

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

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

Tableau  
TipsReseller  
Geography:Business Unit  
Americas (USD)Reseller Territory  
AllReseller Owner  
AllReseller Type  
All

Date:

Invoice Date  
1/1/2020 12:00:00 AM to 12/31/2023Include Current Quarter & Month?  
Include current qtr in full

Product:

Products In Sales Goal  
Goal ProductsEdition  
AllProduct Group  
AllProduct Sub Group  
AllGraph  
Customizations:Display Main Graph by  
Business UnitBU / Territory  
AmericasTerritory(s) Included  
\*Select to filter page results

Americas

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

Product Group

License  
Maintenance  
Support  
Subscription  
OEM: BarTender  
OEM: Printer Drivers

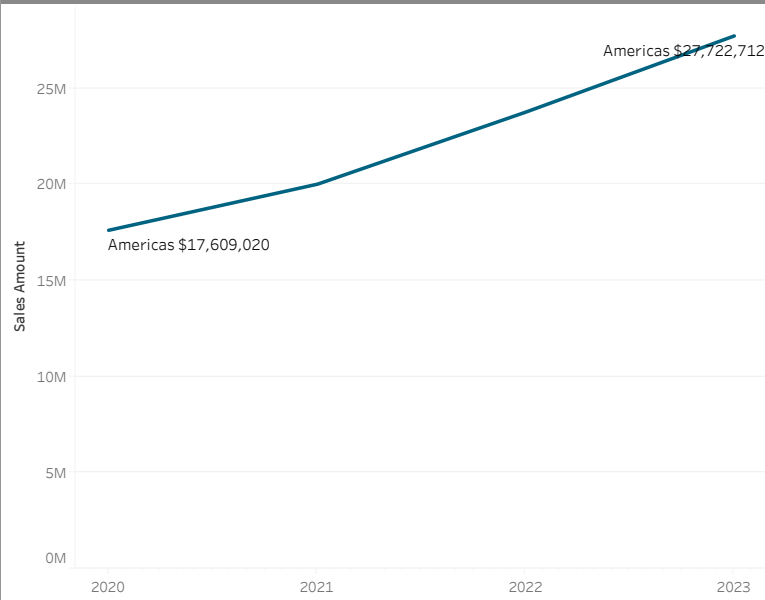
BU/Group: Americas (USD); Owner: All; Reseller Territory(s): All Listed or Selected in Table: All

Products: Goal Products Editions: All; Group: All; Sub Group: All

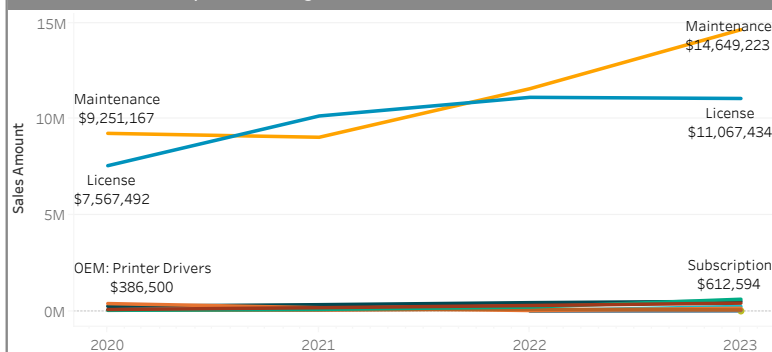
Generated: PT 12/5/2023 5:35:35 AM Period: Include current qtr in full Report Actions filter existing results

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