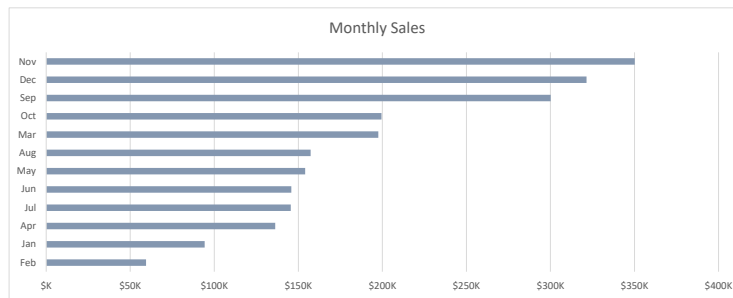


16. Which months have the highest total sales?

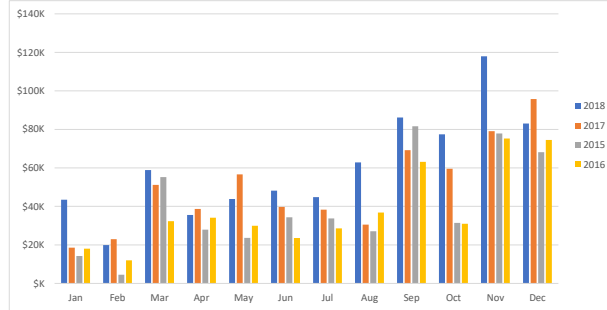
Months	Sum of Sales
Feb	\$ 59,371.12
Jan	\$ 94,291.63
Apr	\$ 1,36,283.00
Jul	\$ 1,45,535.69
Jun	\$ 1,45,837.52
May	\$ 1,54,086.72
Aug	\$ 1,57,315.93
Mar	\$ 1,97,573.59
Oct	\$ 1,99,496.29
Sep	\$ 3,00,103.41
Dec	\$ 3,21,480.17
Nov	\$ 3,50,161.71
Grand Total	\$ 22,61,536.78



Year
2015
2016
2017
2018

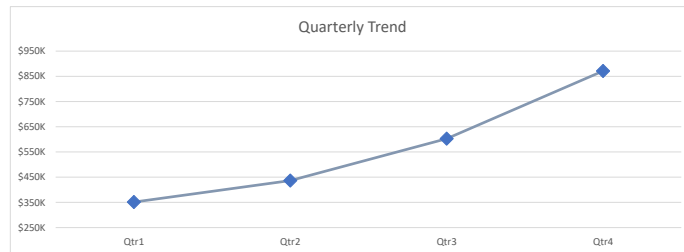
17. How does sales vary by month and year?

Sum of Sales	Column Labels					
Months	2018	2017	2015	2016	Grand Total	
Jan	\$ 43,476.47	\$ 18,542.49	\$ 14,205.71	\$ 18,066.96	\$ 94,291.63	
Feb	\$ 19,921.00	\$ 22,978.82	\$ 4,519.89	\$ 11,951.41	\$ 59,371.12	
Mar	\$ 58,863.41	\$ 51,165.06	\$ 55,205.80	\$ 32,339.32	\$ 1,97,573.59	
Apr	\$ 35,541.91	\$ 38,679.77	\$ 27,906.86	\$ 34,154.47	\$ 1,36,283.00	
May	\$ 43,825.98	\$ 56,656.91	\$ 23,644.30	\$ 29,959.53	\$ 1,54,086.72	
Jun	\$ 48,190.73	\$ 39,724.49	\$ 34,322.94	\$ 23,599.37	\$ 1,45,837.52	
Jul	\$ 44,825.10	\$ 38,320.78	\$ 33,781.54	\$ 28,608.26	\$ 1,45,535.69	
Aug	\$ 62,837.85	\$ 30,542.20	\$ 27,117.54	\$ 36,818.34	\$ 1,57,315.93	
Sep	\$ 86,152.89	\$ 69,193.39	\$ 81,623.53	\$ 63,133.61	\$ 3,00,103.41	
Oct	\$ 77,448.13	\$ 59,583.03	\$ 31,453.39	\$ 31,011.74	\$ 1,99,496.29	
Nov	\$ 1,17,938.16	\$ 79,066.50	\$ 77,907.66	\$ 75,249.40	\$ 3,50,161.71	
Dec	\$ 83,030.39	\$ 95,739.12	\$ 68,167.06	\$ 74,543.60	\$ 3,21,480.17	
Grand Total	\$ 7,22,052.02	\$ 6,00,192.55	\$ 4,79,856.21	\$ 4,59,436.01	\$ 22,61,536.78	

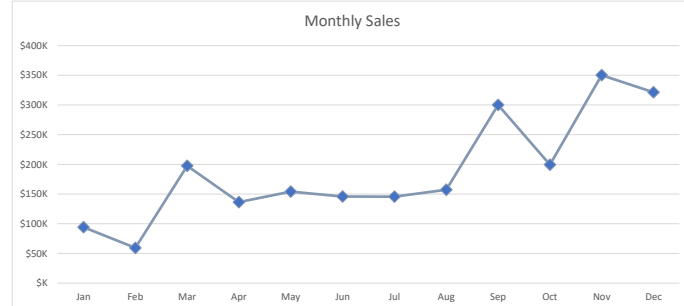


18. What is the seasonality trend (quarterly or monthly sales)?

Quarter	Sum of Sales
Qtr1	\$ 3,51,236.33
Qtr2	\$ 4,36,207.25
Qtr3	\$ 6,02,955.03
Qtr4	\$ 8,71,138.18
Grand Total	\$ 22,61,536.78

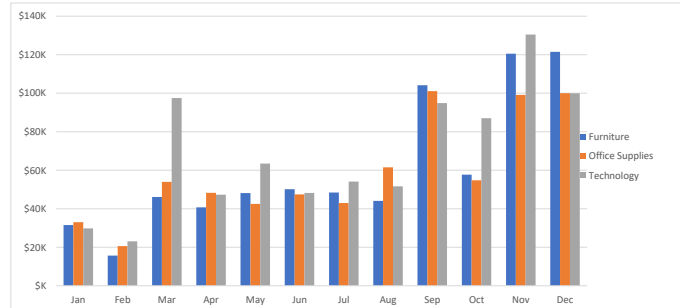


Months	Sum of Sales
Jan	\$ 94,291.63
Feb	\$ 59,371.12
Mar	\$ 1,97,573.59
Apr	\$ 1,36,283.00
May	\$ 1,54,086.72
Jun	\$ 1,45,837.52
Jul	\$ 1,45,535.69
Aug	\$ 1,57,315.93
Sep	\$ 3,00,103.41
Oct	\$ 1,99,496.29
Nov	\$ 3,50,161.71
Dec	\$ 3,21,480.17
Grand Total	\$ 22,61,536.78



19. How does sales by category change over months?

Sum of Sales	Categories			
Months	Furniture	Office Supplies	Technology	Grand Total
Jan	\$ 31,510.12	\$ 33,006.58	\$ 29,774.93	\$ 94,291.63
Feb	\$ 15,673.96	\$ 20,612.31	\$ 23,084.84	\$ 59,371.12
Mar	\$ 46,132.11	\$ 53,941.09	\$ 97,500.39	\$ 1,97,573.59
Apr	\$ 40,698.58	\$ 48,298.81	\$ 47,285.60	\$ 1,36,283.00
May	\$ 48,137.87	\$ 42,498.67	\$ 63,450.19	\$ 1,54,086.72
Jun	\$ 50,168.46	\$ 47,488.34	\$ 48,180.72	\$ 1,45,837.52
Jul	\$ 48,433.67	\$ 42,970.63	\$ 54,131.39	\$ 1,45,535.69
Aug	\$ 44,092.98	\$ 61,549.69	\$ 51,673.26	\$ 1,57,315.93
Sep	\$ 1,04,174.08	\$ 1,01,075.28	\$ 94,854.05	\$ 3,00,103.41
Oct	\$ 57,665.81	\$ 54,798.54	\$ 87,031.95	\$ 1,99,496.29
Nov	\$ 1,20,508.89	\$ 99,155.64	\$ 1,30,497.19	\$ 3,50,161.71
Dec	\$ 1,21,462.03	\$ 1,00,026.76	\$ 99,991.38	\$ 3,21,480.17
Grand Total	\$ 7,28,658.58	\$ 7,05,422.33	\$ 8,27,455.87	#####



20. Which region shows the fastest growth in total sales year-over-year?

Sum of Sales	Regions				
Years	2015	2016	2017	2018	Grand Total
Central	\$ 1,02,920.52	\$ 1,02,425.17	\$ 1,45,673.88	\$ 1,41,627.34	\$ 4,92,646.91
East	\$ 1,27,652.82	\$ 1,53,225.18	\$ 1,78,511.54	\$ 2,10,129.19	\$ 6,69,518.73
South	\$ 1,03,374.91	\$ 70,076.08	\$ 93,535.90	\$ 1,22,164.57	\$ 3,89,151.46
West	\$ 1,45,907.96	\$ 1,33,709.57	\$ 1,82,471.23	\$ 2,48,130.93	\$ 7,10,219.68
Grand Total	\$ 4,79,856.21	\$ 4,59,436.01	\$ 6,00,192.55	\$ 7,22,052.02	\$ 22,61,536.78

