

Commercial Dashboard Revenue Analysis

Year

2017

Date

1/1/2017

12/31/2017

Category

All

Product

All

Manager

All

Supervisor

All

\$7M

Revenue

17K

Units Sold

\$380

ATP

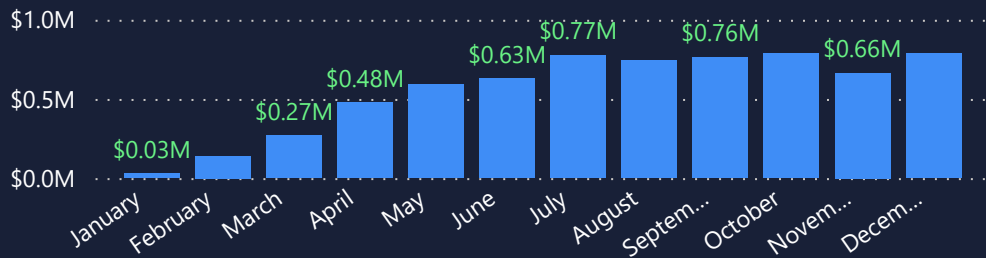
\$11.7M

Target

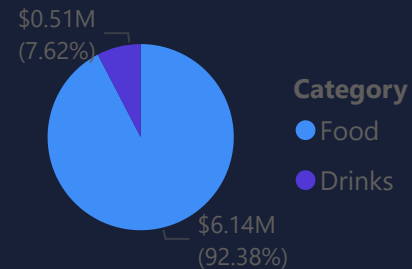
56.6%

% Target

Revenue by Month



Revenue by Category

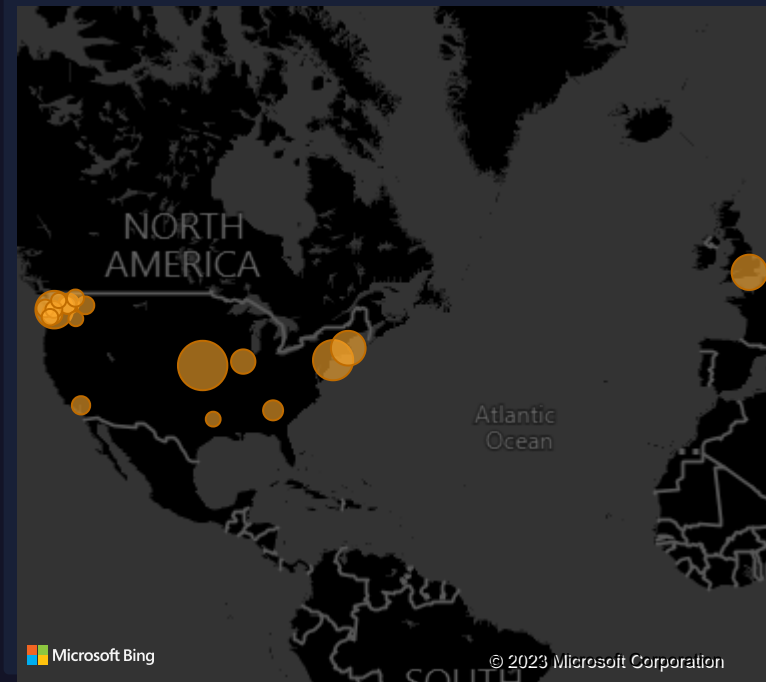


Revenue by Group



Manager	Revenue	Units Sold	% of Total	NWeight	Customer Coverage
Ronnie Daly	\$3,541,817.15	8023	53.27%	126.47	302
Sarah-Jayne Pennington	\$2,797,895.89	6419	42.08%	112.72	219
Sahil Seymour	\$2,137,785.43	4070	32.16%	62.46	110
Gillian Gonzales	\$660,110.46	2349	9.93%	50.26	109
Jonathon Childs	\$204,306.08	563	3.07%	4.18	48
Ayaana Mackenzie	\$204,306.08	563	3.07%	4.18	48
Jessica Valentine	\$539,615.18	1041	8.12%	9.57	35
Serenity Rich	\$11,306.52	31	0.17%	0.28	2
Hywel Hopkins	\$528,308.66	1010	7.95%	9.29	33
Duane Frame	\$3,106,404.9	9458	46.73%	288.35	297
Tahmina Vinson	\$2,508,603.13	6951	37.73%	220.88	176
Shakil Durham	\$1,414,154.17	4246	21.27%	110.97	109
Akeel Mcleod	\$1,094,448.96	2705	16.46%	109.92	67
Harvey-Lee Solomon	\$597,801.77	2507	8.99%	67.46	121
Dominykas Bird	\$597,801.77	2507	8.99%	67.46	121
Total	\$6,648,222.05	17481	100.00%	414.82	599

Customer Coverage by City



Commercial Dashboard Target Analysis

Date

1/1/2017

12/31/2019

Category

All

Product

All

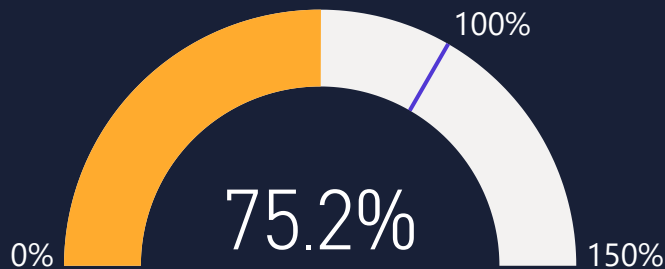
Manager

All

Supervisor

All

Revenue vs Target

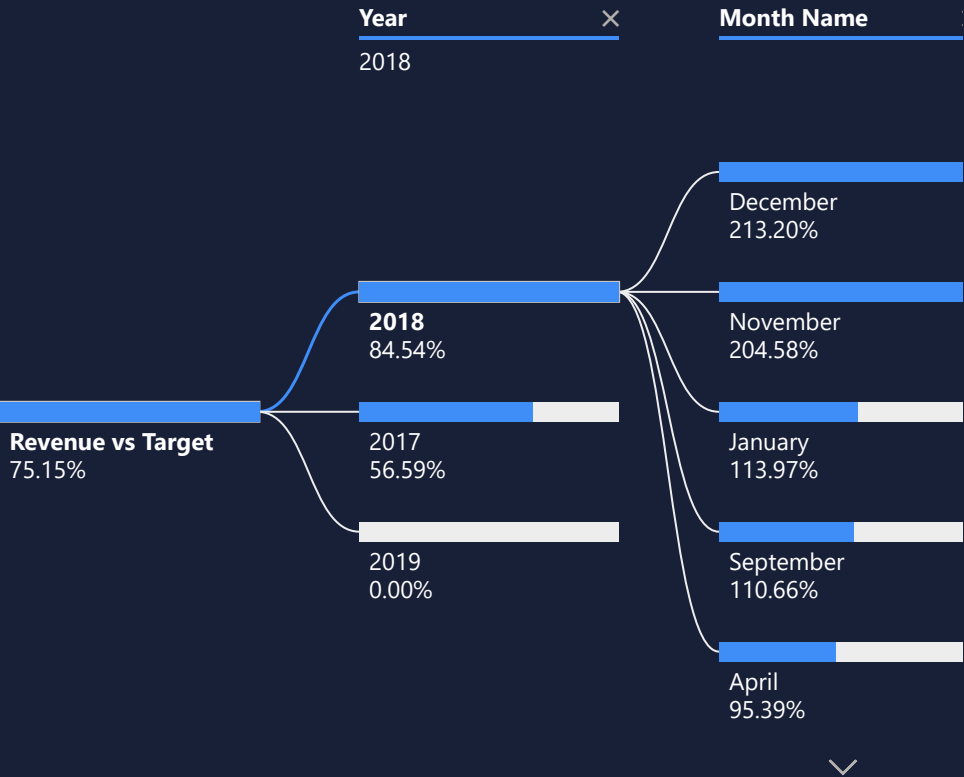
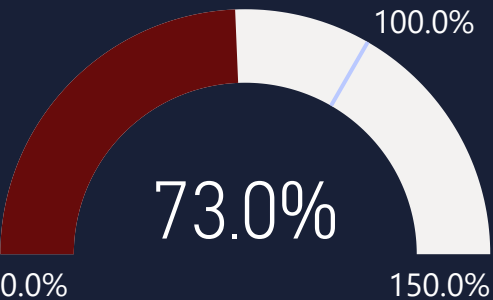


What if

We change the Product Unit by price:



Revenue Scenario vs Target



Year	Revenue	Revenue vs Target	Revenue Scenario	Revenue
2017	\$6,648,222.05	56.59%	5,949,967.16	
April	\$477,026.73	59.66%	438,259.15	
August	\$742,332.17	57.46%	637,729.22	
December	\$785,227.14	60.72%	701,330.10	
February	\$139,282.5	20.06%	128,067.65	
January	\$29,102.49	4.05%	27,467.63	
July	\$774,624.73	69.16%	666,988.24	
June	\$629,096.11	60.93%	551,335.58	
March	\$267,948.76	29.20%	259,883.93	
May	\$592,136.47	89.66%	548,708.79	
November	\$663,175.31	48.30%	628,988.36	
October	\$785,269.15	76.15%	706,205.92	
September	\$763,000.49	93.39%	655,002.59	
2018	\$10,214,809.43	84.54%	10,492,327.22	
April	\$679,463.91	95.39%	621,779.33	
August	\$961,554.99	59.32%	1,057,675.41	
December	\$930,342.87	213.20%	1,011,351.01	
February	\$534,841.82	68.94%	478,524.70	
January	\$625,883.25	113.97%	576,695.19	
July	\$788,615.71	80.87%	851,083.03	
Total	\$17,909,232.49	75.15%	17,400,724.13	

## Revenue vs Target

