

Presented by Priyanka Fonia

A data science and Business Analytics Intern at:

The Sparks Foundation



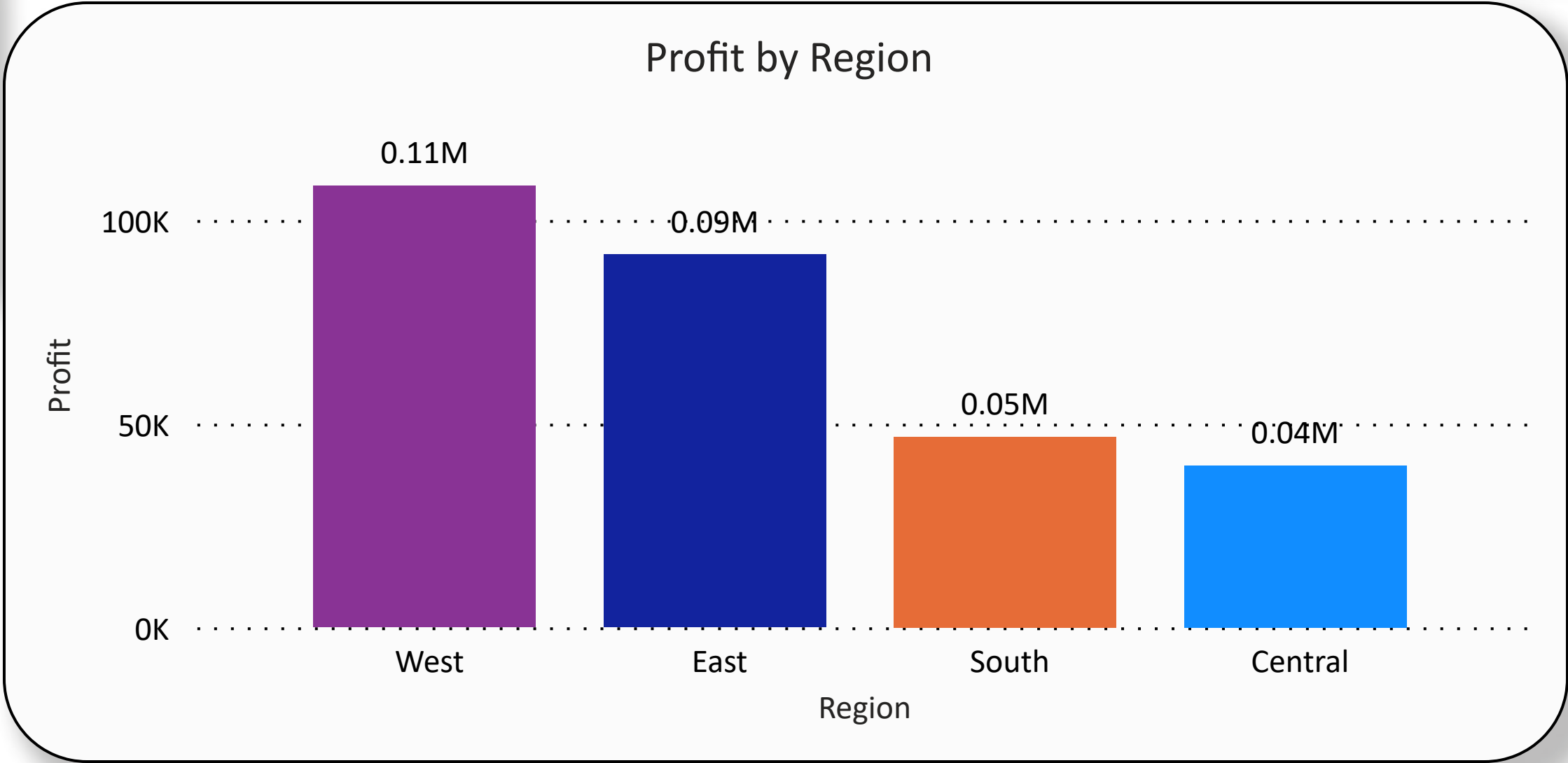
#GRIPMAR2021

Profit and Sales distribution by Region
Country: United States of America

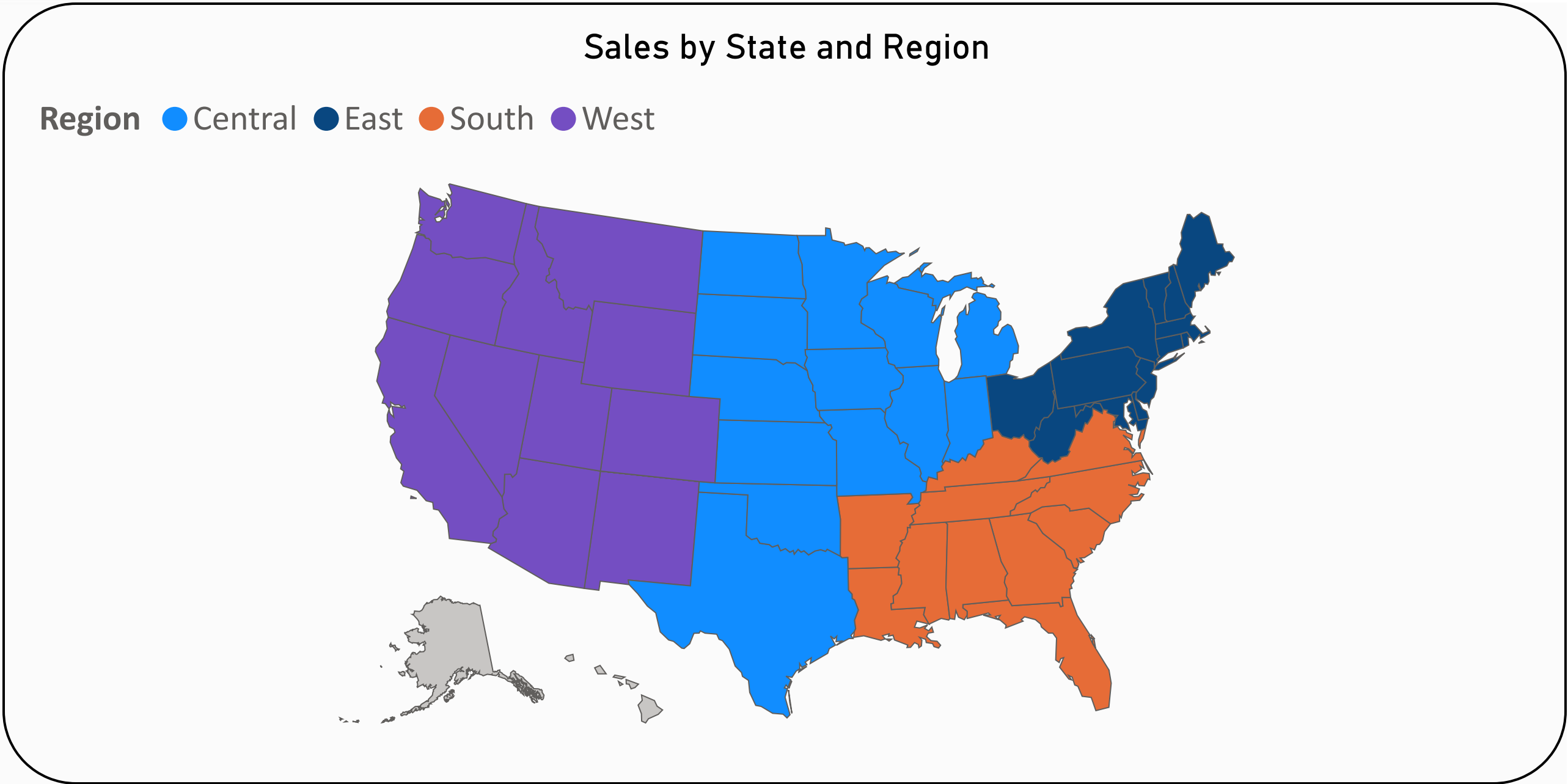
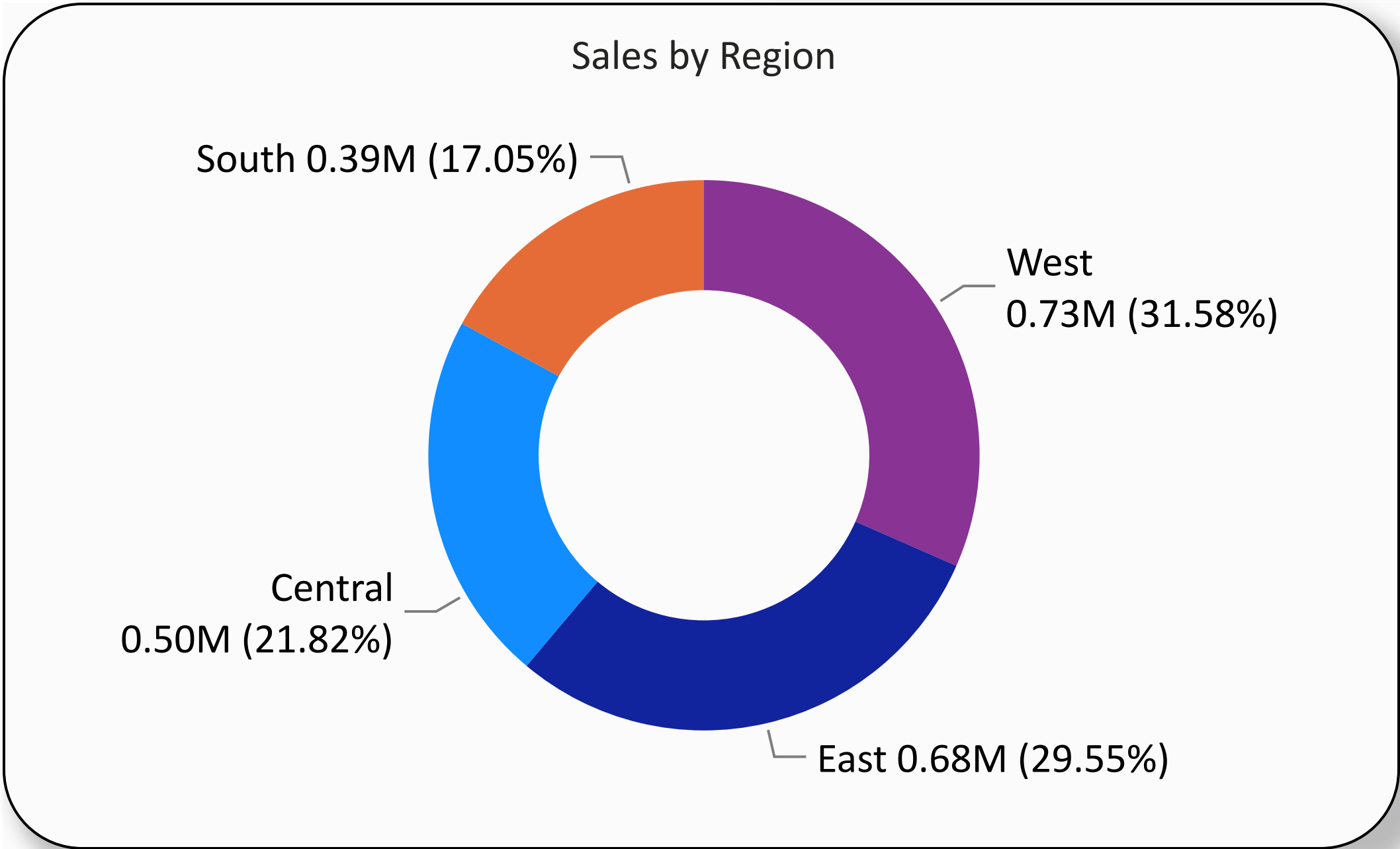
Region

Select all East West

Central South



Region	Sales	Profit	Profit percentage
West	725457.82	108,418.45	37.86
East	678781.24	91,522.78	31.96
South	391721.91	46,749.43	16.32
Central	501239.89	39,706.36	13.86
Total	2297200.86	286,397.02	100.00



Furniture

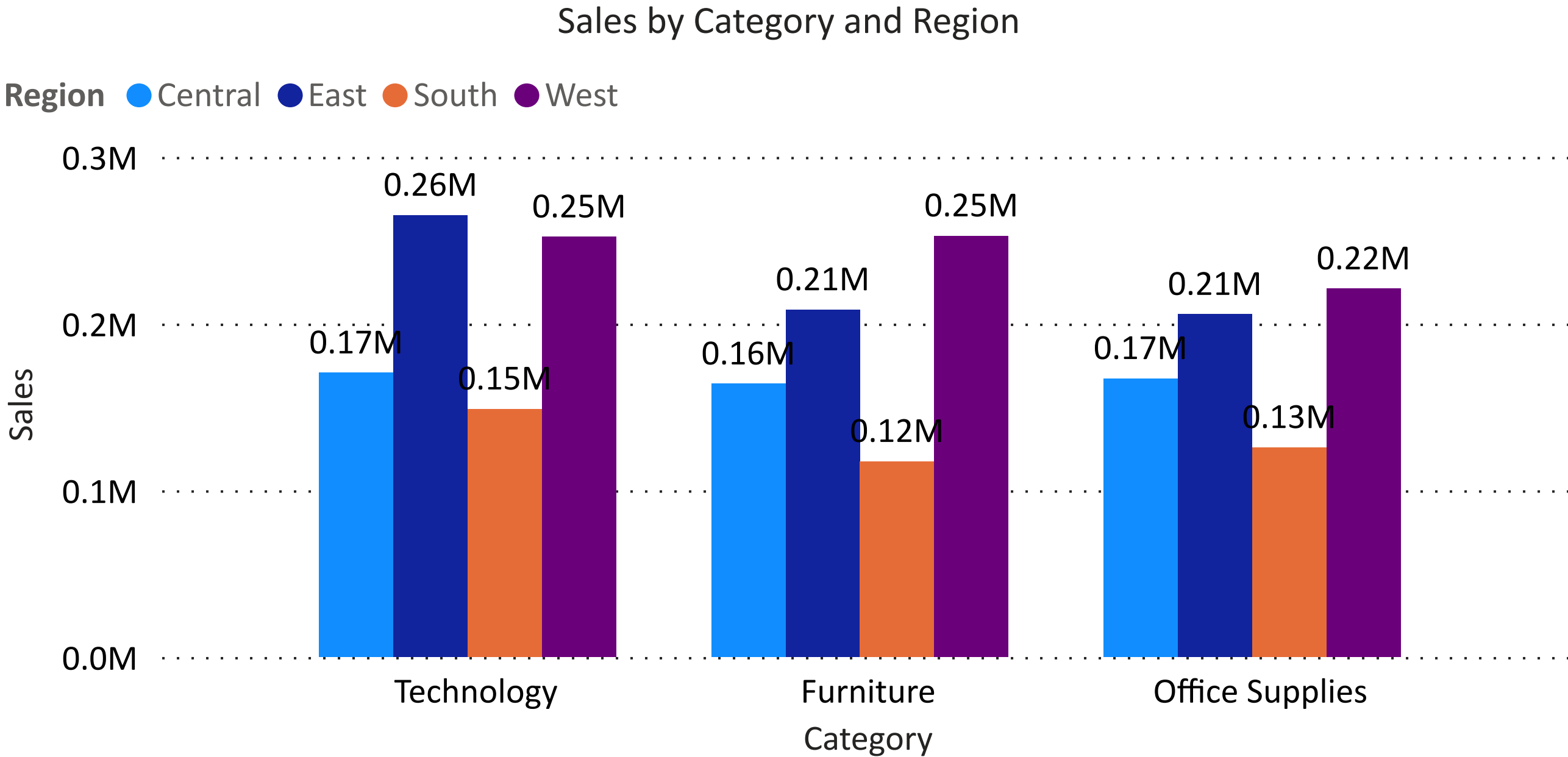
Category

2.30M

Sales

Category	Sales
Technology	836154.03
East	264973.98
West	251991.83
Central	170416.31
South	148771.91
Furniture	741999.80
West	252612.74
East	208291.20
Central	163797.16
South	117298.68
Office Supplies	719047.03
West	220853.25
East	205516.06
Central	167026.42
South	125651.31
Total	2297200.86

Sales Distribution by Category and Region



Category

Select all

Office Supplies

Furniture

Technology

Region

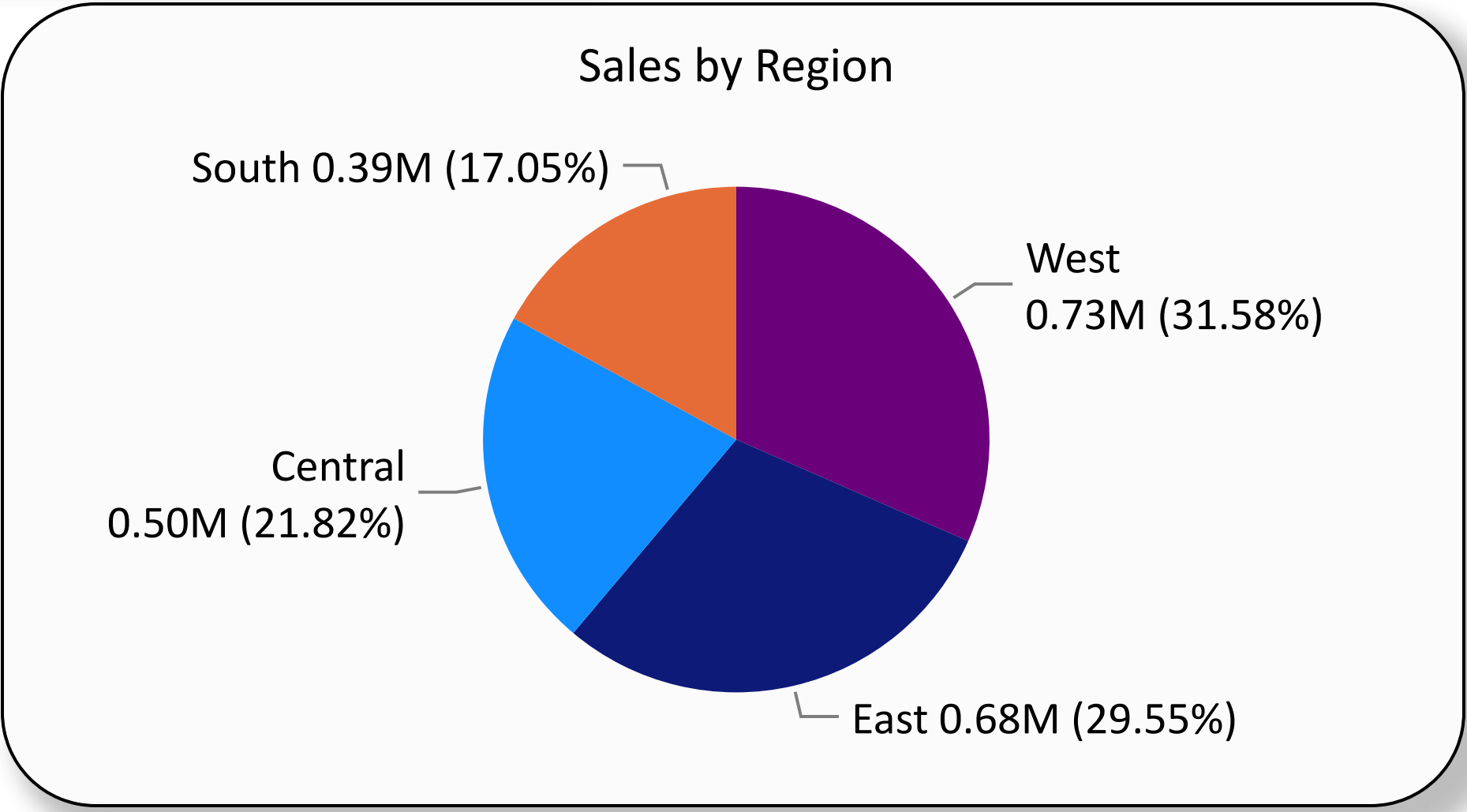
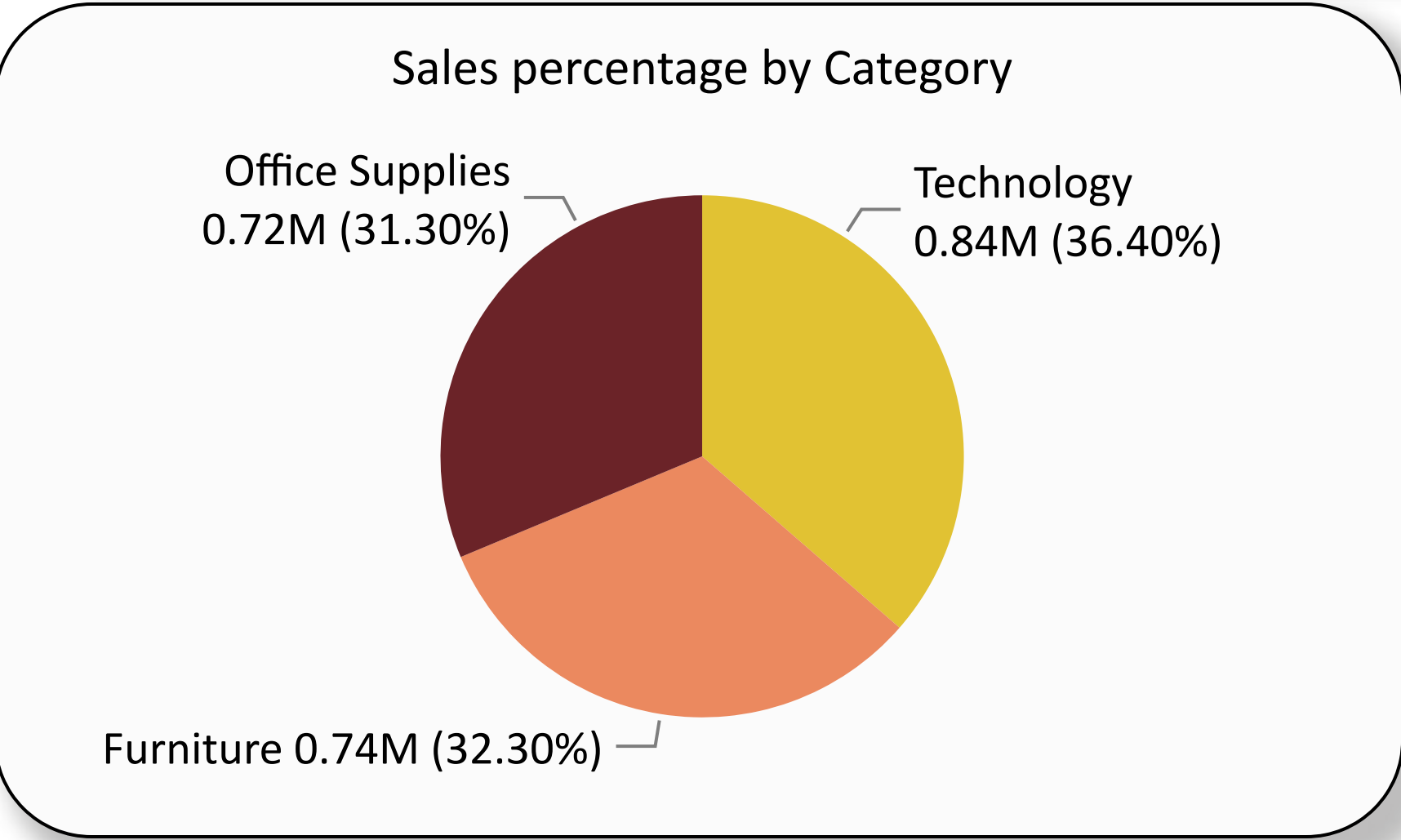
Select all

East

West

Central

South



Select Region

- ☐ Central
- ☐ East
- ☐ South
- ☐ West

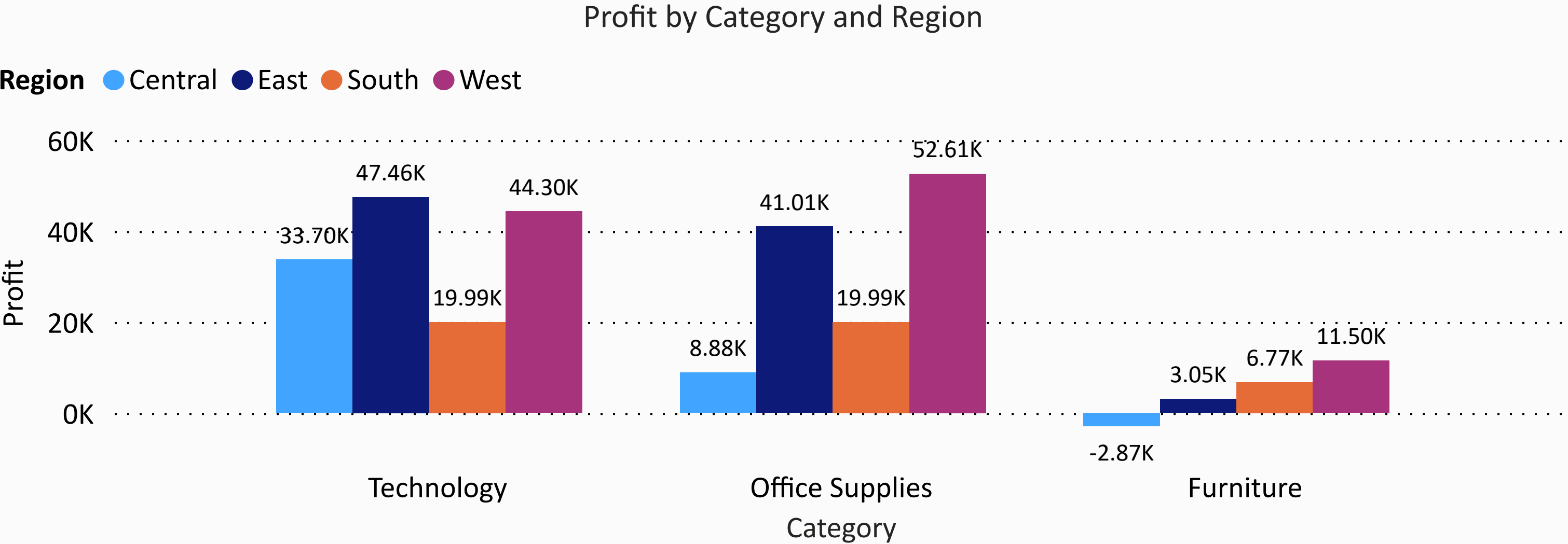
Select Category

- ☐ Furniture
- ☐ Office Supplies
- ☐ Technology

Profit distribution by Region and Category

100.00

Profit percentage



Region	Profit
<div>West</div>	108,418.45
Office Supplies	52,609.85
Technology	44,303.65
Furniture	11,504.95
<div>East</div>	91,522.78
Technology	47,462.04
Office Supplies	41,014.58
Furniture	3,046.17
<div>South</div>	46,749.43
Technology	19,991.83
Office Supplies	19,986.39
Furniture	6,771.21
<div>Central</div>	39,706.36
Technology	33,697.43
Office Supplies	8,879.98
Furniture	-2,871.05
Total	286,397.02

Profit by Category

Furniture 18.451K (6.44%)

Office Supplies
122.491K (42.77%)

Technology
145.455K (50.79%)

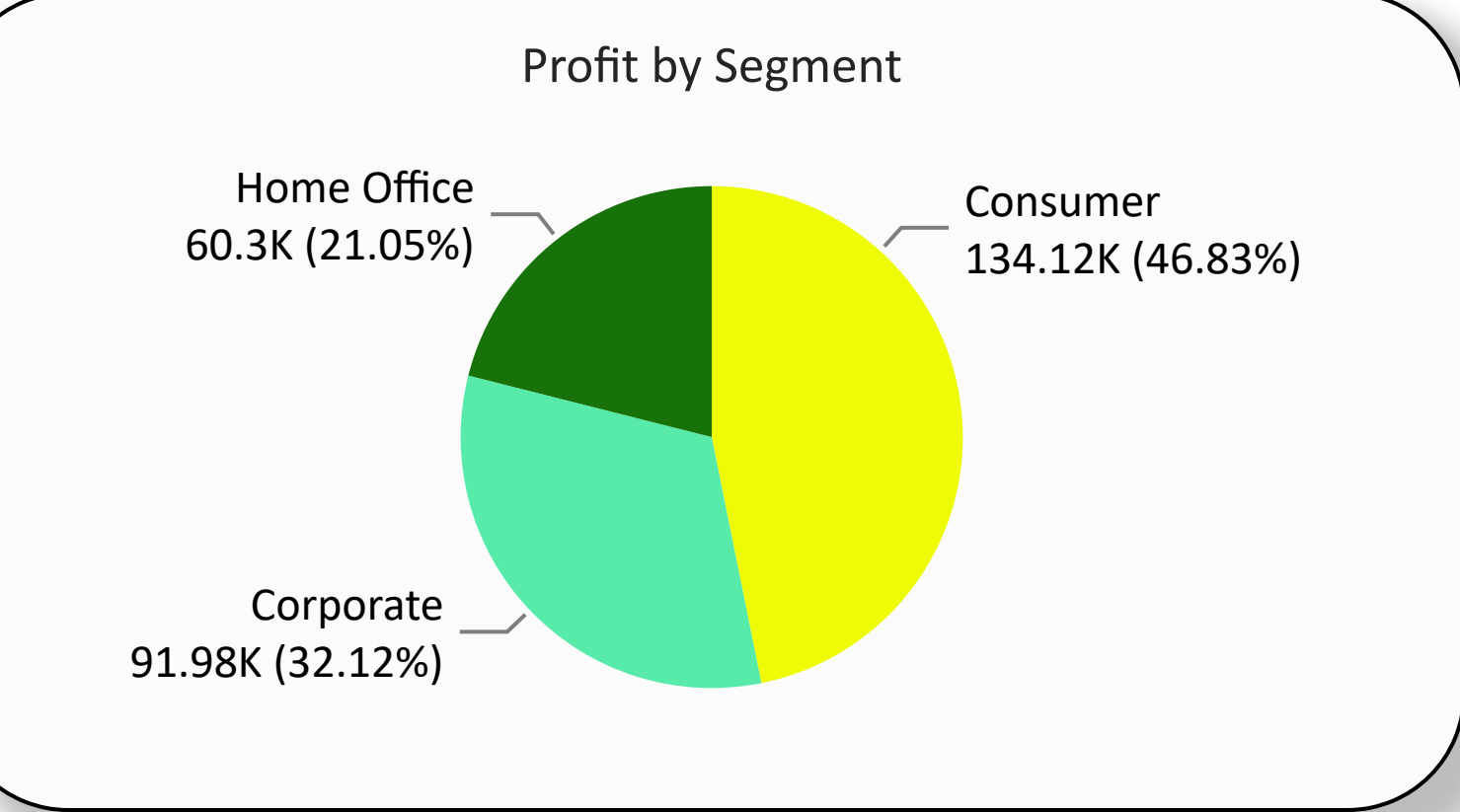
Profit by Region

Central 39.71K (13.86%)

South
46.75K (16.32%)

East 91.52K (31.96%)

West
108.42K (37.86%)



Sales and Profit distribution by Sub-Category and Segment

Sub-Category

All

Select Segment

All

2.30M

Sales

286.40K

Profit

100.00

Profit percentage

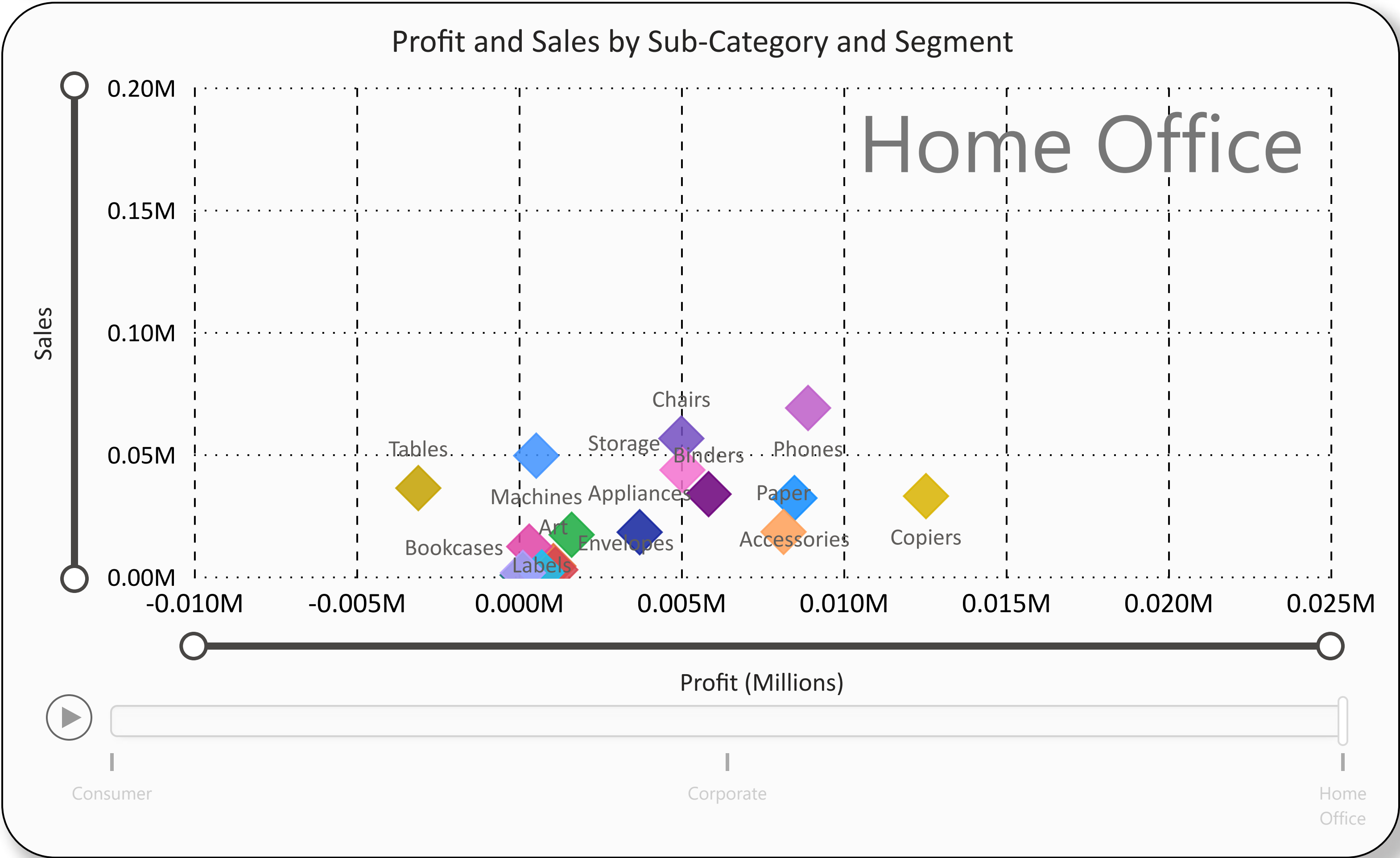
Consumer

Segment

Accessories

Sub-Category

Sub-Category	Sales	Profit	Profit percentage
Copiers	149528.03	55,617.82	19.42
Phones	330007.05	44,515.73	15.54
Accessories	167380.32	41,936.64	14.64
Paper	78479.21	34,053.57	11.89
Binders	203412.73	30,221.76	10.55
Chairs	328449.10	26,590.17	9.28
Storage	223843.61	21,278.83	7.43
Appliances	107532.16	18,138.01	6.33
Furnishings	91705.16	13,059.14	4.56
Envelopes	16476.40	6,964.18	2.43
Art	27118.79	6,527.79	2.28
Labels	12486.31	5,546.25	1.94
Machines	189238.63	3,384.76	1.18
Total	2297200.86	286,397.02	100.00



State	Sales	Profit
North Dakota	919.91	230.15
West Virginia	1209.82	185.92
Maine	1270.53	454.49
South Dakota	1315.56	394.83
Wyoming	1603.14	100.20
District of Columbia	2865.02	1,059.59
Kansas	2914.31	836.44
Idaho	4382.49	826.72
Iowa	4579.76	1,183.81
New Mexico	4783.52	1,157.12
Montana	5589.35	1,833.33
New Hampshire	7292.52	1,706.50
Nebraska	7464.93	2,037.09
South Carolina	8481.71	1,769.06
Vermont	8929.37	2,244.98
Louisiana	9217.03	2,196.10
Mississippi	10771.34	3,172.98
Utah	11220.06	2,546.53
Arkansas	11678.13	4,008.69
Connecticut	13384.36	3,511.49
Nevada	16729.10	3,316.77
Oregon	17431.15	-1,190.47
Alabama	19510.64	5,786.83
Oklahoma	19682.38	4,852.86
Total	2297200.86	286,397.02

Sales distribution by State

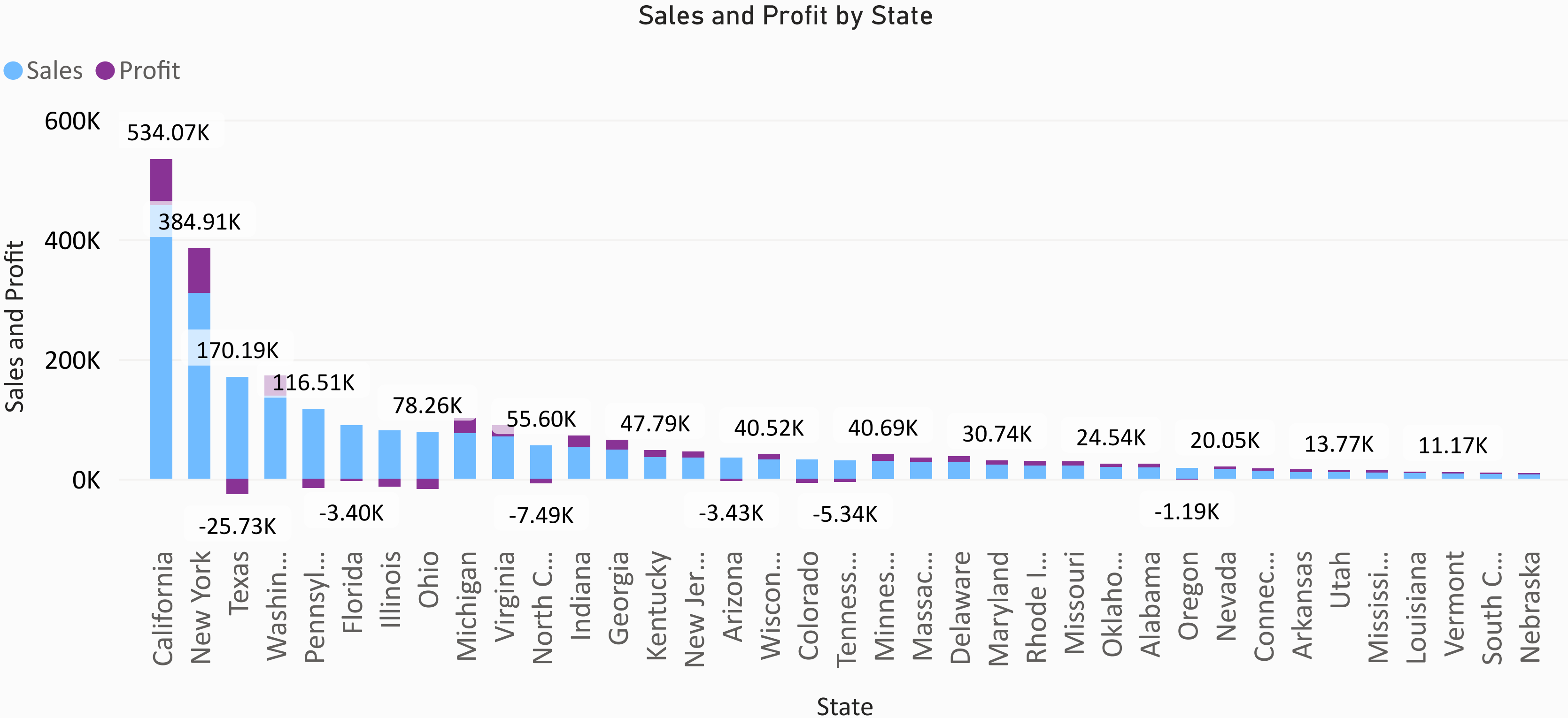
City

Search

Select all

Aberdeen

Abilene



Wyoming

State

2297.20K

Sales

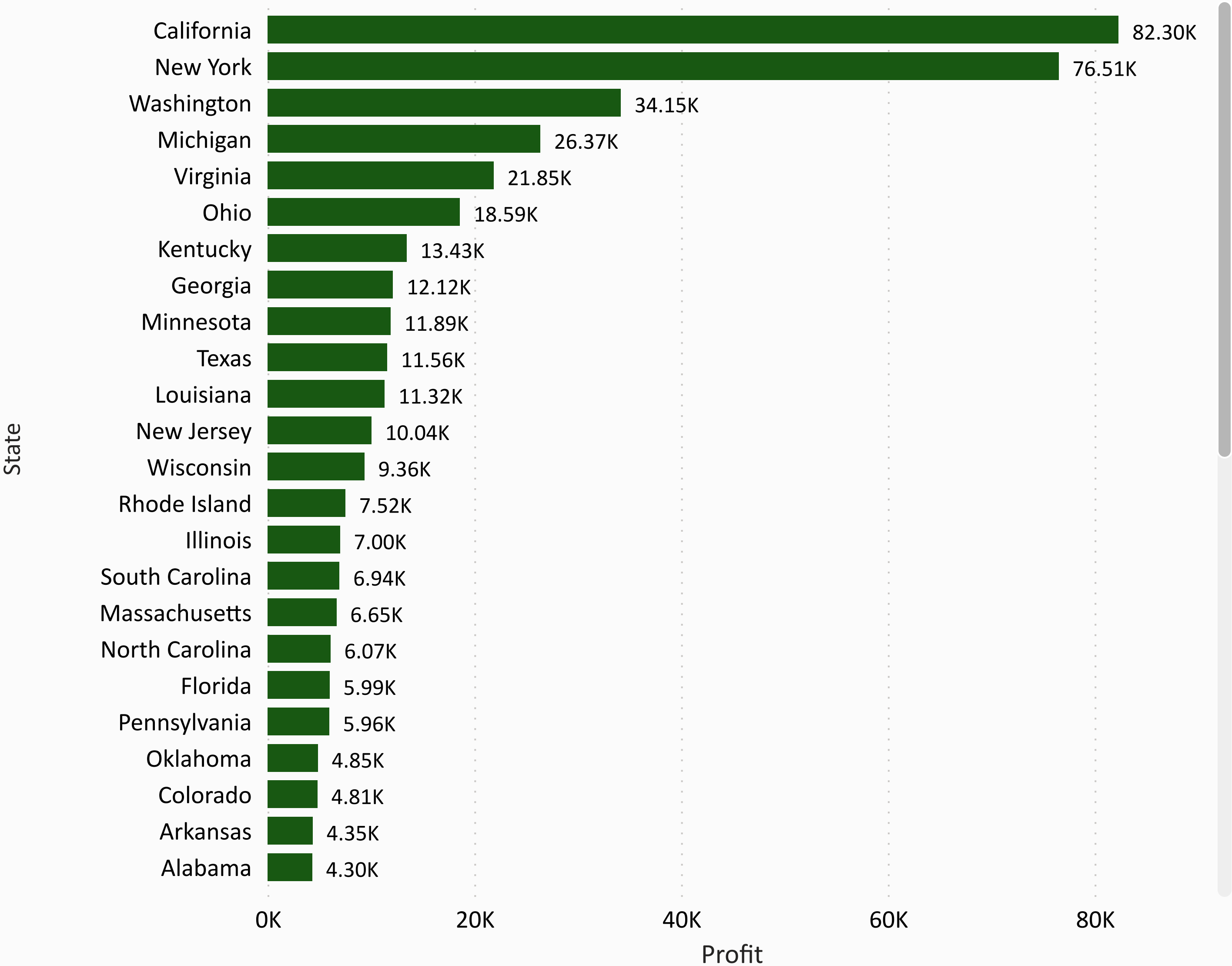
286.40K

Profit

City	State	Profit
Aberdeen	South Dakota	6.63
Akron	Ohio	172.93
Albuquerque	New Mexico	639.78
Alexandria	Virginia	318.62
Allen	Texas	5.38
Allentown	Pennsylvania	23.01
Altoona	Pennsylvania	2.20
Amarillo	Texas	119.74
Anaheim	California	1265.85
Andover	Massachusetts	124.19
Ann Arbor	Michigan	228.92
Antioch	California	9.33
Apopka	Florida	85.06
Apple Valley	Minnesota	292.59
Appleton	Wisconsin	554.77
Arlington	Virginia	4817.97
Arlington Heights	Illinois	1.23
Arvada	Colorado	59.86
Asheville	North Carolina	94.04
Athens	Georgia	479.32
Atlanta	Georgia	6993.66
Atlantic City	New Jersey	11.68
Auburn	New York	734.92
Aurora	Colorado	714.12
Austin	Texas	695.62
Avondale	Arizona	92.78
Bakersfield	California	201.72
Baltimore	Maryland	1700.14
Total		442528.31

Profitable Sates

Profit by State



- State
-
- ☐

Select all
- ☐

Alabama
- ☐

Arizona
- ☐

Arkansas
- ☐

California
- ☐

Colorado
- ☐

Connecticut
- ☐

Delaware
- ☐

District of Colum...
- ☐

Florida
- ☐

Georgia
- ☐

Idaho
- ☐

Illinois
- ☐

Indiana
- ☐

Iowa
- ☐

Kansas
- ☐

Kentucky
- ☐

Louisiana
- ☐

Maine
- ☐

Maryland
- ☐

Massachusetts
- ☐

Michigan
- ☐

Minnesota
- ☐

Mississippi
- ☐

Missouri
- ☐

Montana
- ☐

Nebraska
- ☐

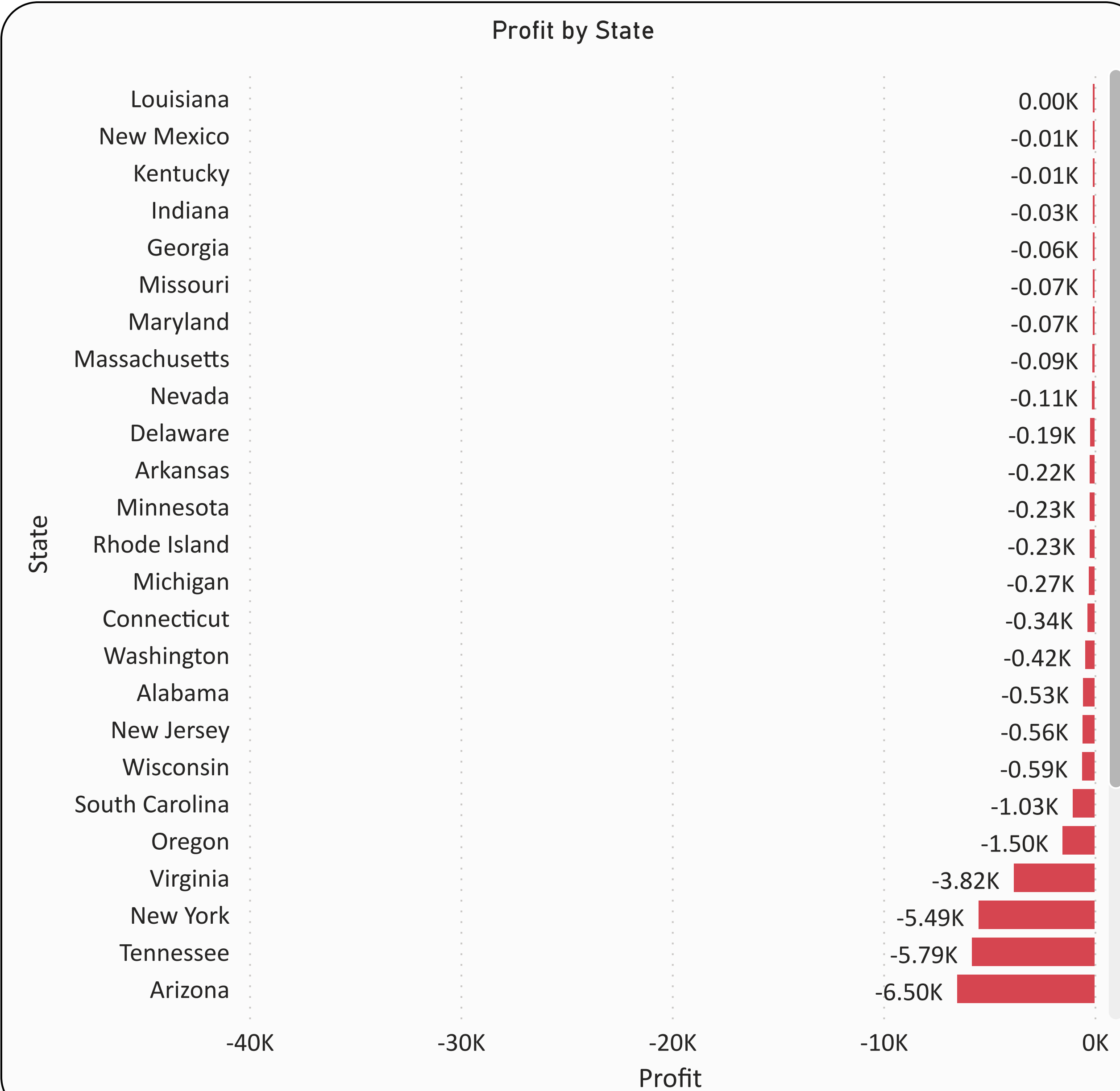
Nevada
- ☐

New Hampshire
- ☐

New Jersey

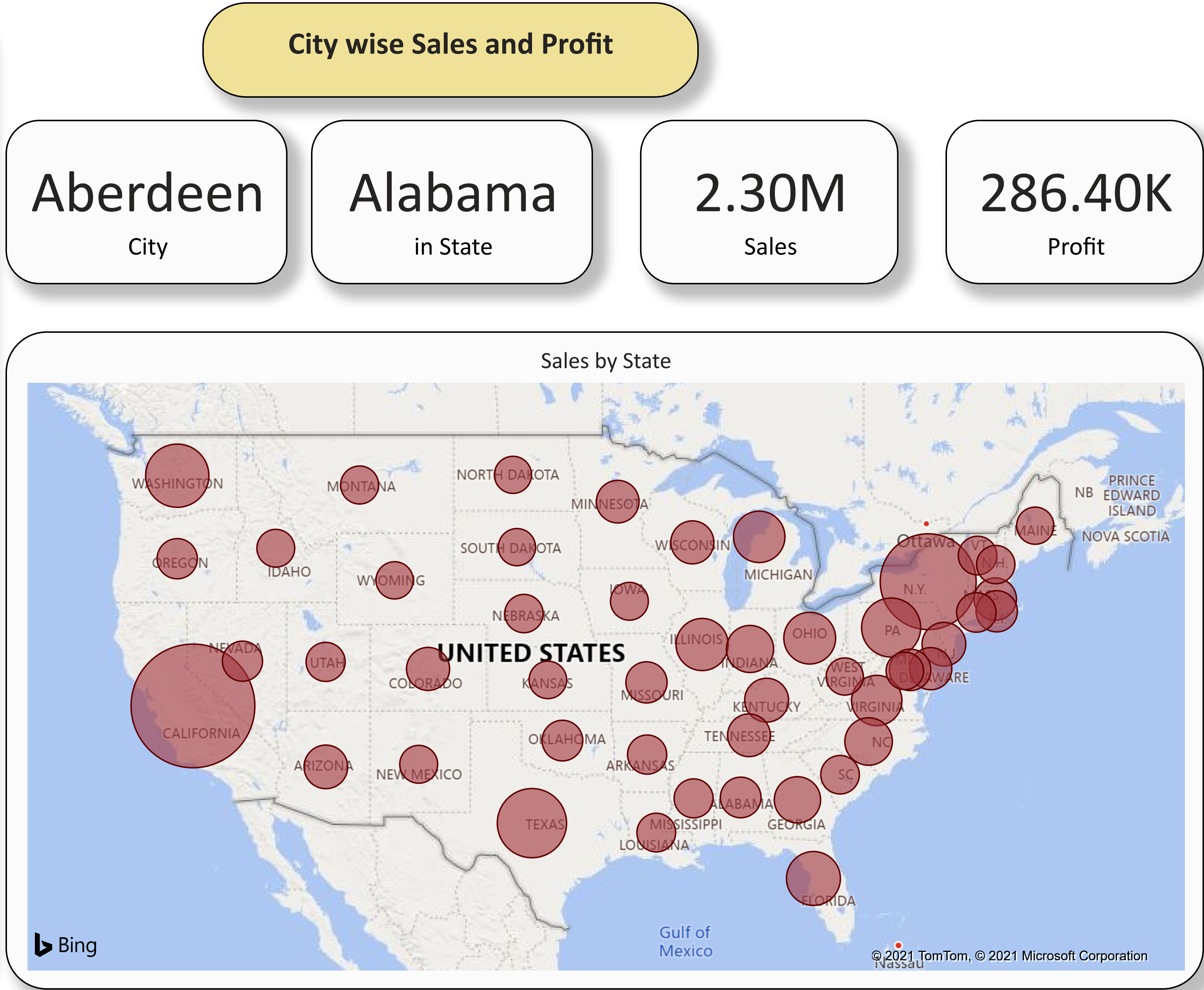
States with Loss

State	City	Profit▲
Pennsylvania	Philadelphia	-19590.74
Texas	Houston	-14785.37
Illinois	Chicago	-11120.63
Texas	San Antonio	-7831.03
California	Lancaster	-7632.49
North Carolina	Burlington	-5999.33
Texas	Dallas	-4208.52
Florida	Jacksonville	-4059.99
New York	New York City	-3966.02
Colorado	Louisville	-3694.10
Arizona	Phoenix	-3613.63
Colorado	Aurora	-3405.86
Ohio	Newark	-3176.80
Virginia	Springfield	-3168.22
Ohio	Columbus	-2017.89
North Carolina	Concord	-1886.61
Florida	Miami	-1885.68
North Carolina	Charlotte	-1770.67
Tennessee	Memphis	-1747.24
Illinois	Rockford	-1383.91
Ohio	Medina	-1356.40
California	San Francisco	-1341.77
Tennessee	Nashville	-1315.18
Colorado	Colorado Springs	-1308.72
Tennessee	Knoxville	-1270.78
Texas	Round Rock	-1225.06
Colorado	Denver	-1188.83
Total		-156131.29



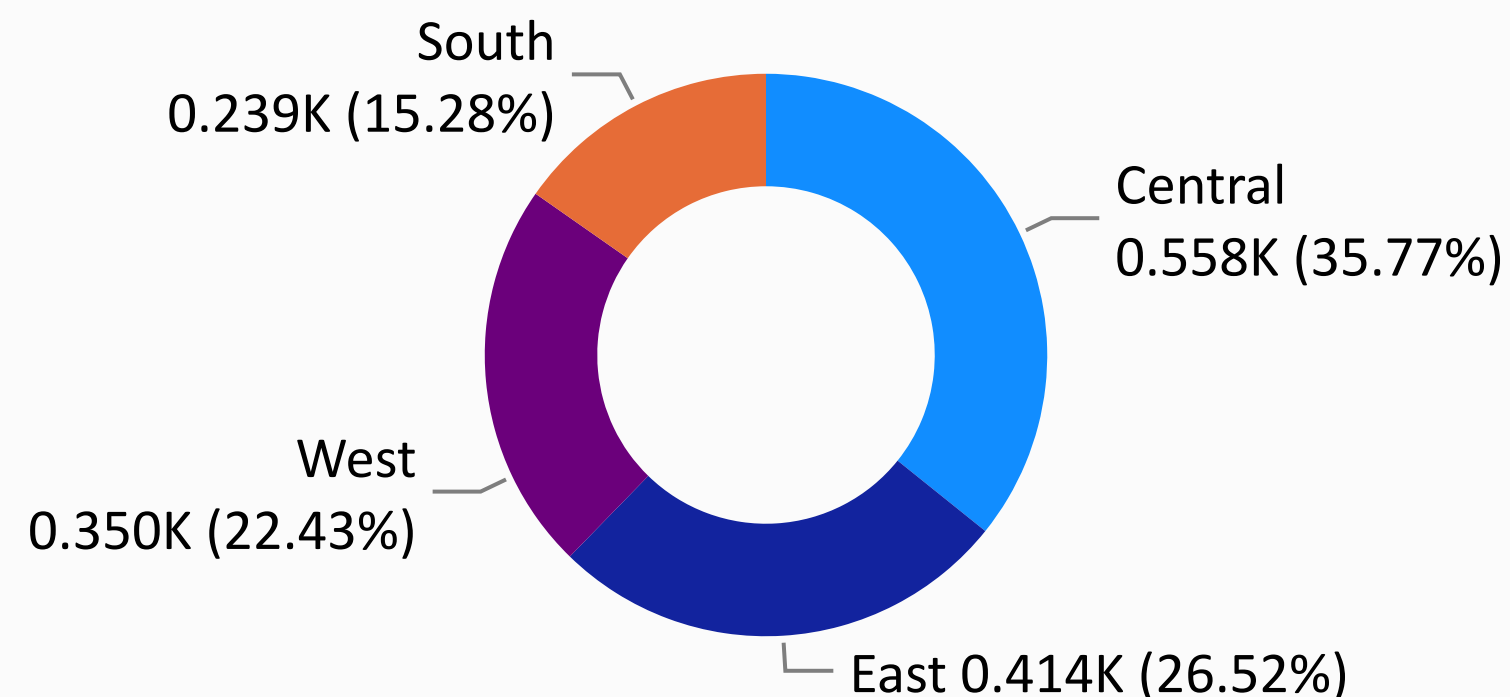
- Select State
- ☐ Select all
 - ☐ Alabama
 - ☐ Arizona
 - ☐ Arkansas
 - ☐ California
 - ☐ Colorado
 - ☐ Connecticut
 - ☐ Delaware
 - ☐ Florida
 - ☐ Georgia
 - ☐ Illinois
 - ☐ Indiana
 - ☐ Kentucky
 - ☐ Louisiana
 - ☐ Maryland
 - ☐ Massachusetts
 - ☐ Michigan
 - ☐ Minnesota
 - ☐ Missouri
 - ☐ Nevada
 - ☐ New Jersey
 - ☐ New Mexico
 - ☐ New York
 - ☐ North Carolina
 - ☐ Ohio
 - ☐ Oregon
 - ☐ Pennsylvania
 - ☐ Rhode Island
 - ☐ South Carolina
 - ☐ Tennessee
 - ☐ Texas

City	State	Sales	Profit
New York City	New York	256368.16	62,036.98
Los Angeles	California	175851.34	30,440.76
Seattle	Washington	119540.74	29,156.10
San Francisco	California	112669.09	17,507.39
Philadelphia	Pennsylvania	109077.01	-13,837.77
Houston	Texas	64504.76	-10,153.55
Chicago	Illinois	48539.54	-6,654.57
San Diego	California	47521.03	6,377.20
Detroit	Michigan	42446.94	13,181.79
Jacksonville	Florida	39133.33	-2,445.66
San Antonio	Texas	21843.53	-7,299.05
Newark	Delaware	20448.05	8,086.17
Dallas	Texas	20131.93	-2,846.53
Lafayette	Indiana	19630.45	8,976.10
Atlanta	Georgia	17197.84	6,993.66
Minneapolis	Minnesota	16870.54	6,824.58
Springfield	Virginia	16628.53	4,568.58
Providence	Rhode Island	15980.65	5,505.66
Columbus	Ohio	15900.79	-729.51
Henderson	Kentucky	15661.01	4,518.82
Jackson	Michigan	15420.04	5,525.20
Springfield	Missouri	15051.38	3,905.59
Lakewood	New Jersey	14852.04	3,526.67
Columbus	Georgia	14845.05	4,104.12
Arlington	Virginia	14366.76	4,424.09
Charlotte	North Carolina	13693.34	-429.78
Burlington	North Carolina	12681.28	-5,894.53
Denver	Colorado	12198.79	-244.92
Total		2297200.86	286,397.02





Dicount Percentage by Region



Discount and Quantity Distribution

286.40K

Profit

2.30M

Sales

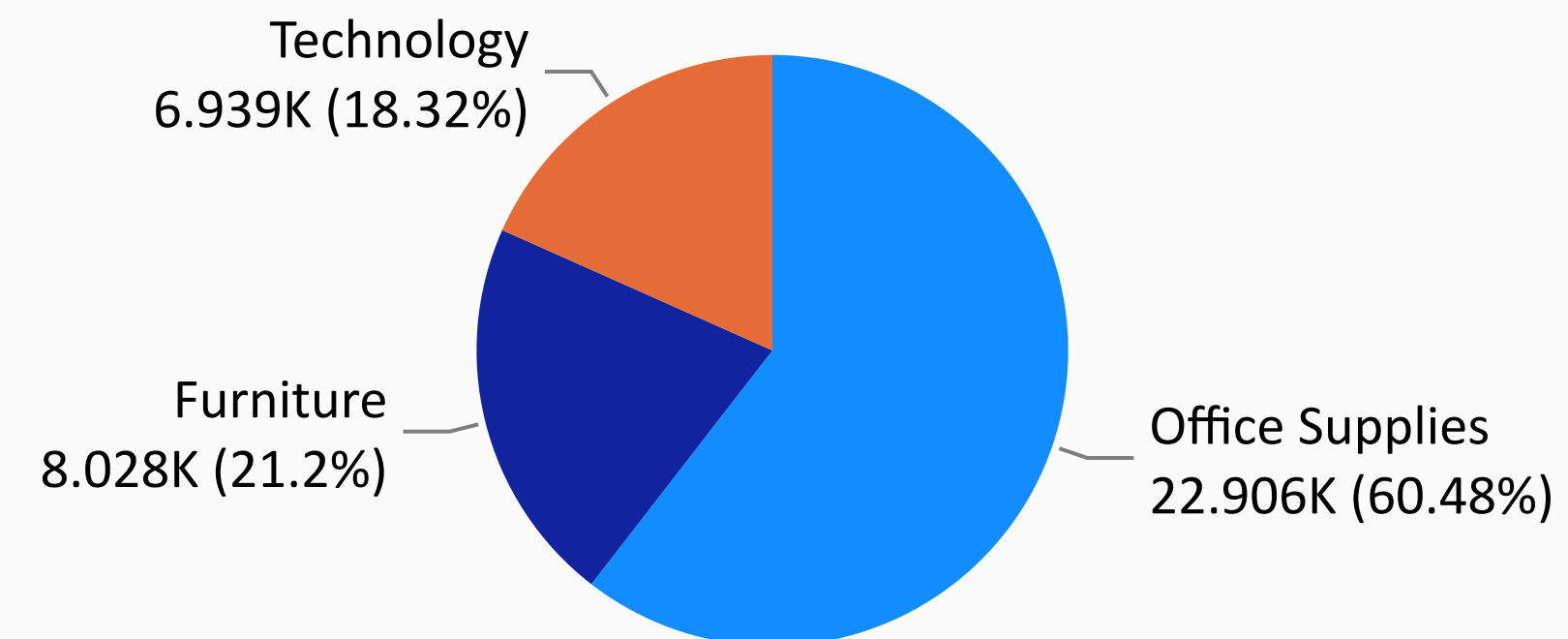
1.56K

Dicount

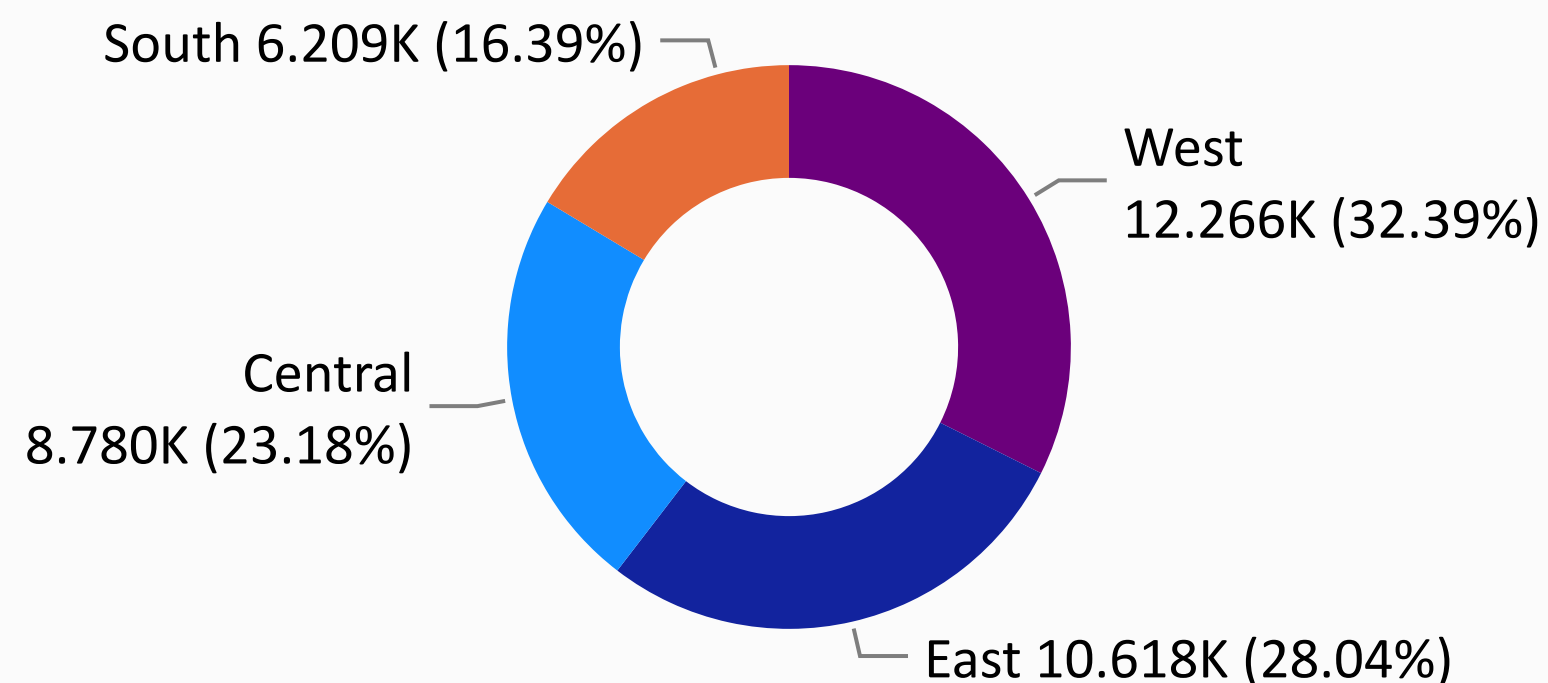
100.00

Profit percentage

Quantity by Category

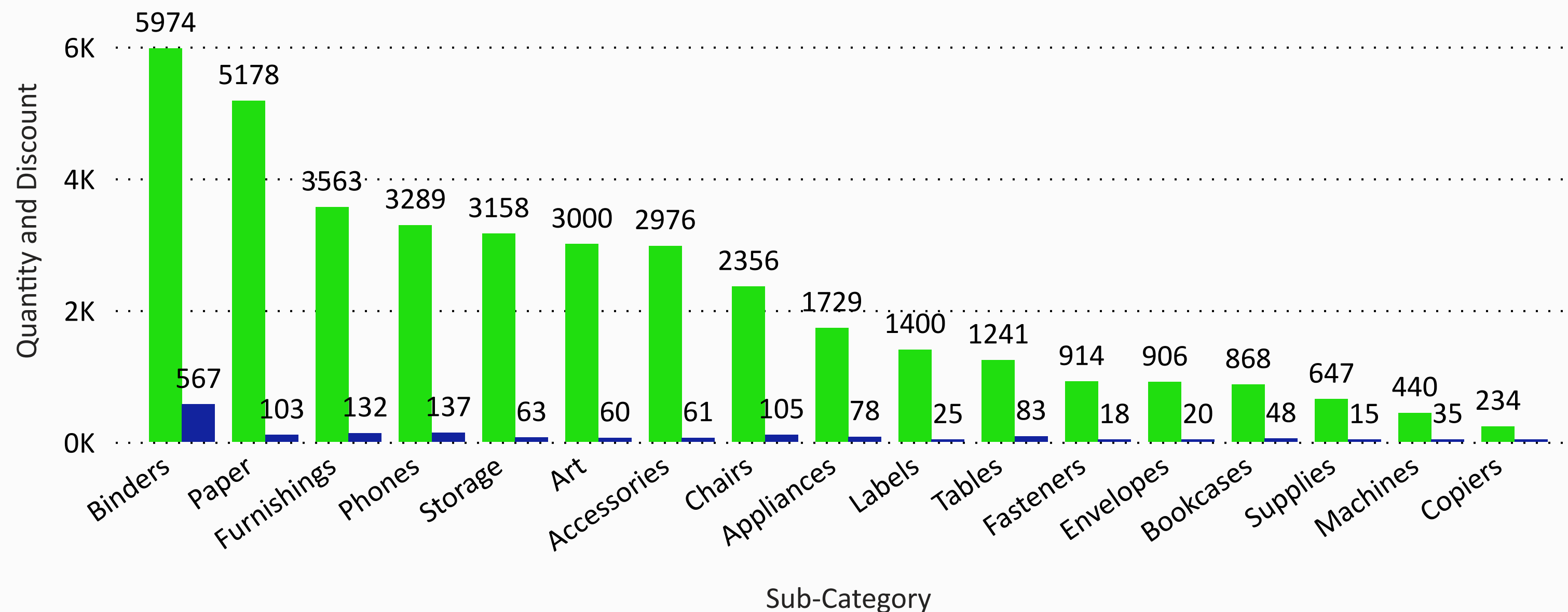


Quantity by Region

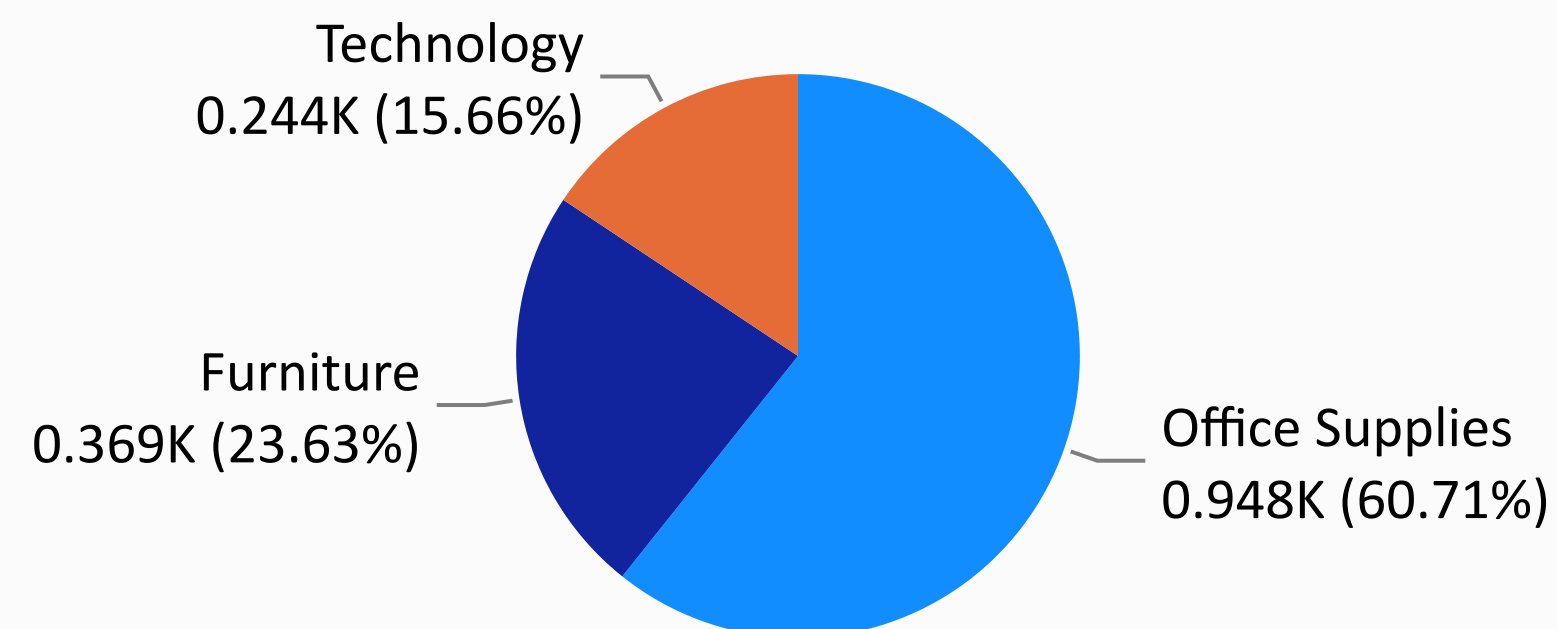


Quantity and Discount by Sub-Category

Quantity Discount

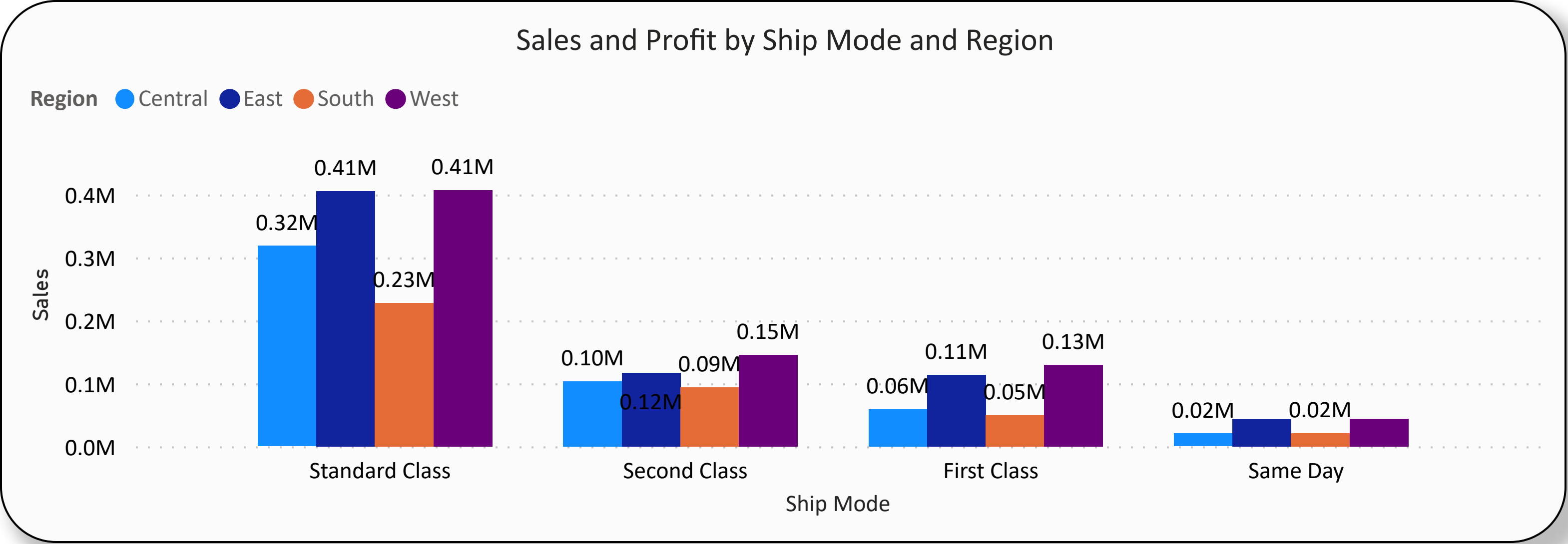
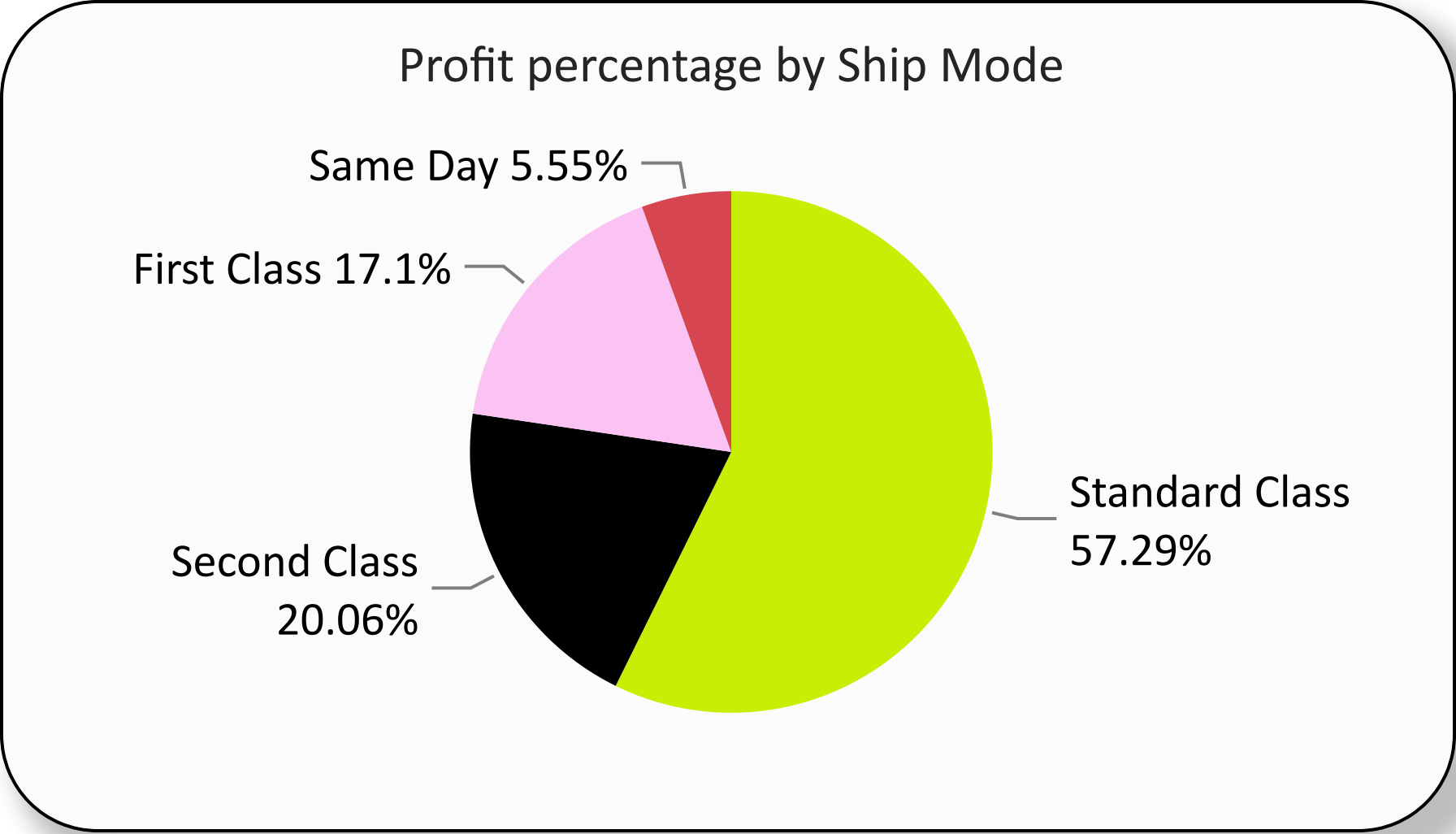
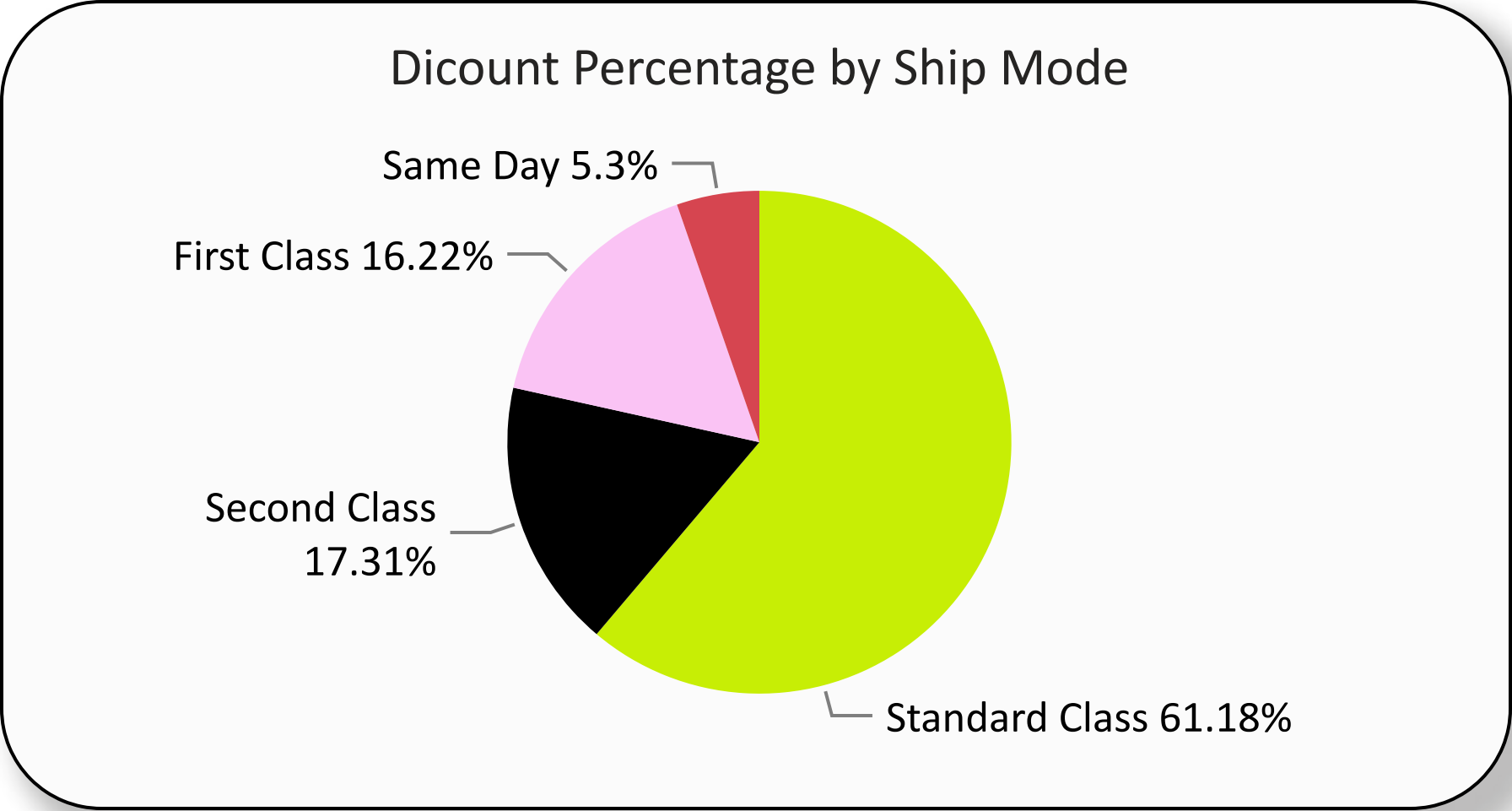
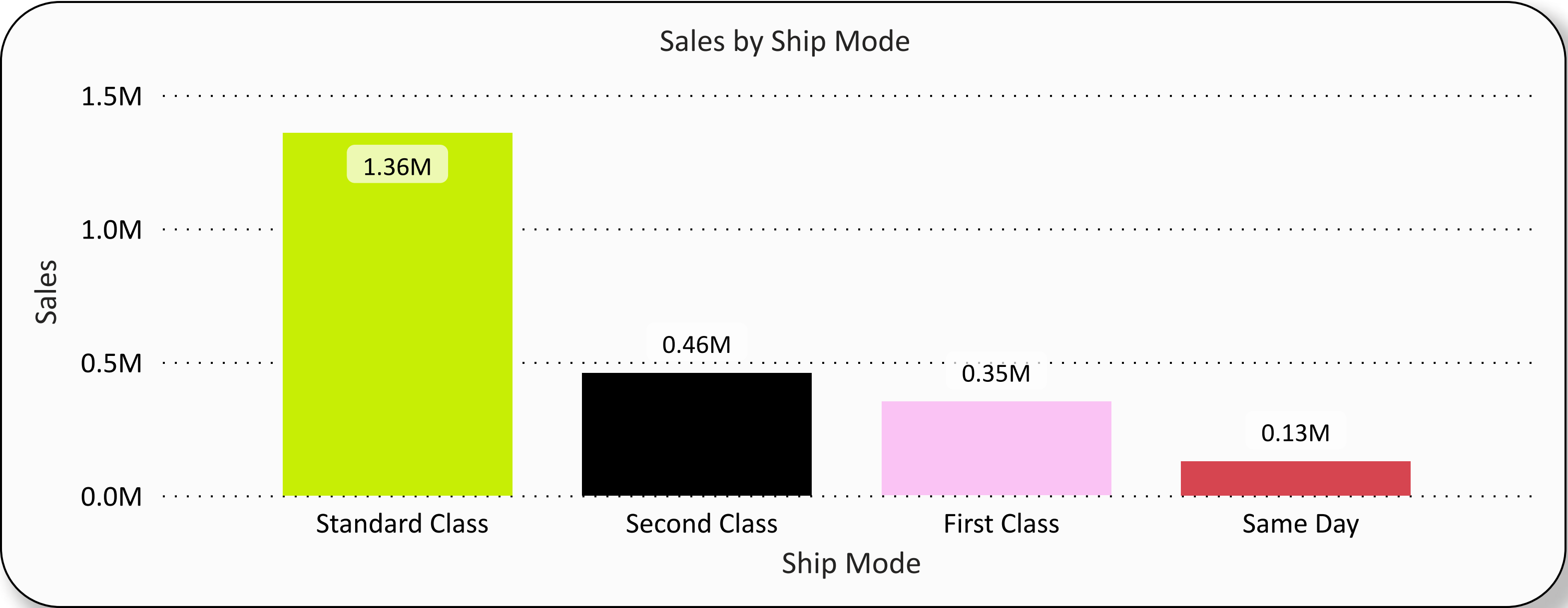


Dicount Percentage by Category



Ship Mode	Sales
Same Day	128363.13
First Class	351428.42
Second Class	459193.57
Standard Class	1358215.74
Total	2297200.86

Ship Mode Analysis



Search State

All

Search City

All

Dashboard-Retail

Profitable States (State and Profit)

Kentucky ▲ 13432.89

Georgia ▲ 12116.42

States is loss

2 Massachusetts ▼ -91.51

Nevada ▼ -1

2297200.86

Sales

286,397.02

Profit

100.00

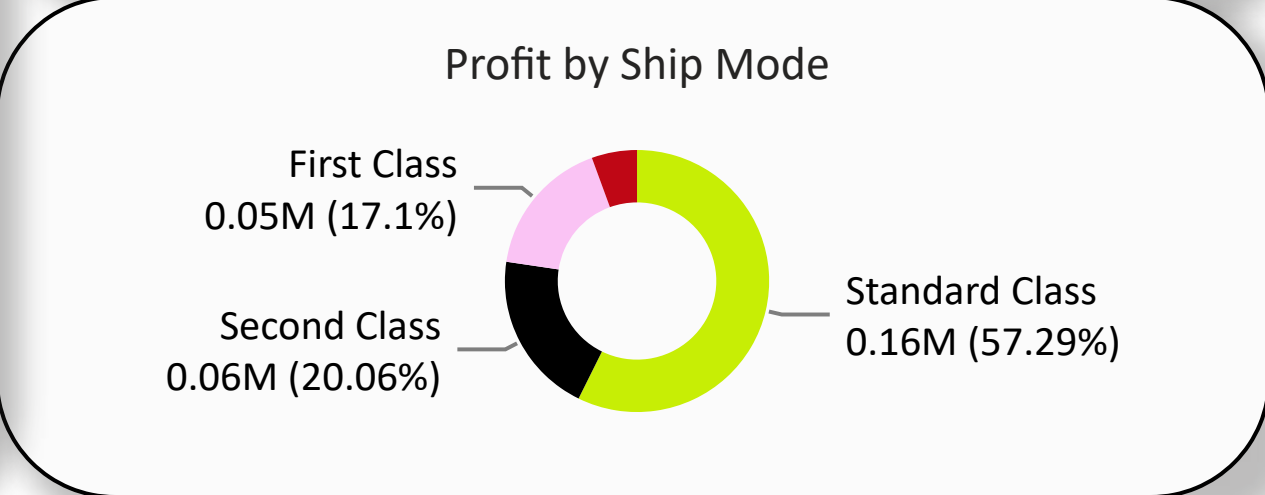
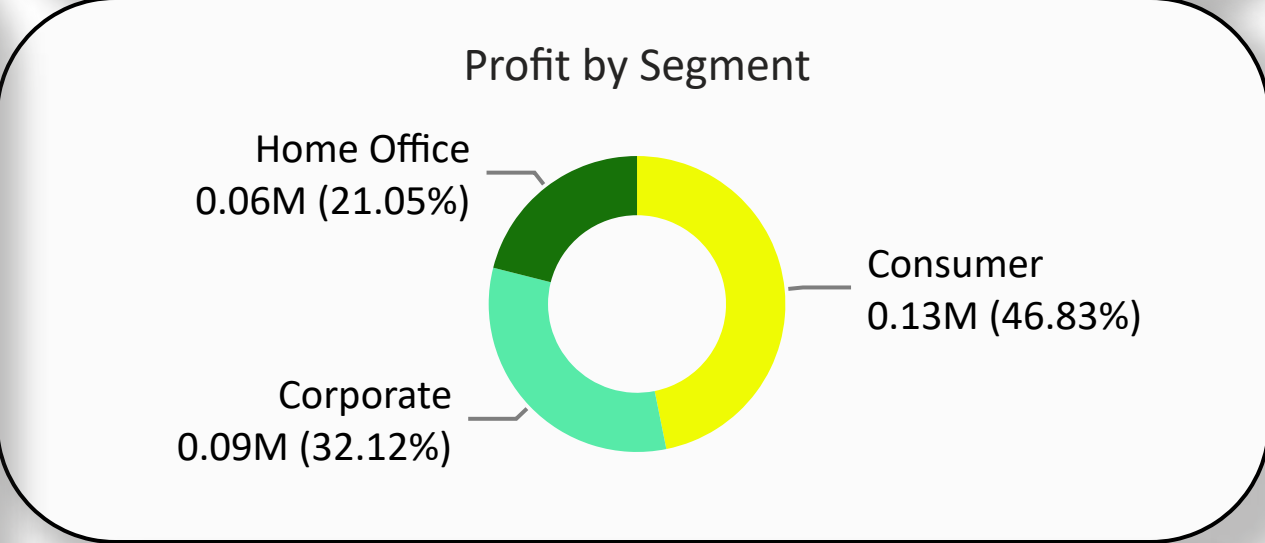
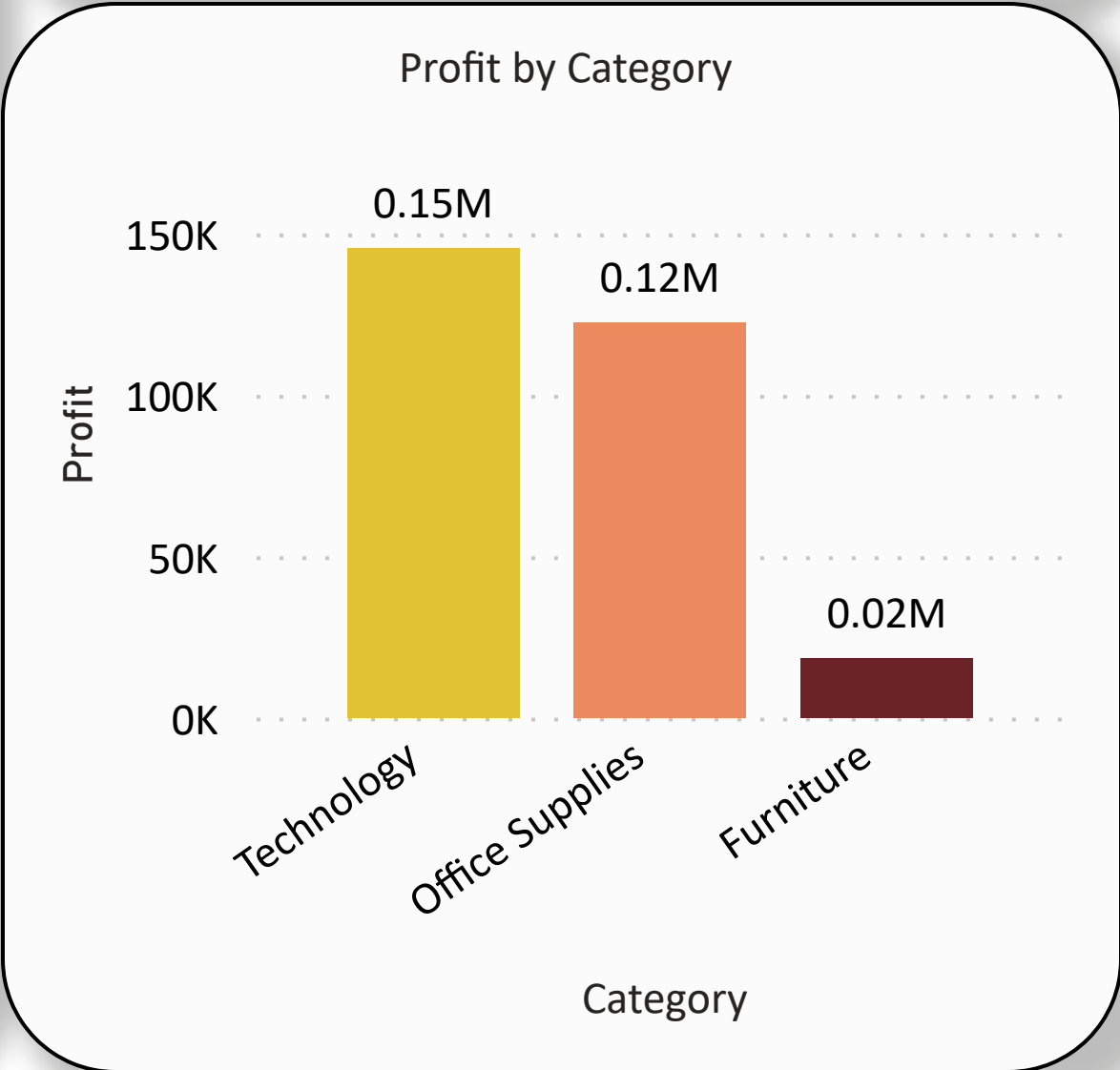
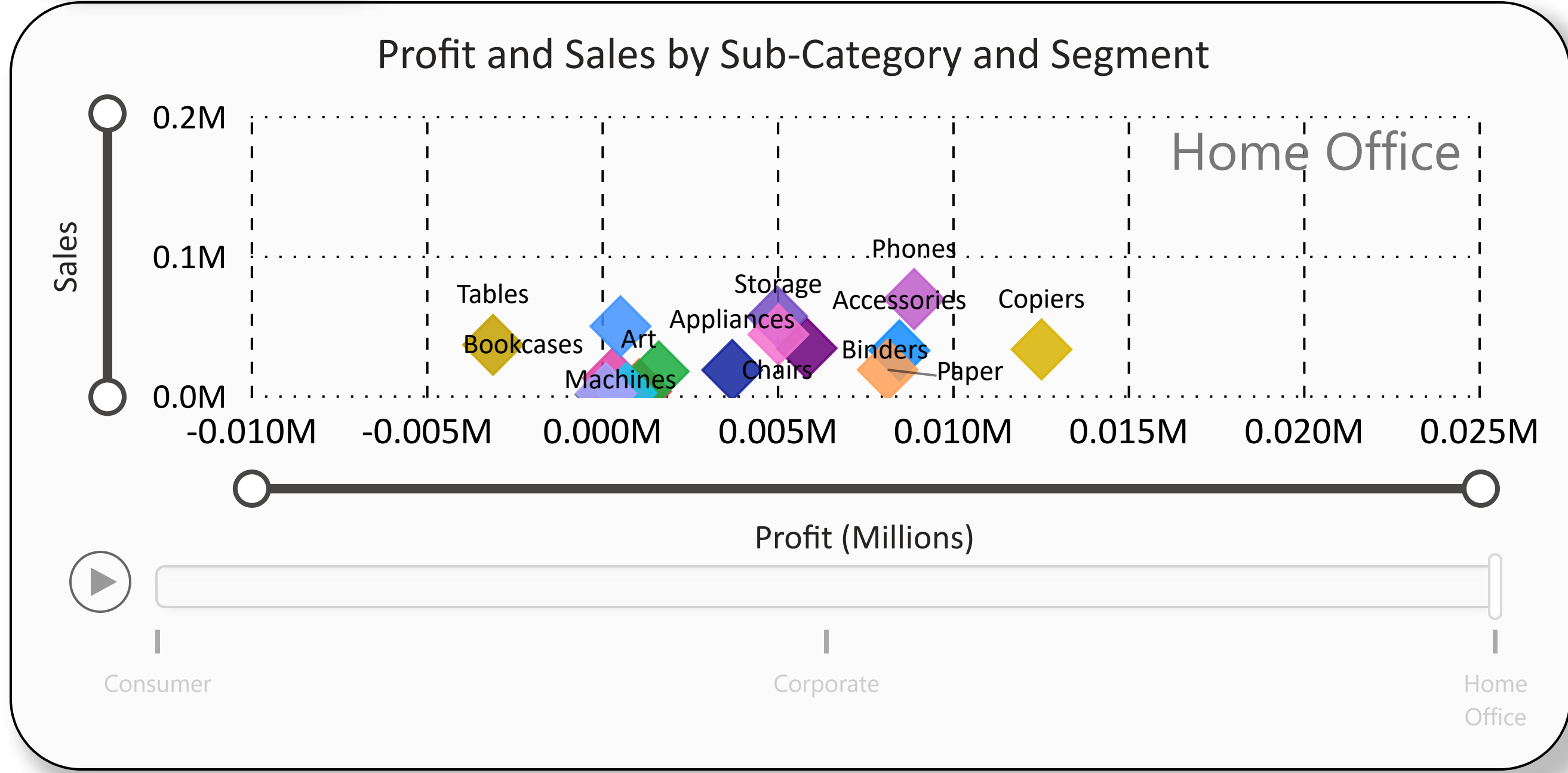
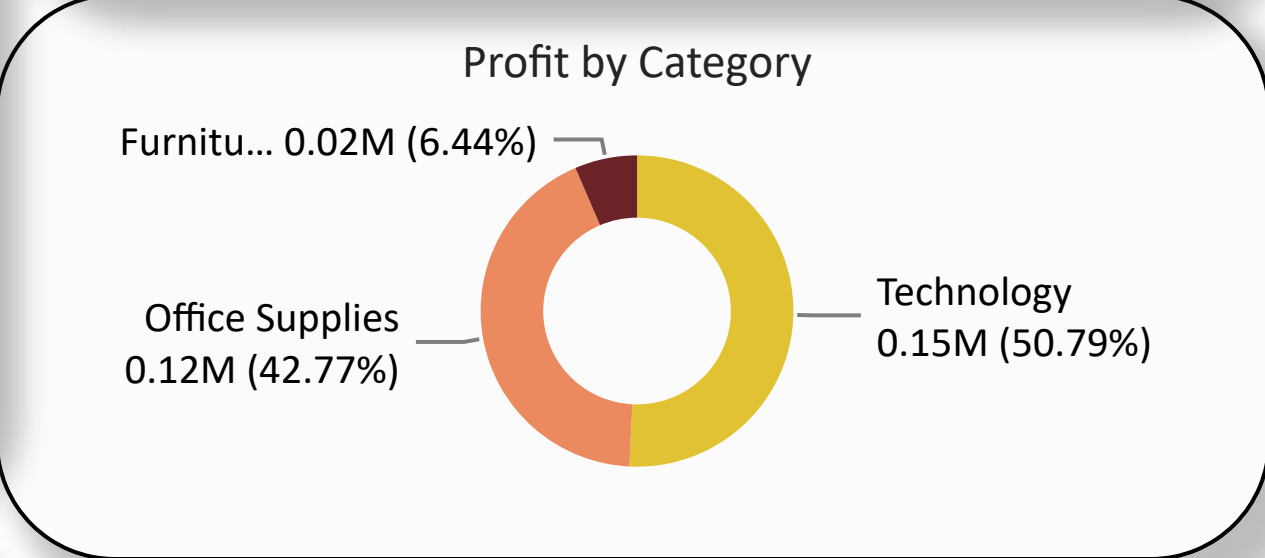
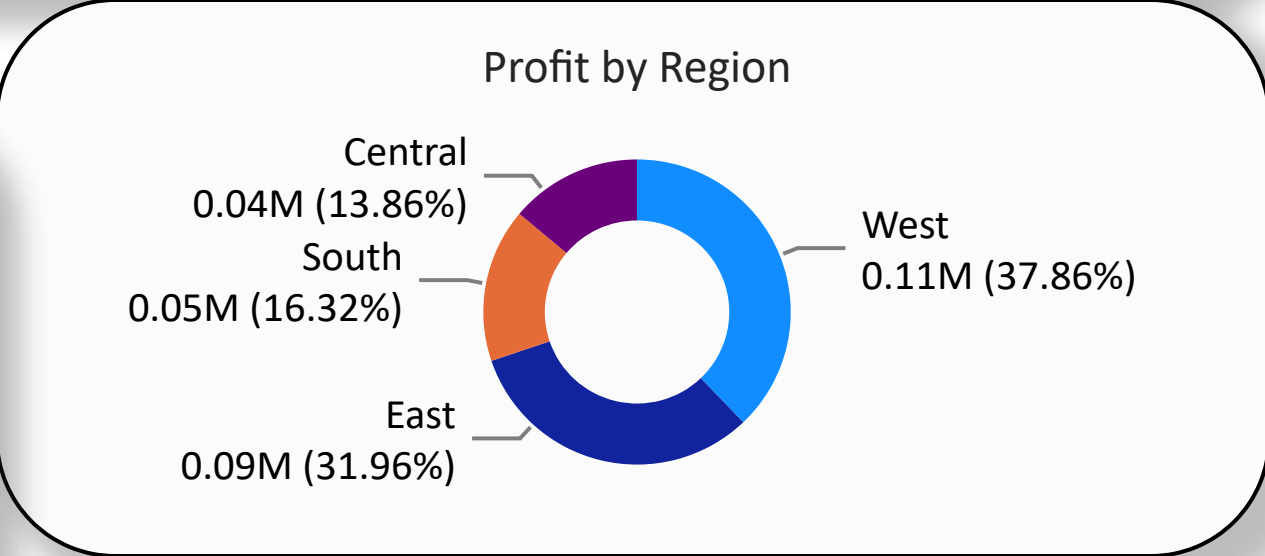
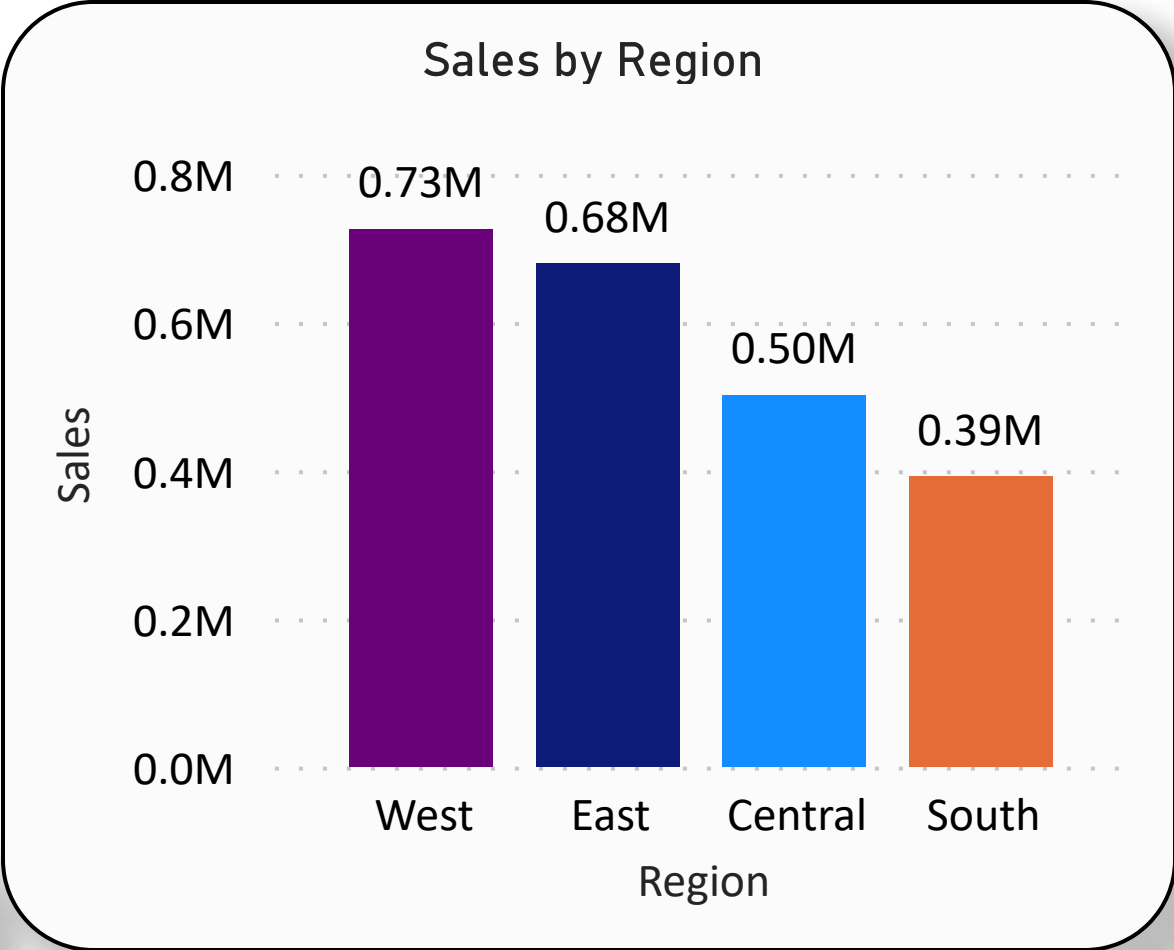
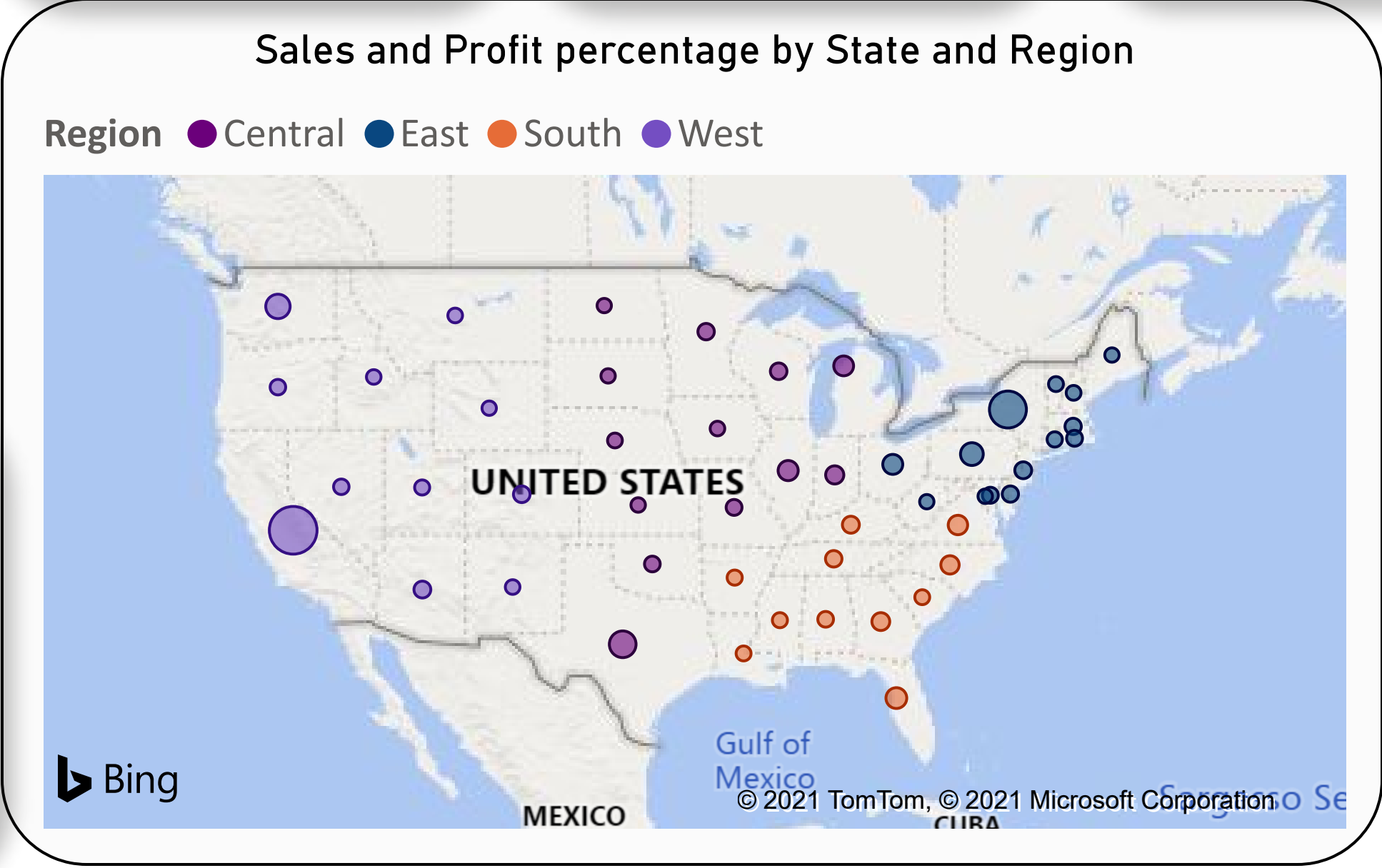
Profit percentage

37873

Quantity

1,561.09

Discount



Thank You