12.64M

Revenue (USD)

37.95

Revenue_over_years (%)

504.99

AOV (\$)

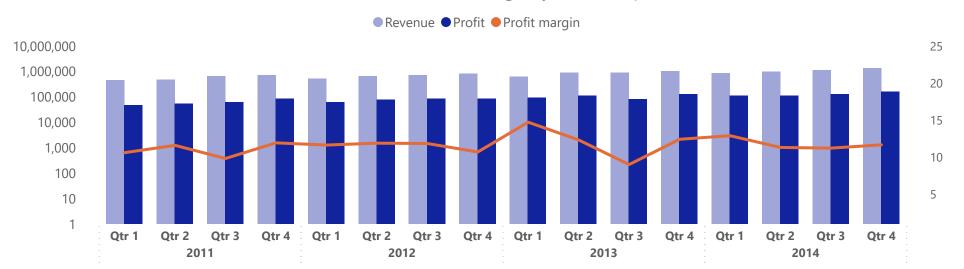
1590

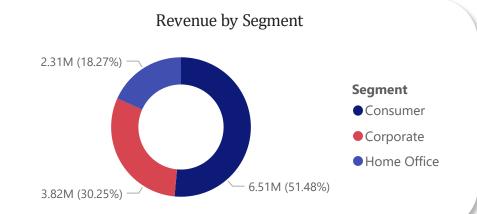
Total of customers

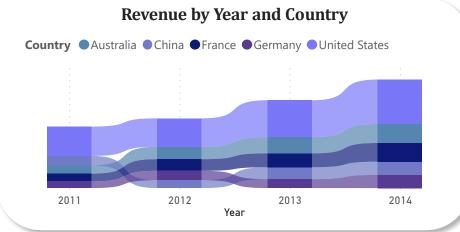
51K

OrderID









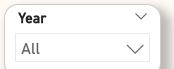
| 2014 | 2012 |
|------|------|
| | |
| 2013 | 2011 |
| | |

| Qtr 1 | |
|---------|------------|
| 2011 | 444,666.84 |
| Year | Revenue |
| Qtr 2 | |
| 2011 | 466,318.63 |
| Year | Revenue |
| l Qtr 3 | |
| | |
| 2011 | 636,496.09 |
| Year | Revenue |
| Qtr 4 | |
| 2011 | 711,969.34 |
| | • |
| Year | Revenue |
| | |

Revenue 12.64M

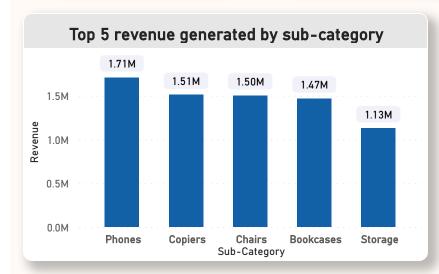
Total Profit 1.47M

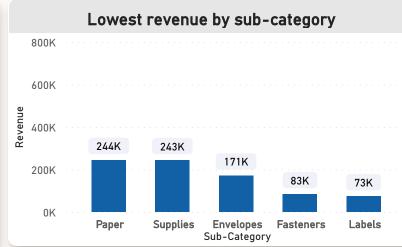
Profit margin (%)
11.61



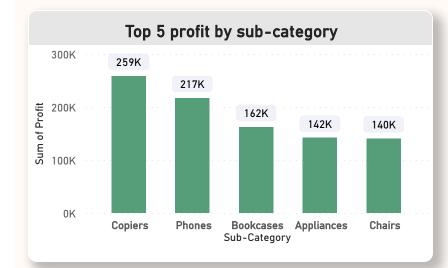


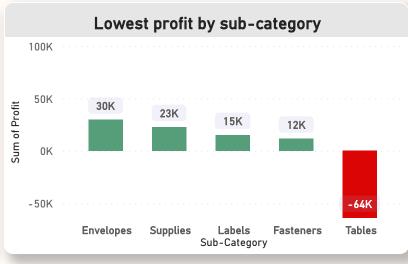


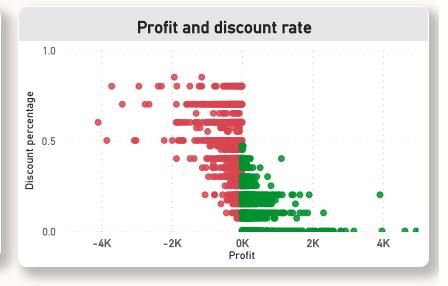




| Category | Revenue | Sum of Profit | Margin (%) |
|--------------------------|---------------|---------------|---------------|
| ∓ Furniture | 4,110,874.19 | 285,204.72 | 6.94 |
| ⊕ Office Supplies | 3,787,070.23 | 518,473.83 | 13.69 |
| □ Technology | 4,744,557.50 | 663,778.73 | 13.99 |
| Machines | 779,060.07 | 58,867.87 | 7.56 |
| Phones | 1,706,824.14 | 216,717.01 | 12.70 |
| Copiers | 1,509,436.27 | 258,567.55 | 17.13 |
| Accessories | 749,237.02 | 129,626.31 | 17.30 |
| Total | 12,642,501.91 | 1,467,457.29 | 11.61 |







Revenue 12.64M

Growth rate (%)

37.95

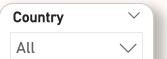
Total Order

25.04K

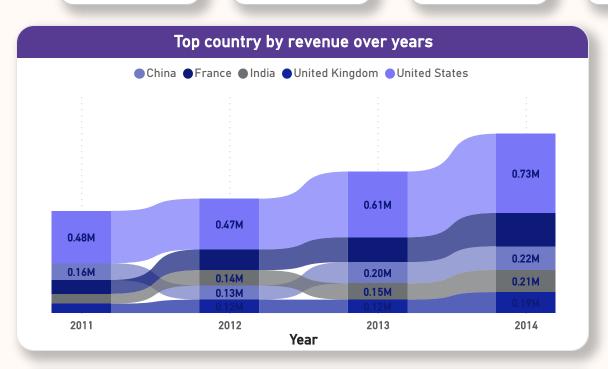
Total Country

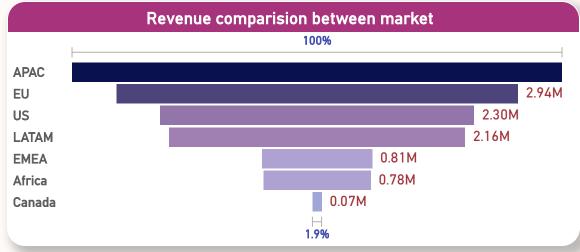
147













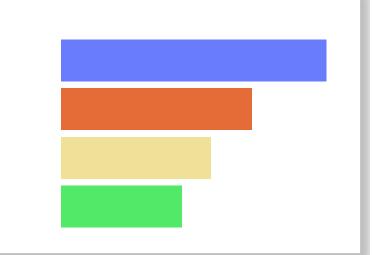
| Market ▼ | Revenue | Total Profit | Profit margin (%) |
|-----------------|---------------|--------------|-------------------|
| □ US | 2,297,200.86 | 286,397.02 | 12.47 |
| United States | 2,297,200.86 | 286,397.02 | 12.47 |
| ∃ LATAM | 2,164,605.17 | 221,643.49 | 10.24 |
| ⊞ EU | 2,938,089.06 | 372,829.74 | 12.69 |
| ⊞ EMEA | 806,161.31 | 43,897.97 | 5.45 |
| ⊞ Canada | 66,928.17 | 17,817.39 | 26.62 |
| □ APAC | 3,585,744.13 | 436,000.05 | 12.16 |
| Vietnam | 65,800.20 | -1,870.23 | -2.84 |
| Thailand | 77,051.96 | -7,308.20 | -9.48 |
| Total | 12,642,501.91 | 1,467,457.29 | 11.61 |

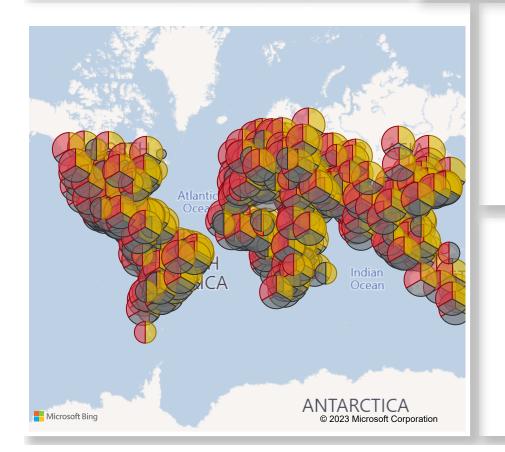
Loyal customers

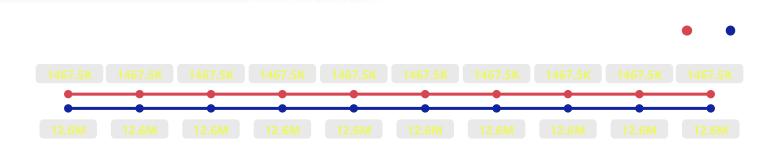
Promising

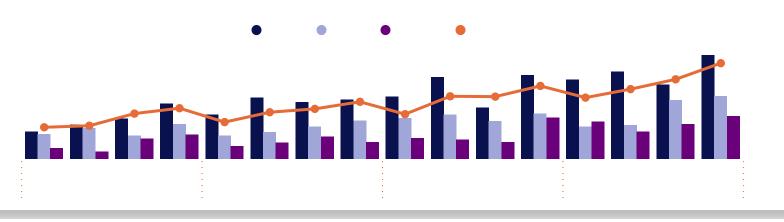
Hiberating

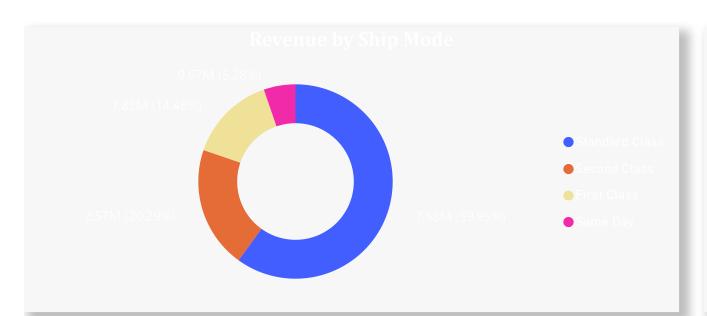
| Customer | Recency | Frequency | Moneytary S |
|----------|---------|-----------|--------------|
| AA-10315 | 185 | 8 | 4,648.55 Lo |
| AA-10375 | 86 | 13 | 3,170.91 Lo |
| AA-10480 | 126 | 8 | 4,968.37 Lo |
| AA-10645 | 204 | 15 | 2,687.80 Lo |
| AA-315 | 154 | 2 | 847.38 P |
| AA-375 | 990 | 1 | 27.06 H |
| AA-480 | 315 | 2 | 304.78 H |
| AA-645 | 465 | 2 | 34.56 H |
| Total | 352832 | 10000 | 2,496,588.41 |

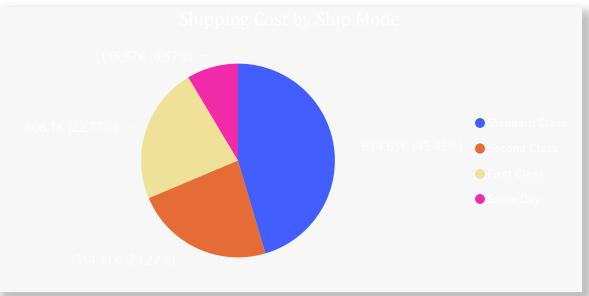


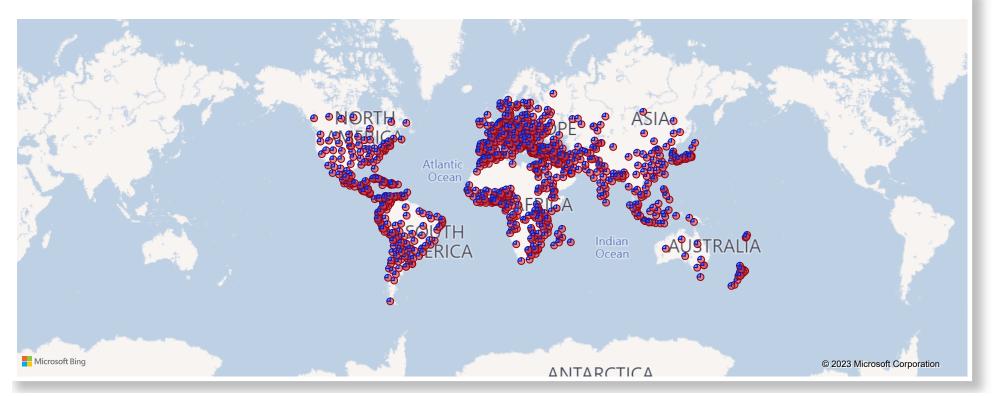












| Ship Mode | Count |
|---------------|-------|
| ☐ Same Day | 2701 |
| Late | 92 |
| On-time | 2609 |
| ☐ First Class | 7505 |
| On-time | 907 |
| Late | 6598 |
| ☐ Second Cla | 10309 |
| On-time | 1591 |
| Late | 8718 |
| ☐ Standard C | 30775 |
| On-time | 7180 |
| Late | 23595 |
| Total | 51290 |



