Such as process changes, maintenance renewal programs, etc.



### Which Product Groups are driving the overall sales trend?



### Reseller Type(s) Included

- AD
- DMAR
- HD
- IG
- SWO
- ASD
- EU
- HWP
- ISV
- VAR

### Top 50 Resellers by 2023 Sales

\* if blank after filter action, no top resellers in the territory selected from list on the left.

Reseller	2023	2022	2021	2020
Grand Total	\$18,974,964	\$15,660,352	\$13,488,698	\$11,250,000
CDW Computer Centers	\$2,023,031	\$1,750,382	\$1,959,108	\$1,650,000
SHI Corp	\$1,288,703	\$1,197,568	\$928,850	\$850,000
INSIGHT DIRECT USA, INC.	\$1,193,620	\$1,078,556	\$872,206	\$750,000
Körber Supply Chain	\$1,153,147	\$1,091,899	\$925,345	\$800,000
Strategic Systems & Tech..	\$855,008	\$479,691	\$276,762	\$200,000
INFOR(US) LLC.	\$838,228	\$941,790	\$537,664	\$450,000
Barcodes, Inc.	\$812,591	\$647,148	\$676,844	\$550,000
Peak Technologies, Inc.	\$780,886	\$801,927	\$585,286	\$450,000
Epicor Software Corp USA..	\$736,221	\$680,949	\$634,510	\$500,000
Pragmatyx	\$546,873	\$483,225	\$465,252	\$350,000
Imprint Enterprises	\$481,518	\$322,508	\$285,334	\$250,000
LABVANTAGE Solutions, I...	\$468,414	\$520,161	\$430,968	\$350,000
PC Connection, Inc	\$401,500	\$294,191	\$223,739	\$180,000
Peak Technologies, LLC	\$343,565	\$47,982	\$200,000	\$150,000
EMP Technical Group	\$337,602	\$237,288	\$287,793	\$200,000
American Barcode & RFID,...	\$337,571	\$220,832	\$183,339	\$150,000
Texas Barcode Systems	\$331,930	\$236,613	\$182,967	\$150,000
AbeTech Bar Code Solutio..	\$324,416	\$295,092	\$179,675	\$150,000
Barcodeing Inc USA	\$299,999	\$253,807	\$228,058	\$150,000
SoftwareOne	\$274,528	\$262,242	\$201,412	\$150,000
Integrated Productivity S..	\$273,855	\$171,417	\$173,473	\$150,000
Bristol Myers Squibb - Ne..	\$241,564	\$200,000	\$150,000	\$150,000
Paragon Print Systems/B..	\$233,997	\$228,597	\$191,243	\$150,000
POSDATA Group, Inc.	\$224,109	\$173,817	\$189,791	\$150,000
Ahearn & Soper Inc.	\$219,945	\$172,653	\$156,320	\$150,000
Aspen Systems, Inc.	\$213,013	\$181,666	\$105,333	\$150,000
BCC Distribution	\$203,906	\$169,935	\$138,226	\$150,000
Moredirect, Inc.	\$203,903	\$172,306	\$107,109	\$150,000
Koerber Supply Chain Syd..	\$188,147	\$1,737	\$150,000	\$150,000
Atlas RFID Solutions	\$186,655	\$244,965	\$146,732	\$150,000
Redline Solutions US	\$181,546	\$179,102	\$161,100	\$150,000
TECSYS	\$179,801	\$18,200	\$150,000	\$150,000
QTE Solutions	\$173,985	\$144,989	\$123,491	\$150,000
Zones Inc.	\$170,295	\$121,151	\$65,837	\$150,000
Cal-Sierra Technologies	\$169,833	\$148,916	\$166,078	\$150,000
Caterpillar, Inc.	\$167,518	\$80,121	\$84,328	\$150,000
Covington Barcoding, Inc.	\$163,436	\$166,608	\$195,503	\$150,000
SoftChoice Corporation	\$157,669	\$118,111	\$158,860	\$150,000
Dell USA LP	\$153,473	\$125,541	\$150,000	\$150,000
ULINE	\$148,086	\$101,679	\$137,653	\$150,000