



latentview

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# Sales Revenue Dashboard Using Power BI

Overview

Behavioral Performance

Advanced Analysis

Data Table



# Overview

9.17M

Sum of Gross Revenue

7.04M

Sum of NET REVENUE

REGION

All

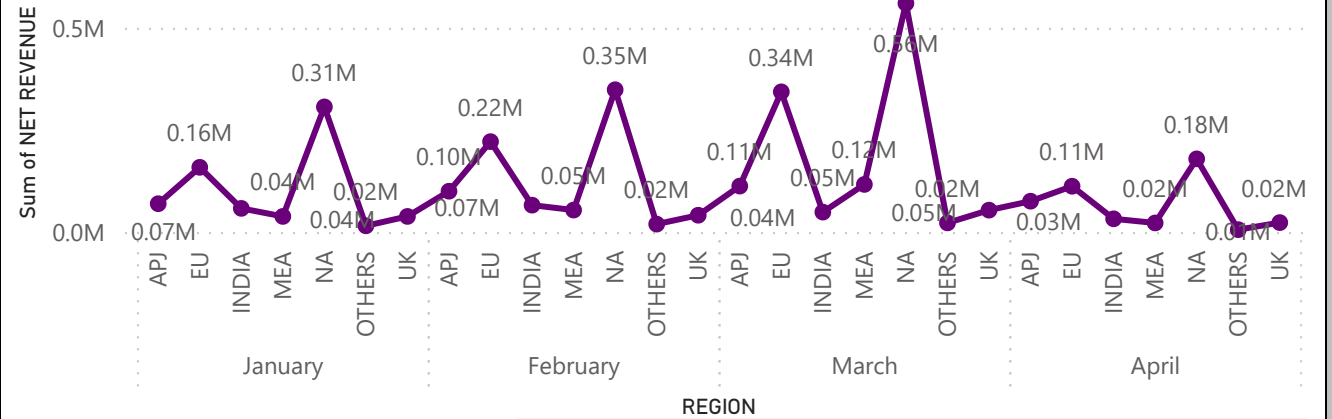
Month

All

498.06K...

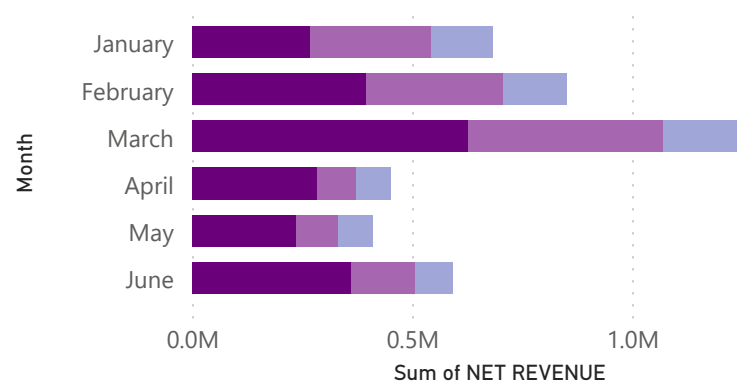
Discount%

Sum of NET REVENUE by Month and REGION

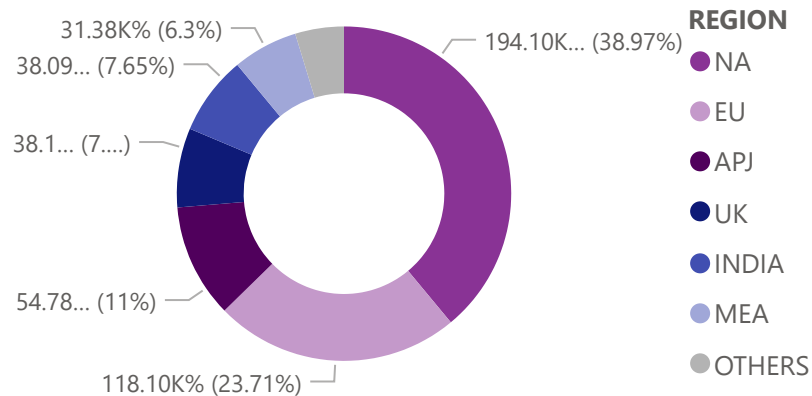


Sum of NET REVENUE by Month and PLAN\_NAME

PLAN\_NAME ● LARGE BUSINESS ● Medium Business ● SMALL BUSINESS



Discount% by REGION



Sum of Gross Revenue by REGION





Gross Revenue

498.06K%

Discount%

Quarter, Month

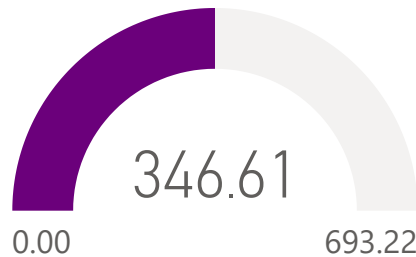
Qtr 1

Qtr 2

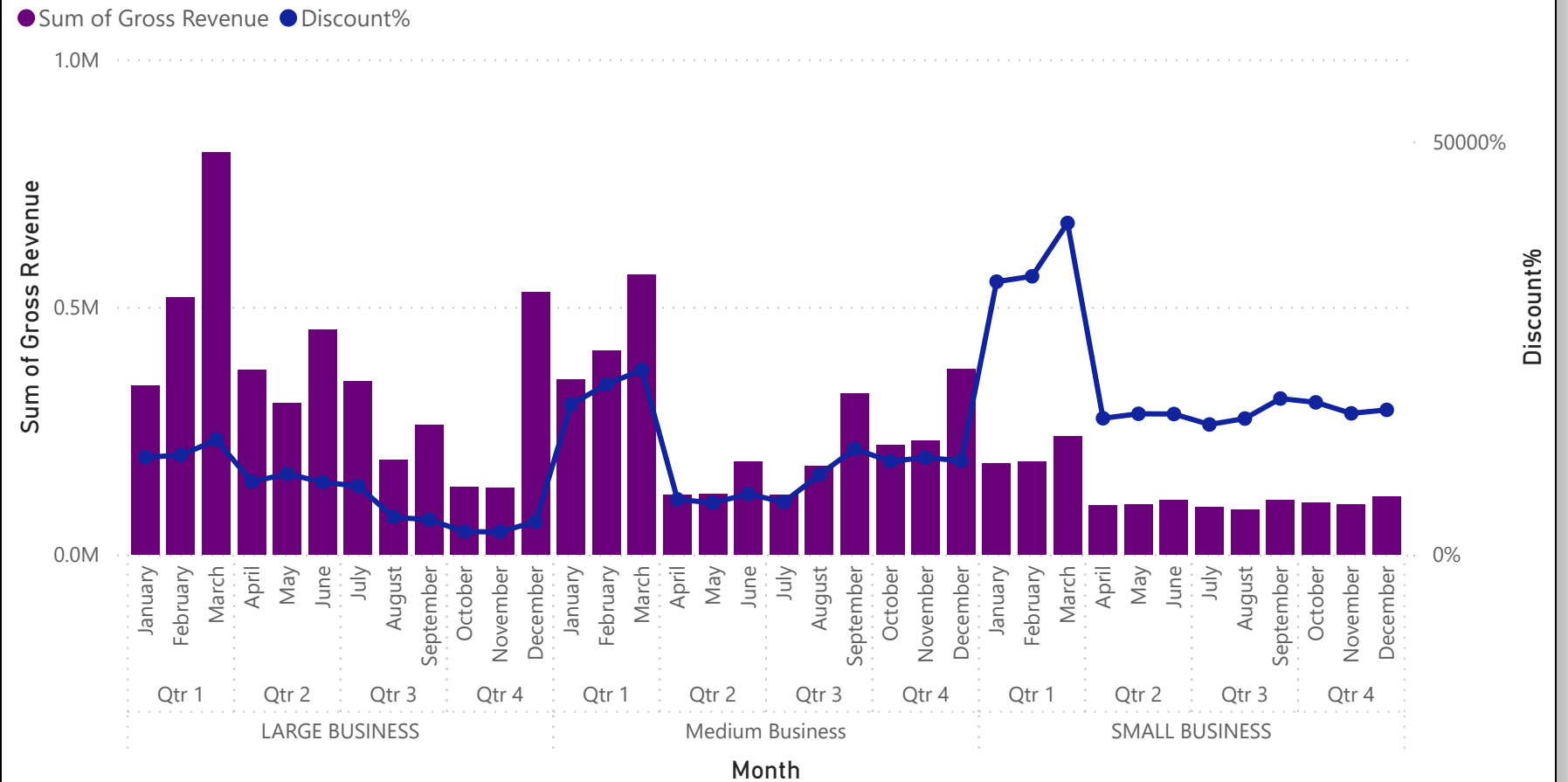
Qtr 3

Qtr 4

Average of Gross Revenue

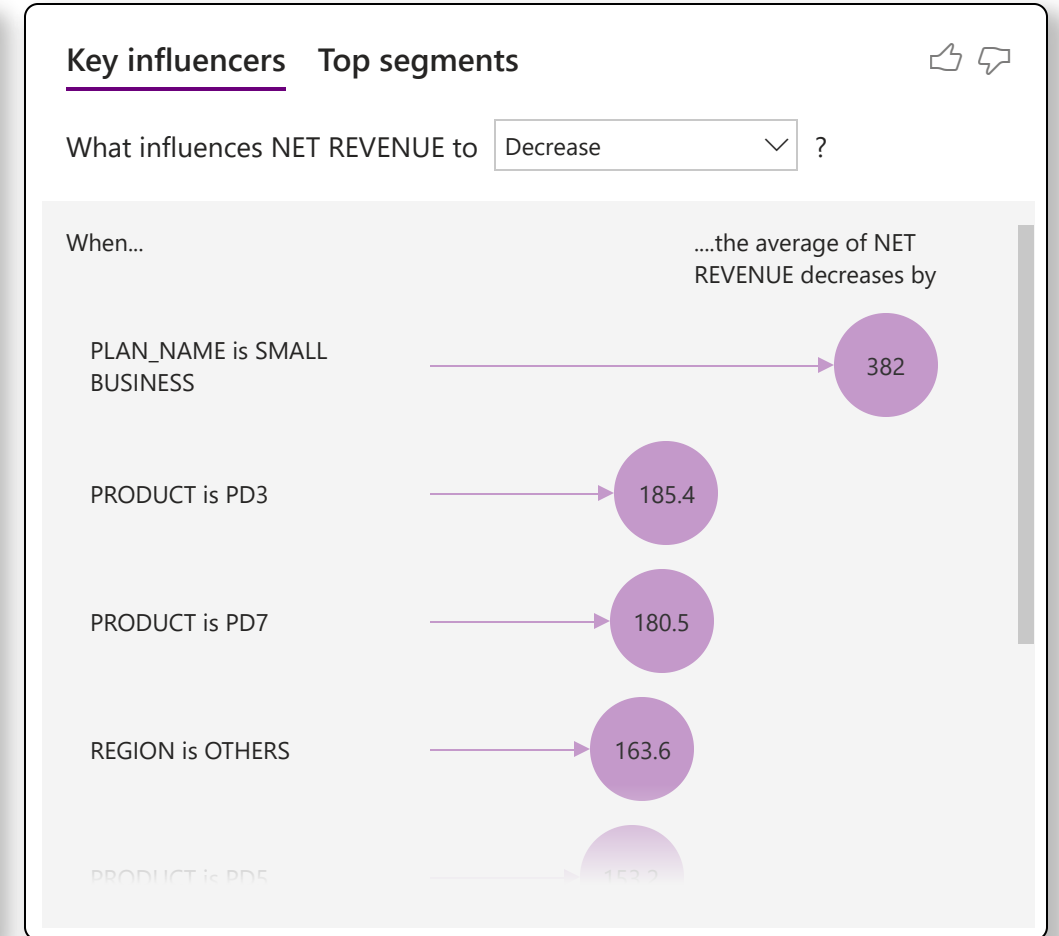
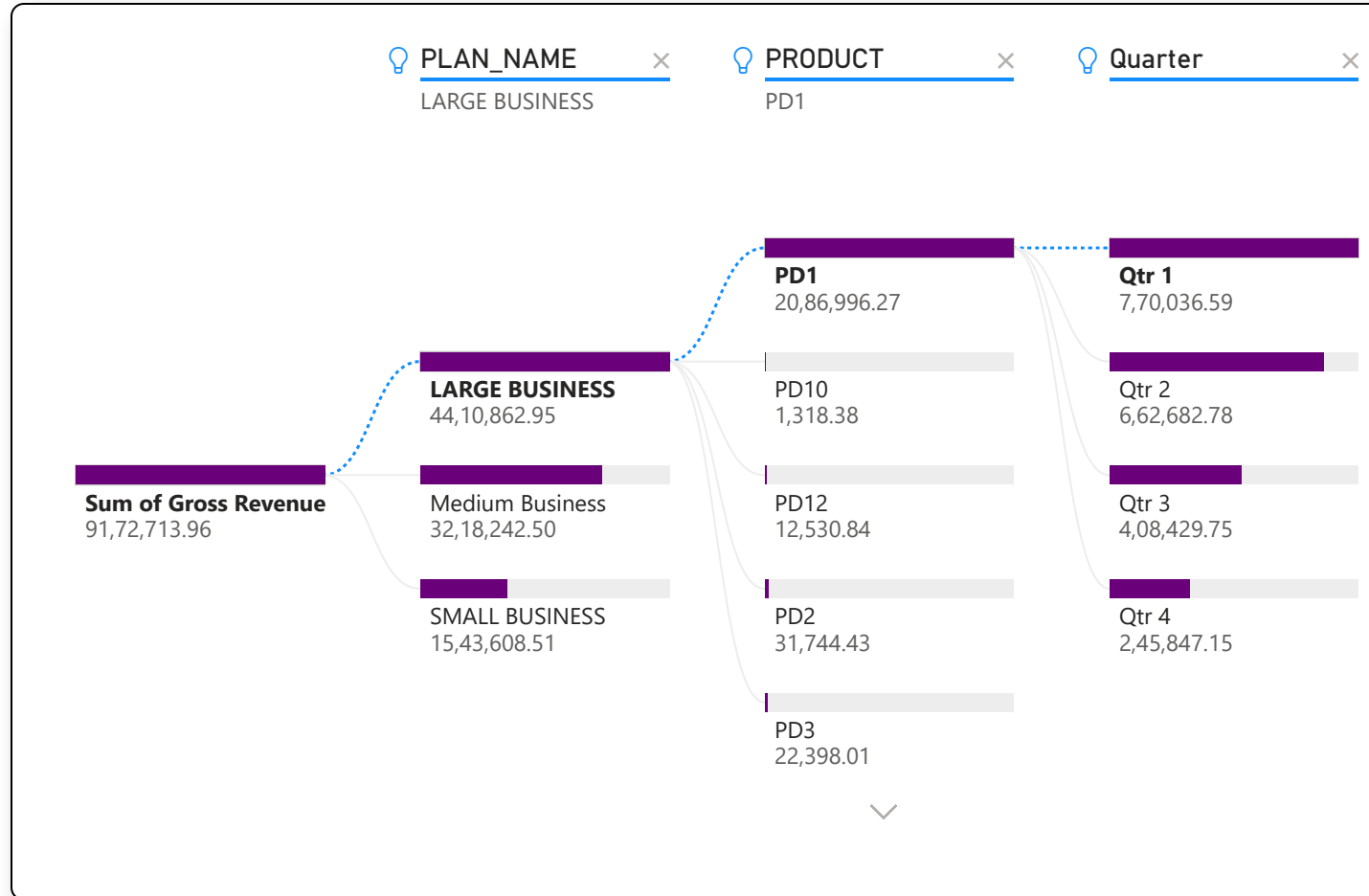


Sum of Gross Revenue and Discount% by Plan Type, Quarter and Month





# Advanced Analysis



## Summary

NET REVENUE Decreased the most (by 374.18) when PLAN\_NAME was SMALL BUSINESS. 5 other factors also caused NET REVENUE to Decrease, explore them in the key influencers visual.



# Conclusion

Customer ID	PLAN_NAME	PRODUCT	REGION	Year	Quarter	Month	Gross Revenue	NET REVENUE	Discount%
Cust1	Medium Business	PD4	NA	2021	Qtr 3	July	409.41	307.06	25.00%
	Medium Business	PD1	NA	2022	Qtr 1	February	404.11	295.00	27.00%
Cust10	SMALL BUSINESS	PD5	NA	2021	Qtr 4	December	43.33	39.00	10.00%
Cust100	Medium Business	PD1	NA	2021	Qtr 2	May	486.49	180.00	63.00%
Cust10003	LARGE BUSINESS	PD3	NA	2021	Qtr 2	June	146.07	130.00	11.00%
Cust10006	Medium Business	PD4	NA	2021	Qtr 4	November	61.04	47.00	23.00%
Cust10012	SMALL BUSINESS	PD1	NA	2021	Qtr 1	January	25.00	19.00	24.00%
Cust10017	LARGE BUSINESS	PD6	NA	2021	Qtr 4	October	1,842.81	1,289.97	30.00%
Cust10024	SMALL BUSINESS	PD6	NA	2021	Qtr 2	June	75.32	58.00	23.00%
Cust10026	Medium Business	PD6	NA	2021	Qtr 2	June	2,408.15	1,107.75	54.00%
Cust10028	SMALL BUSINESS	PD1	NA	2021	Qtr 2	June	202.67	152.00	25.00%
Cust10030	SMALL BUSINESS	PD1	NA	2021	Qtr 3	August	15.00	15.00	0.00%
Total							194096.00%		

## Question & Answers



Preparing Q&A

Trend and Forecasting for Gross Revenue

