

QTR_ID

All

\$10.03M

Total Revenue

\$32.68K

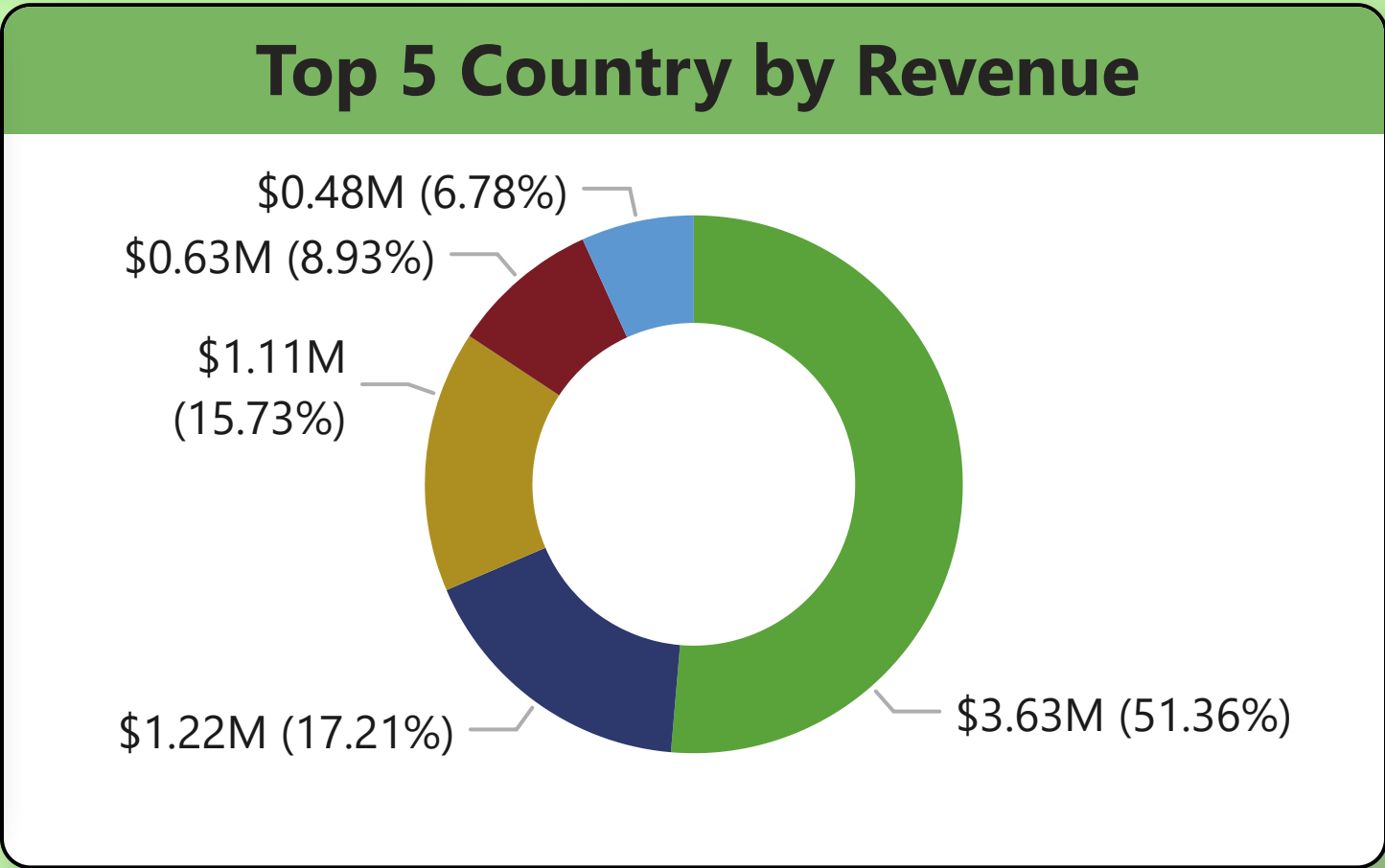
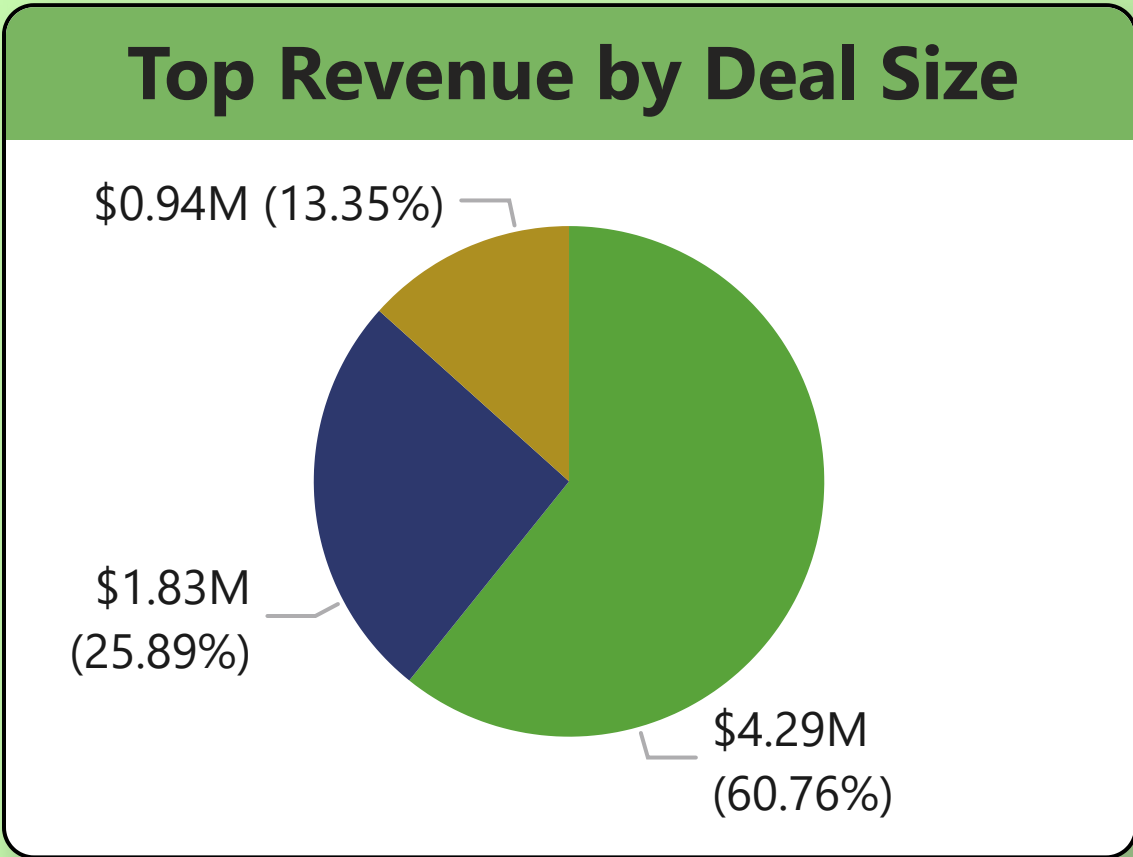
Average Revenue

307

Total Unique Order

2823

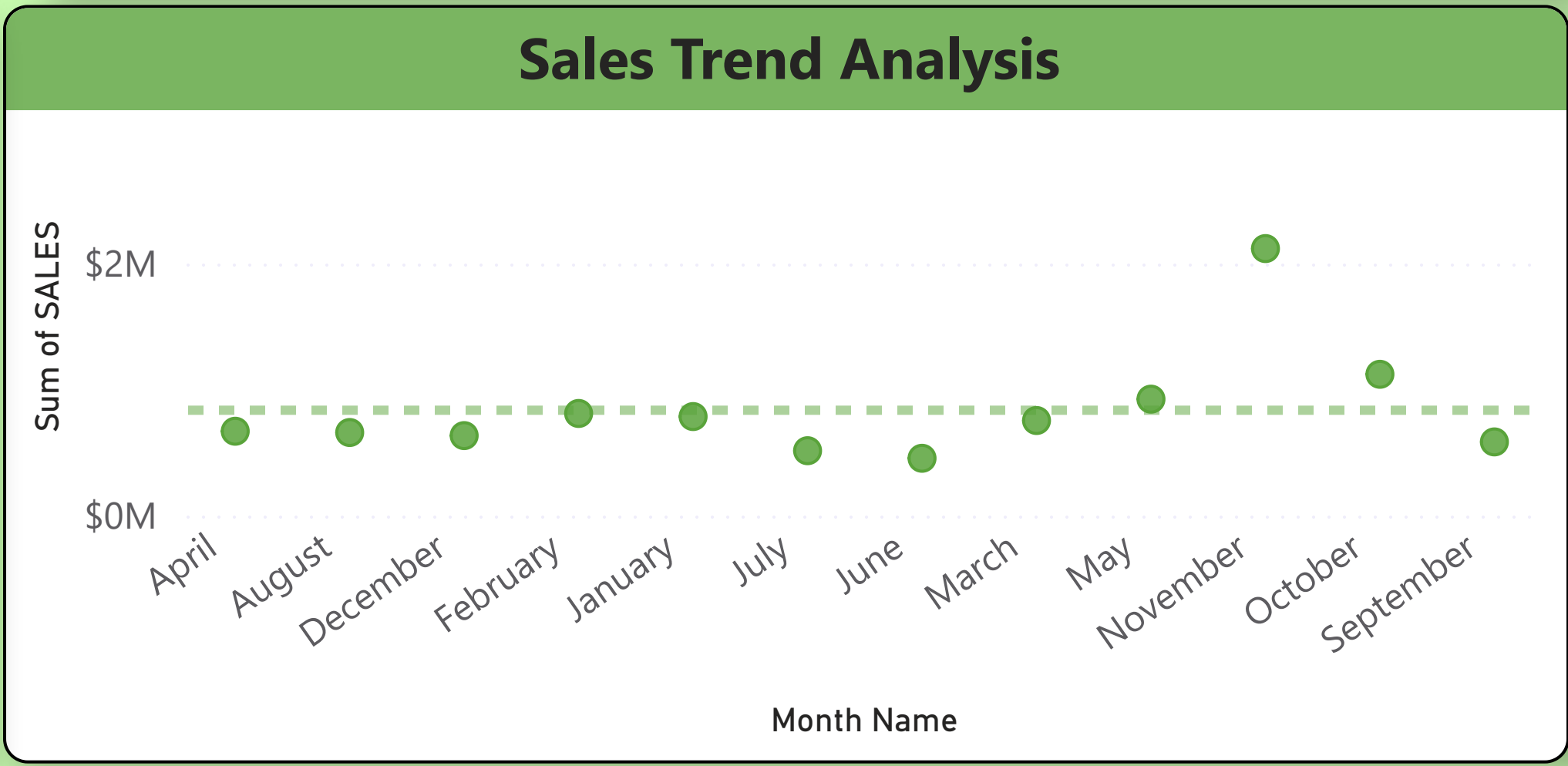
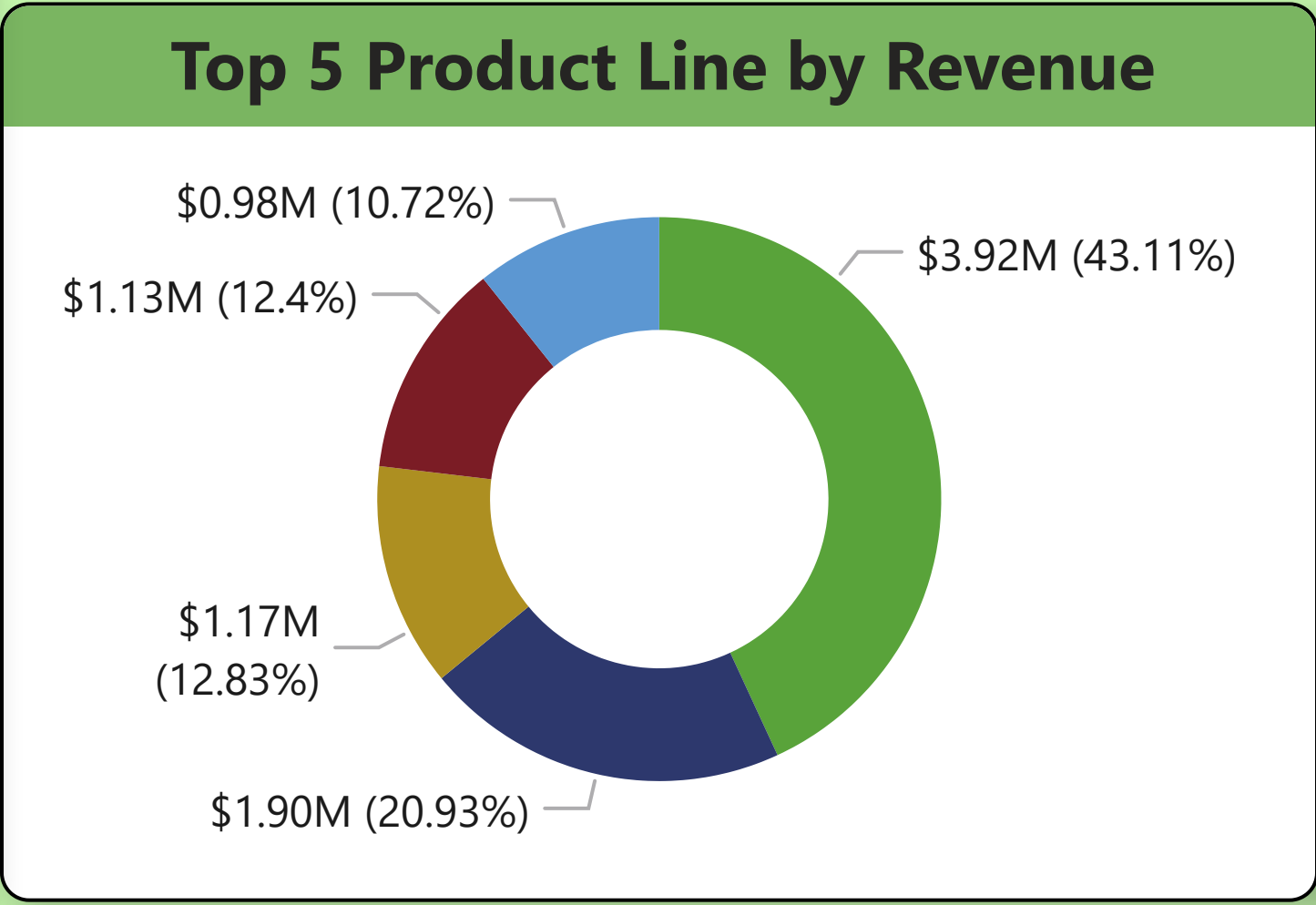
Total Order Count



PRODUCT LINE	Total Revenue	Average Revenue	Total Order Count
Trains	\$226,243.47	\$5,027.63	77
Ships	\$714,437.13	\$10,991.34	234
Planes	\$975,003.57	\$16,525.48	306
Trucks and Buses	\$1,127,789.84	\$15,449.18	301
Motorcycles	\$1,166,388.34	\$16,199.84	331
Vintage Cars	\$1,903,150.84	\$10,875.15	607
Classic Cars	\$3,919,615.66	\$19,696.56	967
Total	\$10,032,628.85	\$32,679.57	2823

Top 10 Client Name by Revenue

Client NAME	Total Revenue
Euro Shopping Channel	\$912,294.11
Mini Gifts Distributors Ltd.	\$654,858.06
Australian Collectors, Co.	\$200,995.41
Muscle Machine Inc	\$197,736.94
La Rochelle Gifts	\$180,124.90
Dragon Souvenirs, Ltd.	\$172,989.68
Land of Toys Inc.	\$164,069.44
The Sharp Gifts Warehouse	\$160,010.27
AV Stores, Co.	\$157,807.81
Anna's Decorations, Ltd	\$153,996.13
Total	\$2,954,882.75



Key Findings

Q1. What are the overall sales trend?

*** As we analyze we find out that Q4 performed very well compare to other quarter and the peak was on month November.**

Q2. Which product lines generate the most revenue?

*** Classic Cars generates the most revenue with staggering 43.11% of total revenue.**

Q3. How does the deal size affect revenue?

*** The Medium Sized deal brings about 60.76% of the revenue it shows the importance of Medium size deal.**

Q4. What is the average order value?

*** The average order value is \$32,679.57**

Q5. Who are the top customers by revenue?

*** Euro Shopping Channel**

Q6. Which products are the most popular based on sales volume?

*** Classic Cars are the most popular product**